Teamwork Between the Farmer and His Agent

By C. E. Bassett, Bureau of Markets, -

It is doubtful whether any class of the commission merchant. At such men offering service to the farmers times his inability to get the same mon store to be distributed to meet of butter substitute, two cupfuls of has been as generally and as severe- price for low-grade products that othly condemned as has the commission ers may secure for products of high merchant—the middleman—who ac- grade may be taken as an evidence of cepts the surplus products of the his lack of business ability or his Beans are a good meat substitute and teaspoonful of ground ginger, one farm on consignment and sells for a general dishonesty, or both. A fair common sense says eat more beans teaspoonful of mixed spices, one-half commission charge. While many test of the relative merits of the two and less meat. The needs of the army cupful of brown sugar. Melt the butstriking cases have proven that, too ways of marketing can be obtained and navy from the 1917 bean crop ter substitute and add to the molasoften, there have been betrayals of only by giving to both the home dealtrust on the part of city dealers to er and the commission merchant plus must be utilized. whom farm products have been con-equal amounts of products of the signed, it is doubtful if it can be same grade at the same time. demonstrated that all the shortcomings of the commission business as market on consignment is shipped now conducted are the fault of the without any previous notice to the commission merchant.

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 all contracts each party has certain rights and certain duties, and unless one of the parties performs all of his duties he has no right to blame the other party for a fallure to secure the best results. The failure on the part of both parties to post themselves as to their respective duties leads to most be able to dispose of his entire shipof the trouble in this regard.

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. Many of these consignment deals were very disappointing, and it was easy to drop into the ranks of those who condemn before they investigate.

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. Imagine our surprise and indignation when our first shipments of these home-tested and approved varieties brought us small returns. Moreover, we were told on the account of sales that such berries were "undesirable," and "soft and leaking."

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. He was able to identify his shipment in the city marcrate, but was astonished to learn Among so many dealers it is not surmight be when eaten fresh from the rough handling of quick transportation. The lesson was to grow varieties that not only were good, but that would carry. The fault in this case was our own, rather than that of the salesman, and what we saw on the writer to the other side of this method of marketing.

Farmers generally believe that it price can be obtained, and they draw ought to consume. that conclusion because they compare home sales with returns received for shipments made on consignment. However sound the policy may be to sell at home when a fair price can be secured, no two plans of marketing are fairly compared unless they in which you are both concerned. are pacticed upon exactly the same grade of products, with other condi- Early in the shipping season the from the ground, further loss can be tions fairly equal.

home market with a load of produce and no material changes in the quan- they should be sufficiently protected and meets a large number of eager tity of the regular shipment should so that the roots will not be frosted. bidders, he is inclined to sell. One be made unless a prompt notice is Labor is one of the principal factof the reasons why there are so many given the agent, in order that he may ors influencing acreage, as more labidders may be the attractive appear- secure purchasers in case of increase bor is required in the growing of suance and high quality of the product, or arrange to care for his regular gar beets than most other farm crops. but the interest of the buyers is usu- customers if shipments will not meet From all reports, labor conditions ally a sure indication that the mar-requirements. Successful shippers are more favorable for sugar beets ket is strong; that is, that the bid- make frequent use of the telegraph than they were a year ago. The deders have reasonable assurances that or long-distance telephone to keep partment of agriculture is endeavorif they buy they can sell again at a agents posted as to changes in ship- ing to meet the labor situation not prefit. Under such a condition the ments. The agent should also be ex-only by encouraging the shifting of farmer is induced to sell. The next pected to keep the shipper informed labor to the centers where needed, time the farmer appears on the mar- as to any changes in the requirements but also by encouraging the developket with a load of produce, the local of the market. buyers may show no interest and re- 5 .- Avoid frequent changes in fuse to make any offer. This may be agents. Some shippers prefer to dibecause the produce is not of good vide their shipments each day among quality, but as a rule it is a very numerous commission merchants in good indication that the city markets the same market. While it may be are "off" and that the local dealers wise under certain conditions to know that they would face a loss if check one agent by the sales of anthey were to pay any price that the other, the most successful consignor farmer would consider. With no lo- seems to be the one who selects an cal market, the farmer may be forced agent with great care and then sticks to consign his produce to a city com- to him, co-operating with him in mission house. His possibly unat- every possible way and carefully tractive goods placed on an already scrutinizing all settlements. The over-stocked and weak market may honest agent is glad to do his part bring unsatisfactory returns, no mat- in such "teamwork" and welcomes merchant may work to secure top methods. prices and render an accurate and

be such, they are hard to find. of the weak market, are dumped on sion man.

Most of the farm produce sent to commission merchant and he has no opportunity to prepare for its reception and sale. Nor are shipments made regularly, so as to enable the agent to build up a profitable demand for the products of the shipper. Business like this, which is spasmodic, careless, or otherwise not dependable, is not profitable.

One grower who took a great deal of care with his pack had created a sharp demand for his products and his brand was sought by discriminating buyers. Since he feared that ing satisfied with the returns, he visited the city and discovered that the four dealers to whom he was shipping were located not only on the same street, but in the same block, and two of them in the same storeroom. The shipper's fancy-packed products were on sale at four places, and buyers were forcing the four dealers to compete, with a resultant cut in prices. The farmer changed his method, shipped all of this to one agent who could fix a fancy price for this fancy pack, and there was no competition to destroy his market.

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

1 .- Know your agent. Select one who has a reputation backed by exand competent help. A personal visthe stencil number of each to what they will do with shipments. has been effected.

2.-Know your market. From desirable varieties to raise, proper to our supply of sugar.

3 .- Make regular shipments. Instead of making the city commission

When the farmer comes on his ful estimate of what may be expected, vent drying. If the weather is cold

SAVE THE BEANS.

More and more we are getting the

come infested with weevils, just so Pour into a greased baking pan and much of the common store of food bake in a slow oven. in the blood of our sons.

meeting the demands of the army dish; add the half cupful of milk and and navy and the Allies and of sup- bake for one hour in a slow oven. one commission merchant would not plying the American market with Prune Cake.—One level cupful of beans. The high price of meat and light brown sugar, one-half cupful ment to advantage, he divided his the call for meat conservation has in- butter and lard, two eggs, three daily shipment among four commis- creased the demand for beans. Many tablespoonfuls sour milk, one level sion men in the same town. Not be- people got fully acquainted with cupful well-cooked prunes cut in show increased consumption. &

a small supply of beans, the best conservation is to eat them now. If the supply is big enough to carry over, these beans can be stored, if free from weevils, in paper sacks or 'seamless" cloth sacks. Beans that have any weevils should be treated as recommended by the U. S. Department of Agriculture, in Farmers' Bulletin 799, obtainable from the department at Washington, D. C.

SUGAR BEETS.

Growers of sugar beets are urged by the United States Department of their beets during the growing seasog as the United States has been approxiproduced by more careful methods, twenty minutes. we would have had 800,000 tons of your carefully selected agent learn beets in excess of the normal crop, the needs of the market, the most which would have added 100,000 tons

containers in which to pack and ship, As soon as the beets have from style of pack most desired, the use of four to six leaves they should be the city market opened the eyes of labels or brands, proper amounts and blocked and thinned, so that the time of shipment, and local prefer- plants stand singly at intervals of ences. Try to cater to existing mar- eight to twelve inches in a row, the ket demands, rather than to force rows being twenty inches apart. Careis best to sell at home when a fair your own ideas as to what the trade less blocking and thinning is responsible in part for low yields. This is readily preventable. Likewise, careless cultivation reduces the number your local dealers will not buy, keep When the beets are harvested there tonnage. This is also preventable. your city agent regularly supplied is frequently unnecessary loss due to with what his trade will take, there- the breaking of the roots when the by helping him stabilize the business beets are lifted, and by improper topping. If the beets are not delivered 4.—Keep each other informed. immediately after they are removed farmer should give his agent a care- prevented by covering them to pre-

This year there will be several beet harvesting machines on the market, the child. some of which have been thoroughly tried out and are capable of doing satisfactory work. These implements, which likely will be in general use girl. "I have a book at home that In the near future, will do much to relieve the labor situation and thereby lend encouragement to the beet-

PRUNES IN 1918.

The dried prune crop of the Pater how faithfully the commission the most exacting examination of his cific Northwest for 1917 has been determined through packers at about As already indicated, marketing 26,000,000 pounds. This includes bonest return for the consignment. farm products through the commis- 3,000,000 pounds in Clark county, the son of a physician, the other day, by making butter. If he can sell his pasture. Ordinary the ailment is not It is often upon such experiences as sion house is a partnership affair, Washington, and about 1,000,000 in "I want to ask you something." these that the grower-shipper bases and no partnership can be a complete Eastern Washington and Western the conclusion that there are no hon- success unless each partner does his Idaho. The 1917 Oregon crop, there- and said: "What do you want to prices as high as those paid for but- frequently results fatally." est dealers in cities, or that, if there best and is willing to make it possible fore, was about 22,000,000 pounds. know, my sou?" for the other to work to the best ad- Present indications are that the 1918 Too often the commission consign- vantage. Teamwork always counts, crop will be about the same as that no pig?" siness is used as a last resort, and never more than in the relation of 1917. Southern Oregon districts and products, undesirable either be- of principal and agent, as it exists suffered materially from frost injury, his paper again. cause of their low grade or because between the farmer and his commis- but the Willamette valley crop is considerably better than last year.

WHAT TO COOK AND HOW.

feeling that all food belongs to a com- ful of molasses, two tablespoonfuls no pig has six legs. See?" the needs of the hour. Just now fine oatmeal, one cupful of flour, more meat is needed abroad and we one-half teaspoonful of salt, three have a surplus of beans at home, teaspoonfuls of baking powder, one ents, which have been mixed in a If these beans are allowed to be- bowl. Then add the milk or water.

will be wasted. Once such a waste in | Colonial Pudding. - Two tablewarehouse or grocery store meant spoonfuls of pearl tapioca, two cuponly that somebody had lost money fuls of milk, two tablespoonfuls of on beans, but now with millions in corn meal, one-half cupful of molas-Europe dying of starvation such a ses, one-fourth tablespoonful of salt, waste is a sin that may be paid for one-half cupful of raisins, one-half cupful of milk. Soak the taploca over This unseasonable surplus of beans, night in cold water. Mix the two the Food Administration declares, is cupfuls of milk with the corn meal, not due to over-production but to molasses and salt, and cook in a lack of transportation and distribu- double boiler until the mixture thicktion when beans were most needed. ens. Drain the taploca and stir it in-Bean growers are confronted this to the other mixture. Add the raiscoming season with the problem of ins and pour into a greased baking

cient for one medium-sized cake.

four teaspoonfuls of baking powder, test from time to time. one-half teaspoonful of salt, one ta- First of all, the richness of the blespoon of melted butter substitute, cream varies with the richness of the one egg added to milk to make two milk. In early spring and summer cupfuls, small quantity of butter sub- there are more fresh cows which restitute and grated maple or brown sults in a lower testing milk and as a sugar for spreading in sandwich result of this the cream goes down in white flour, baking powder and salt. duce milk averaging 4 per cent in the butter he uses on his own table. perience, an advantageous location, on, in order that the yields may be Add the butter substitute and mix. fall and in the early spring and sumincreased, and in this way add to the Beat up the egg and add sufficient mer the average will run as low as it will help the farmer in deciding nation's supply of sugar. There is milk to make two cupfuls in all. 3.6 per cent. This much difference these points. Have a clear under- every indication that a normal crop Work the dough until smooth, place in the richness of the milk will cause standing as to charges to be made for has been planted this year in nearly on a floured kneading board, divide a variation from 5 to 8 per cent in services, selling, cartage, storage, re- all sugar-beet states. In the past into four portions and, handling each the cream test. into rounds—two rounds for each variation is the speed of the separat-

JUST FOR FUN.

you ever lie when you were a boy?" any distinctness.

"Nor mother, either?" persisted the young lawyer. "No. Why?"

people who never told a lie could sitive to temperature than others. have a boy who told as many as I With some a difference of 20 degrees are as lasting as the Rock of Gibraldistrict the dumping ground for what of plants and thereby cuts down the

> lately over, was working in the yards separation to any marked extent. It of a railroad. One day he happened should be understood that these varto be in the yard office when the lations occur not as a result of more years, yet never enter his home. force was out. The telephone rang or less loss of fat in the skim milk very vigorously several times, and he but as a result of a larger proportion at last decided it ought to be ans- being taken out in the form of diers Nos Amis, it will, in all seriwered. He walked over to the instru- cream. ment, took down the receiver, and put his mouth to the transmitter, just as he had seen others do. "Hillo!" he called.

"Hello!" answered the voice at the other end of the line. "Is this eightsix-one-five-nine?" "Aw, g'wan! Phat d'ye think Oi

am—a box car?"

Pictures Tell the Truth .- The reading lesson was on and the word "furlough" occurred. Miss Jones, ment and production of labor-saving boy knew the meaning of the word. the teacher, asked if any little girl or One small hand was raised.

> "Furlough means a mule," said "Oh, no; it doesn't," said the teacher.

> "Yes, ma'am," insisted the little says so."

> Miss Jones told the child to bring the book to school. The next mornpicture of an American soldier rid-

said, irritably. "One pig, of course." Molasses Gingerbread.-One cup-chuckled. "A pig has four legs, and

> Absent Minded .- "Don't you patronize the hotel barber any more?" 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 winning of the war for the allies. One of the most essential timbers for war purposes is the black walnut. With the exception of mahogany, which has to be imported and thus burdens the shipping facilities of the the cross-breeds 31/4. country, no other wood is so well adapted for airplane propellers.

Since four or five propellers are required for each sirplane 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. Walnut is also the chief wood used for gunstocks.

WHY CREAM TESTS VARY.

The farmer who sells cream is beans in the winter of 1917-18 and small picees, one level teaspoonful of sometimes surprised at the variation the winter of 1918-19 will no doubt cinnamon, one level teaspoonful of in the test reported by the creamery. nutmeg, one and three-fourths cup- In the early part of the summer the the Western and Pacific states, in and as low as 32 per cent in the Where farmers have on hand only fuls flour, two level teaspoonfuls of tests tend downward. The farmer which more than one-half of the Western and Pacific States, and 44 soda. Cream sugar and shortening should not assume that a variation sheep are found mostly on ranges. per cent in the South Central. -add eggs well beaten, milk and cut in the tests means either carelessness The fine-wool sheep are 46 per cent Ohio is by far the leading sheep prunes, cinnamon and nutmeg, then or dishonesty on the part of the of all sheep in that group of states, state outside of the Western and four and soda which have been sifted cream buyer. L. W. Morley, of the a loss of 7 in the percentage in 10 Pacific group, and has 3,600,000 together. Bake as loaf cake. Suffi- University of Missouri College of Ag- years; the crossbred sheep are 22 sheep, about one-half of which are riculture, mentions several factors per cent, a loss of 21/2; and these now mutton bloods, while 10 years Maple Muffins.-Two cupfuls of which affect the richness of cream, rye flour, two cupfuls of white flour, and which make a variation in the which are 32 per cent of all sheep, a fifths.

to 40 the cream will be considerably icans to understand it. lower in test. Another important cause of varia-

"No, my son," said the father, who water or skim milk used in flushing ference in the test of the cream. A difference in the temperature of the milk separated will also have some "Oh, because I don't see how two effect. Some sparators are more senseparated will make a difference of several per cent in the test without to their HOMES-and the French More Familiar to Him .- Patrick, affecting the thoroughness of the

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. Butter is becoming more plencause of hot weather.

when churned will make approxi- than that number of lambs. mately 1.16 pounds of butter. When Indigestion is a very common allbutterfat is worth 40 cents a pound ment among sheep during the winat the creamery, the farmer could ter months, and attacks are frequent realize about 46 cents a pound for while the flock is confined to dry ing the child came armed with a fat provided he churned that cream feed. The ailment may be characterand sold his butter for 40 cents. ized as a failure of the natural chang-However, he usually gets only 30 to es which feed undergoes in the intesing a mule, under which was the 35 cents a pound in trade at the tines. Sheep confined to a dry, nargrocery store, when butterfat is sell- row ration, without any form of sucing to the creamery for 40 cents. In culent food, are more apt to suffer Too Many Legs .- "Dad," began this case the farmer is losing money attacks of indigestion than when on butter to a regular customer who will serious, but if permitted to run its The doctor, laid down his paper pay creamery butter prices, or even course, takes a more acute stage and terfat at the creamery, then he may Sheep can stand any amount and "Which has more legs, one pig or realize a little more money by mak- all manner of dry cold winter, but ing butter.

"I didn't know you wanted to ask many other hard tasks to do, it is un- hard, but quickly drive them to shel- Signature of me a silly question of that kind," he fair to add to her labors by thrusting ter when it rains.

"No, he hasn't," the youngster Mutton Sheep Now in the Lead

ton production and secondarily for ber of years. wool is steadily advancing in the United States. At the present time 45 per cent of the sheep belong to kets are near and the people have those of the mutton blood, 35 per an active taste for mutton and lamb cent to those of fine wool, and 20 In these states 62 per cent of the per cent to the cross-breeds. Ten sheep are of the mutton bloods, 41 per cent, and cross-breeds 24 per sheep, a loss of 17; and 21 per cent cent, and consequently, during this are cross-breeds, a loss of 3. period, one-tenth of the national The least change in percentage be a very important factor in ,the flock has changed from wool to mut- has occurred in the South Atlantic lost 61/2 from this percentage and cross-breeds are 24 per cent, or about

> States Department of Agriculture and sheep are only 7 per cent, a lo accords with the advice and propa- nearly 3 during the period. ganda of the department in recent At the present time the South regardless of relative profit.

The revolution of recent years in per cent. the sheep industry, which is now pre- Mutton sheep are as high as 68 per sumably continuing, is largely char- cent of the sheep in the South Atlanacterized in the national average by tic and West North Central states losses have gone to the mutton sheep ago the fraction was nearly two

this unprofitable labor upon her. 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 A spirited farewell reception in ho obtained for the butter, a farmer will of nine boys of Mt. Angel Council be better off if he hauls his cream to Agriculture to give special care to fashion. Sift together the rye flour, proportion. A herd of cows may pro-

NOS AMIS.

come out of the war so far. Becre- program refreshments and packing, etc. Avoid unknown firms the average yield of beets per acre in part lightly, roll out quickly and cut The next most important cause for tary Baker told about it in Cleve- were enjoyed. The boys in was arranged to the occasion was arranged to the occasion was arranged to the cream test. land recently. Baker, the intel- E. L. Fennimore, Lawrence mately ten tons, yet yields of fifteen biscuit. Spread with butter substi- or. The faster the separator is run lectual, the student, the dreamer, George N. Morten, T. A. Windishar to twenty tons are not uncommon. tute and grated maple sugar or the larger the proportion of skim- who put "fist" in pacifist as soon as John Fresken, Ben K. Kuenstr that, however fine these berries prising that some get into the busi- lif the 800,000 acres of beets which brown sugar. Put together sandwich milk and the smaller the proportion he realized that the Germans under- brown sugar. Put together sandwich milk and the smaller the proportion he realized that the Germans under- John V. Bartwick. ness who secure trade through fraud- were planted last year all had been fashion, place in a greased pan and of cream. Consequently the high field, they were so soft and tender, ulent representations and who drop carried to maturity and an increase leave in a warm place to rise for ten speed yields a richer cream. If a mathat they could not reach the mar-out of sight as soon as a "clean-up" of but one ton per acre had been minutes. Bake in a quick oven for chine that is supposed to be turned with tears in his eyes. Perhaps God 60 revolutions a minute is reduced arranged it. It is for all of us Amer-

> We call them Sammies. The time, and had asthma so that I co-French people call them Nos Amis hardly keep around and do h Heredity Failed .- "Father, did tion in cream tests, and sometimes (pronounced nozames). When our work. After everything else had the most important, is the amount of soldiers began to arrive in France, the French people, hearing the exevidently did not recall the past with out the bowl. The difference of a pression Sammies, at once decided pint used will make a noticeable dif- 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 tar. Their sincerity is proved by the fact that they are taking our boys inhome circle is the most difficult of access in the world. You may do business with a Frenchman many

If this means that the rest of the ousness, be one of the finest things that can come out of the war, and a thing we can be most proud of.

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.

ABOUT SHEEP.

The mutton breeds of sheep are tiful and prices are changing at this numerous, and among them the season of the year. Farm-made but- Shropshire, Southdown, Oxford, Lin- mascus, Palestine, although the I ter is now becoming more plentiful coln, Cotswold, Leicester, Dorset mascus station's plant is too we and in some cases sells to grocers for and Hampshire have all proved to reach Karlsborg. a very low price. It is also becoming hearty and profitable in this country. increasingly difficult to make and The mutton breeds are very profitdeliver a good grade of butter be- able, the ewes frequently having twins and triplets, and with ordinary One pound of butterfat in cream care fifty ewes will bring forth more

they will soon be injured by mud and In Use For Over 30 Years The father frowned and picked up Buttermaking on the average farm rains. Let them out on free, open is left to the housewife. With her pasture when the ground is frozen

Sheep raising primarily for mut-|gain of nearly 10 in the same num

The greatest advance in this more ment has been made in the North At lantic states, in which farmers' man years ago, the mutton sheep were 35 gain of 20 in the per centage in 16 per cent of all sheep, fine-wool sheep years; only 17 per cent are fine-wool

ton as the chief purpose. While mut- states, where the mutton sheep were ton sheep have thus increased their formerly a high fraction and are now percentage of all sheep by 10 during 68 per cent of all sheep in that reas many years, fine-wool sheep have gion, a gain of 21/4 in 10 years; the the same as 10 years ago, while in all This information is supplied by a other groups of states they have relrecent investigation by the United atively diminished; and the fine-wood

years in favor of meat production. lantic states have the lowest fraction The tendency in this direction in the of fine-wool sheep, 7 per cent, and sheep industry is doubtess economic, the North Atlantic states are next and is not the result of a concerted with 17 per cent; the highest fracpurpose by sheep keepers to prefer tion, 46 per cent, is in the Western mutton and lamb production to wool and Pacific group, and next below are the South Central states with 30

Farwell Recepiton Is Given Mt. Angel Youths. MOUNT ANGEL, Or., June 15 .-

Knights of Columbus, who are les ing for Benson Polytechnical school 24, was given in the Moose Hall, Woodburn last night, about Knights participating. heart talks were given by Fathe Dominic, O. S. B. Rev. C. A. Mahe and Chaplain M. J. Deaneaf of Camp Here is one of the finest things to Fremont, Calif. After the speaking honor the occasion was arrange

Tells How Vinol Made Her S So. Kaukauna, Wis .- "I weak, all run down, tired all failed to help me, Vinol built me sp and made me well and strong." Mrs. J. Parker.

The reason that Vinol was so all cessful in Mrs. Parker's case, is be cause it contains the necessary gestion, make pure blood and cre It is the beef and liver peptones - iron and glycer phosphates in Vinol-that does ityou 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 accomodate its largely increases staff of the American legation offices at The Hague have moved into I former palace of one of the Princel vacated it as a result of the Bolshe vik regime.

RADIO STATION IN OPERATION.

TOCKHOLM, March 31 .- Sweden's most powerful radio station, situate at Karlsborg, has been put into op eration. Regular communication now being conducted with Deutch Alttenburg in Austria, and also with Wireless have also been exchanged with Sp ish stations and with Constantine Word has been received that the Karlsborg station's messages have been read by a little station in Da-

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. Litleton, Mr. F. G. B. Livingston, John Mickey, Mr. John J. Minute, Mrs. O. Schofield, Miss Irene Sholes, Alice E. Thompson, Miss Mary Townsend, Miss Mary August Hackestein,

For Infants and Children Always bears