

Teamwork Between the Farmer and His Agent

By C. E. Bassett, Bureau of Markets.

It is doubtful whether any class of men offering service to the farmers has been as generally and as severely condemned as has the commission merchant—the middleman—who accepts the surplus products of the farm on consignment and sells for a commission charge.

In commission transactions the farmer who makes the shipment is the principal and the commission merchant is his agent in an implied contract based upon the ordinary charges and practices of the commission business.

In his early farming experience the writer made frequent use of commission merchants as a medium for marketing farm products which could not be disposed of to local buyers.

Among the varieties of berries produced on our farm were a few that were of such attractive appearance and appetizing flavor that it was natural to believe that shipment of such fruit to the city market ought to be profitable.

The feeling that the transaction was not a fair one led to an investigation. Another fine shipment was made and the consignor arranged to be present, though unknown, when the sale was made.

Farmers generally believe that it is best to sell at home when a fair price can be obtained, and they draw that conclusion because they compare home sales with returns received for shipments made on consignment.

When the farmer comes on his home market with a load of produce and meets a large number of eager bidders, he is inclined to sell. One of the reasons why there are so many bidders may be the attractive appearance and high quality of the product.

As already indicated, marketing farm products through the commission house is a partnership affair, and no partnership can be a complete success unless each partner does his best and is willing to make it possible for the other to work to the best advantage.

Too often the commission consignment business is used as a last resort, and products, undesirable either because of their low grade or because of the weak market, are dumped on

SAVE THE BEANS.

More and more we are getting the feeling that all food belongs to a common store to be distributed to meet the needs of the hour.

If these beans are allowed to become infested with weevils, just so much of the common store of food will be wasted.

Bean growers are confronted this coming season with the problem of meeting the demands of the army and navy and the Allies and of supplying the American market with beans.

Where farmers have on hand only a small supply of beans, the best conservation is to eat them now.

For those who contemplate the use of commission men as marketing agents, the following suggestions are offered:

1.—Know your agent. Select one who has a reputation backed by experience, an advantageous location, and competent help.

2.—Know your market. From your carefully selected agent learn the needs of the market, the most desirable varieties to raise, proper containers in which to pack and ship, style of pack most desired, the use of labels or brands, proper amounts and time of shipment, and local preferences.

3.—Make regular shipments. Instead of making the city commission district the dumping ground for what your local dealers will not buy, keep your city agent regularly supplied with what his trade will take, thereby helping him stabilize the business in which you are both concerned.

4.—Keep each other informed. Early in the shipping season the farmer should give his agent a careful estimate of what may be expected, and no material changes in the quantity of the regular shipment should be made unless a prompt notice is given the agent, in order that he may secure purchasers in case of increase or arrange to care for his regular customers if shipments will not meet requirements.

5.—Avoid frequent changes in agents. Some shippers prefer to divide their shipments each day among numerous commission merchants in the same market.

PRUNES IN 1918.

The dried prune crop of the Pacific Northwest for 1917 has been determined through packers at about 26,000,000 pounds.

WHAT TO COOK AND HOW.

Molasses Gingerbread.—One cupful of molasses, two tablespoonfuls of butter substitute, two cupfuls of fine oatmeal, one cupful of flour, one-half teaspoonful of salt, three teaspoonfuls of baking powder, one teaspoonful of ground ginger, one teaspoonful of mixed spices, one-half cupful of brown sugar.

Colonial Pudding.—Two tablespoonfuls of pearl tapioca, two cupfuls of milk, two tablespoonfuls of corn meal, one-half cupful of molasses, one-fourth teaspoonful of salt, one-half cupful of raisins, one-half cupful of milk.

Prune Cake.—One level cupful of light brown sugar, one-half cupful butter and lard, two eggs, three tablespoonfuls sour milk, one level cupful well-cooked prunes cut in small pieces, one level teaspoonful of cinnamon, one level teaspoonful of nutmeg, one and three-fourths cupfuls flour, two level teaspoonfuls of soda.

Maple Muffins.—Two cupfuls of rye flour, two cupfuls of white flour, four teaspoonfuls of baking powder, one-half teaspoonful of salt, one tablespoonful of melted butter substitute, one egg added to milk to make two cupfuls, small quantity of butter substitute and grated maple or brown sugar for spreading in sandwich fashion.

Just for Fun. Heredity Failed.—"Father, did you ever lie when you were a boy?" "No, my son," said the father, who evidently did not recall the past with any distinctness.

More Familiar to Him.—Patrick, lately over, was working in the yards of a railroad. One day he happened to be in the yard office when the force was out.

Does Farm Buttermaking Pay? Shall the farmer make butter or sell his cream to the creamery? According to L. G. Rinkle, University of Missouri College of Agriculture, the price received for farm butter will not, in most cases, justify the labor required to make the cream into butter.

About Sheep. The mutton breeds of sheep are numerous, and among them the Shropshire, Southdown, Oxford, Lincoln, Cotswold, Leicester, Dorset and Hampshire have all proved hearty and profitable in this country.

Too Many Legs.—"Dad," began the son of a physician, the other day, "I want to ask you something." The doctor laid down his paper and said: "What do you want to know, my son?" "Which has more legs, one pig or two pigs?" The father frowned and picked up his paper again.

said, irritably. "One pig, of course." "No, he hasn't," the youngster chuckled. "A pig has four legs, and no pig has six legs. See?"

Absent Minded.—"Don't you patronize the hotel barber any more?" "No. He's too absent-minded. Last time I went in for a shave he pinned a newspaper around my neck and handed me a towel to read."

BLACK WALNUTS WANTED.

The tremendous forest resources of the United States will undoubtedly be a very important factor in the winning of the war for the allies.

Since four or five propellers are required for each airplane and since black walnut is scarce and only the best grade can be utilized for this purpose, it is important for the government to know immediately the location of all available supplies.

WHY CREAM TESTS VARY.

The farmer who sells cream is sometimes surprised at the variation in the test reported by the creamery.

First of all, the richness of the cream varies with the richness of the milk. In early spring and summer there are more fresh cows which results in a lower testing milk and as a result of this the cream goes down in proportion.

Another important cause of variation in cream tests, and sometimes the most important, is the amount of water or skim milk used in flushing out the bowl.

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ABOUT SHEEP.

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Indigestion is a very common ailment among sheep during the winter months, and attacks are frequent while the flock is confined to dry feed.

Sheep can stand any amount and all manner of dry cold winter, but they will soon be injured by mud and rain. Let them out on free, open pasture when the ground is frozen hard, but quickly drive them to shelter when it rains.

Mutton Sheep Now in the Lead

Sheep raising primarily for mutton production and secondarily for wool is steadily advancing in the United States. At the present time 45 per cent of the sheep belong to those of the mutton blood, 35 per cent to those of fine wool, and 20 per cent to the cross-breeds.

This information is supplied by a recent investigation by the United States Department of Agriculture and accords with the advice and propaganda of the department in recent years in favor of meat production.

The revolution of recent years in the sheep industry, which is now presumably continuing, is largely characterized in the national average by the Western and Pacific states, in which more than one-half of the sheep are found mostly on ranges.

In most cases the extra money made by making butter will not pay for the time and trouble required. Except in cases where a fancy price is obtained for the butter, a farmer will be better off if he hauls his cream to the creamery and buys from it the butter he uses on his own table.

NOS AMIS.

Here is one of the finest things to come out of the war so far. Secretary Baker told about it in Cleveland recently. Baker, the intellectual, the student, the dreamer, who put "first" in pacifist as soon as he realized that the Germans understood only force, caught it at its full meaning, and tells it smilingly, but with tears in his eyes.

We call them Sammie. The French people call them Nos Amis (pronounced noamee). When our soldiers began to arrive in France, the French people, hearing the expression Sammie, at once decided that we were trying to say Nos Amis, but rendered it Sammie.

Now, Nos Amis is French for Our Friends—and we are beginning to learn that when the French people announce friendship such friendships are as lasting as the Rock of Gibraltar. Their sincerity is proved by the fact that they are taking our boys into their HOMES—and the French home circle is the most difficult of access in the world.

Imagine a nation whose soldiers will be universally known as OUR FRIENDS! Shall we live up to the mark Nos Amis have set for us?—Artisan.

ADVERTISED LETTERS.

June 11, 1918. Beckly, Mr. and Mrs. Delbert Campbell, Mr. Thos. J. Collins, Mrs. Lucy Finley, Mrs. E. B. Gordon, Mr. Harry Graves, Wannies Jones, Mrs. Nellie Leigh, Mr. J. F. Livingston, Mr. G. B. Mickey, Mr. John J. Minute, Mrs. O. Schofield, Miss Irene Sholes, Alice E. Thompson, Miss Mary Townsend, Miss August Hackettstein, Postmaster.

gain of nearly 10 in the same number of years. The greatest advance in this movement has been made in the North Atlantic states, in which farmers' markets are near and the people have an active taste for mutton and lamb.

The least change in percentage has occurred in the South Atlantic states, where the mutton sheep were formerly a high fraction and are now 68 per cent of all sheep in that region, a gain of 2 1/2 in 10 years; the cross-breeds are 24 per cent, or about the same as 10 years ago, while in all other groups of states they have relatively diminished; and the fine-wool sheep are only 7 per cent, a loss of nearly 3 during the period.

At the present time the South Atlantic states have the lowest fraction of fine-wool sheep, 7 per cent, and the North Atlantic states are next with 17 per cent; the highest fraction, 46 per cent, is in the Western and Pacific group, and next below are the South Central states with 39 per cent.

Mutton sheep are as high as 68 per cent of the sheep in the South Atlantic and West North Central states, and as low as 32 per cent in the Western and Pacific States, and 44 per cent in the South Central.

Ohio is by far the leading sheep state outside of the Western and Pacific group, and has 3,000,000 sheep, about one-half of which are now mutton bloods, while 10 years ago the fraction was nearly two-fifths.

Farwell Reception Is Given Mt. Angel Youths.

MOUNT ANGEL, Or., June 15.—A spirited farwell reception in honor of nine boys of Mt. Angel Council, Knights of Columbus, who are leaving for Benson Polytechnical school on June 14 and Camp Lewis on June 24, was given in the Moose Hall, 35 Woodburn last night, about sixty Knights participating.

WEAK, RUN DOWN WOMAN Tells How Vinol Made Her Strong So. KAWASKA, Wis.—"I was weak, all run down, tired all the time, and had asthma so that I could hardly keep around and do housework. After everything else had failed to help me, Vinol built me up and made me well and strong," Mrs. J. Parker.

The reason that Vinol was so successful in Mrs. Parker's case, is because it contains the necessary elements to create an appetite, aid digestion, make pure blood and create strength. It is the beef and cod liver peptones—iron and glycerophosphates in Vinol—that does it—You will not be disappointed if you try it.—Emil A. Schaefer and druggists elsewhere.

LEGATION TO BE IN PALACE.

AMSTERDAM, April 20.—In order to accommodate its largely increased staff of the American legation officers at The Hague have moved into 3 former palace of one of the Princes of Orange. It has latterly been occupied by the Russian legation which vacated it as a result of the Bolshevik regime.

RADIO STATION IN OPERATION.

TOCKHOLM, March 31.—Sweden's most powerful radio station situated at Karlsborg, has been put into operation. Regular communication is now being conducted with Deutch Altenburg in Austria, and also with Tsarsko-Selo. Wireless messages have also been exchanged with Spanish stations and with Constantinople. Word has been received that the Karlsborg station's messages have been read by a little station in Damascus, Palestine, although the Damascus station's plant is too weak to reach Karlsborg.

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