

THE GRANGE

Conducted by
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Grange

SUCCESSFUL CO-OPERATION.

An Example Showing What Farmers Can Do by Pulling Together.

In Michigan, Minnesota, Wisconsin and other central western states the co-operation idea has a strong hold on the farmers in many sections. It has worked out into practical and successful results through the granges and farmers' clubs. Here is one illustration; there are scores and scores of others. The Fruit Growers' association of Sparta, Wis., was incorporated in 1896 with a capital stock of \$6,000, divided into 3,000 shares of \$2 each. In 1908 this association did over \$80,000 worth of business. Some days it shipped as many as 4,000 cases of strawberries. During the shipping season the association keeps a representative in South Dakota and also one in Minneapolis and St. Paul. Through the efforts of these men they are able to watch the markets and ship just enough berries to take care of the demand, thus avoiding overstocking the markets and bringing down prices. The cost of running the business has not exceeded 4 per cent and sometimes has been as low as 2½ per cent. Last year the association paid a 7 per cent dividend on capital stock. Ten per cent of all money received from sales is held by the association until the end of the year, when the books are closed and the balance due each seller is paid to him.

In addition to selling fruit the association makes its own boxes and crates. The net profit saved on these boxes by making them themselves is from \$800 to \$900 per year. This profit is returned to the farmers according to the produce each brings for sale.

When will farmers everywhere learn that only by combining their efforts and uniting their interests can they secure best results? There is no more important work for the grange to do on its financial side than to promulgate the idea of a hearty co-operation among its members both in buying and selling. Illustrations like the above should set grangers thinking.

A KANSAS TOWN.

Owned by Farmers Who Are Working Together For Mutual Interest.

The town of Upland, in Dickinson county, Kan., affords an interesting example of co-operative work. Three mutual companies in flourishing condition have their headquarters in Upland, which is not a large place. They are an insurance organization, a telephone company and a mercantile corporation. At a meeting of farmers twenty-five years ago it was agreed that whenever a fire occurred an assessment should be levied to make good the damage. The company then organized has now 3,500 members. When it was started it was decided that \$2 a day was enough to pay any officer, and that amount has never been raised. This is paid only when the officer works.

These farmers built a creamery. Later it was concluded that it would be a good idea to bring farm produce along with the milk to run a store. A co-operative organization with a capital of \$25,000 was formed, and the store has been so profitable that the stock is quoted at \$150 for a hundred dollar share. It is called the Golden Rule company, and it owns a grain elevator. The telephone company serves over 4,000 persons, most of them farmers. It is purely mutual, with no capital stock. No fixed rental is charged, each owner of a telephone paying a proportionate share of the expense of operation and maintenance. Each farmer must buy outright a long distance telephone. The first year's expense is about \$35, which includes instrument, connection and dues. After that the cost is about \$5 a year.

What has been accomplished by these Kansas farmers illustrates what might be done in other localities in the way of cutting out the usual middlemen's profit and keeping down expenses for the consumer. It would stop part of the cry about high prices.

"Memory Day."

A few years ago the Michigan legislature designated Sept. 30 of each year as "memory day," asking that the day be devoted to the improving and beautifying of rural cemeteries. The law was enacted at the earnest solicitation of the state grange and the State Association of Farmers' Clubs. This new line of country improvement work, so far as the state grange was concerned, was put into the hands of its committee on woman's work, which works in conjunction with similar committees in the 700 or more subordinate granges of the state. The results have been gratifying, and "memory day" has won a place for itself among grange activities.

Why Not?

The grange stands for the parcels post, the postal savings bank, federal aid in road building and the election of United States senators by direct vote. As it stands for the things you stand for, why not stand for it?

At a recent meeting of Keswick grange of Leelanau county, Mich., the sending of a fruit exhibit to the state grange was discussed, and it was decided to get up an exhibit of fruit that will reflect credit upon the county and its patrons.

HIS ASSISTANT

A Story of a Professor
And a Girl Graduate
By BERTHA D. ALSOP

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Professor Erskine was a very old young man. He was thirty-two and looked ten or fifteen years older. "What can you expect," said one of the young women students, referring to his antique appearance, "of a man whose sole diet is Greek roots?"

Luella Greenfield led her class from start to finish and took every prize she competed for. She was a great favorite with Professor Erskine, who the day after her graduation said to her:

"Your career must not be that of women who are tied down to the care of children. Choose rather to devote yourself to intellectual pursuits. I can give you a fine opportunity for a beginning. I am writing a history of the barbarian kings who changed the influence of Rome in European civilization during the fourth and fifth centuries. I need an assistant to aid me in my researches. Will you join me?"

"And give up all thoughts of a home life with dear little children to comfort me when I am old?"

"You will be interested in your work, a far nobler duty than mending children's clothes and washing their dirty faces."

Luella, whether or no she was convinced, was at last induced to accept the professor's invitation. She dived into books on the Goths, while the professor bored into the past of the Huns. He found her extremely useful. Indeed, he soon learned that it would have been next to impossible to get on without her. She worked so hard that at the end of a few months she needed a rest and went away from him. Professor Erskine was not surprised that he found his work very difficult without her, but he was surprised that during her absence he had no heart in his work. Genseric, Alaric, Attila, all the barbarian kings, ceased suddenly to interest him. The libraries in which he delved had become musty. In his study there were Luella's chair and desk, but without Luella the room was unbearable. Instead of working he went out and walked back and forth on the campus.

"There's old Erskine," said a co-ed on her way to lecture, "stalking back and forth as if moonstruck. He's been doing that ever since Luella Greenfield went away. I wonder if he's dreaming of the barbarian kings or of her."

"He persuaded her," said another, "to devote her life to wormy books. He certainly wouldn't permit himself to think about her except as a means to dig up the past of the people he writes about."

One day a letter came to the professor from his assistant stating that he must get some one to take her place. In order to fit herself physically for the plans he had laid down for her in an intellectual field she needed a year of out of door life.

The professor's heart felt like a barometer before a sudden storm. The Goths, the Visigoths, the Huns, were forgotten in the depth of his despair at being condemned to work without Luella. As to having any one else sitting at her desk, the thought was unbearable.

The next morning the college bulletin announced that Professor Erskine, having been suddenly called away, would not lecture that day. A male student, reading the notice, remarked: "Good! I can practice pitching all day. I'll bet he's got on to a headless Jupiter and gone to buy it for the museum." A girl student followed and, with her sex's keener intuition, said: "H'm! Gone after Luella Greenfield. I knew she'd get him."

"I have come," said the professor to his assistant, "to learn if it is absolutely essential that you should give up your work for so long a period."

"So my physician advises me—that is, if I am to do sedentary work. And you know how interested I am in following an intellectual life. It was you who directed me."

"H'm! Unfortunate—very unfortunate for me. It will be impossible for me to continue my present work without your assistance."

"There's Miss Pringle who was graduated last June. She's very bright. She would love the work."

"I shall give it up."

"Oh, professor, don't talk that way. It will give you a great reputation."

"I can't go on with it."

"Not with an able assistant?"

"No."

"Why not?"

"Unless I see you at your accustomed place I have no heart in it, and literary work done without heart is worthless."

Luella turned away, but said nothing. "Perhaps," the professor went on, red-dening, "if I knew when I went home at night that you would be there—I mean as my wife—it might make a difference."

There was a prolonged silence, at the end of which Luella said:

"That would mean an abandonment of an intellectual career for me."

The professor hung his head like a boy who had been caught robbing the sugar bowl.

"You remember what you said to me a few months ago as to the preference for an intellectual life?"

He remembered very well that it was better than "mending children's clothes and washing their dirty faces," but still he said nothing.

Suddenly she threw her arms about his neck.

IMPROVING RURAL SCHOOL.

Much Care Should Be Given to the Class Rooms.

How about the schoolhouse in your town? What sort of class room is provided for your son or daughter to work in five or six hours per day? Do you know whether fresh air is admitted or prohibited in that room? Do you know whether the room is properly cleaned or is it germ laden with sweepings? And, if you don't know, why don't you know?

Why do you watch your child's scholastic progress as shown in weekly or monthly reports from the teacher and neglect to ask what care is given to his body from 9 to 12 and from 1:30 to 3:30 five days each week?

If you heard that little Jimmie Brown, who sits at the desk next to your son, was carrying diphtheria germs from the bedside of his sick father into that class room you would be the first to appear before the city physician or board of health to file a complaint. Well, Jimmie's father has a disease just as infectious—tuberculosis—and Jimmie Brown is carrying into that close, unventilated class room tuberculosis germs in his clothing.

Why don't you do something to prevent such dangerous contact for your boy?

Why don't you demand in your town notification and registration for the father and fumigation and segregation for the son? What right have you as an intelligent father or mother to let your child take such chances?

These are straight-from-the-shoulder questions which you as a parent should consider and answer. They contain the reason for physical examination of school children. This does not work a hardship on the few, and it does save the many.

MAKE YOUR OWN TRADE.

"Talk Quality, Emphasize Worth, Lay Stress on Inherent Goodness."

One of the big hardware houses of the country issues the following:

"Queer thing this reputation. It takes tolling and moiling to get it, takes singleness of purpose and capacity to resist temptation to cheapen, but once you've got it its value is transcendent and can't be computed in dollars and cents. How infinitely better it is to build on a foundation of quality and worth than to chase the will-o'-the-wisp of cheapness, which leads you into bogs and swamps!"

"But my trade won't pay the price," wails some timorous soul. Your trade, dear man, is what you make of it. If you insistently talk quarter tea and ten cent brooms and five cent brushes and ninety cent apples and fifteen cent oranges how in the name of common sense do you expect the trade to ask for anything else? Try the other. Talk quality, emphasize worth, lay stress on inherent goodness and watch the result. Cut loose from cheapness, for you are leaning on a broken reed that will give you a bad fall one of these days. Profit and prestige lie in selling good goods. Is any feeling so all satisfying as the consciousness that your name stands for the best—for quality?"

BOOST YOUR BUSINESS.

Some Reasons For Failures of Small Retailers to Realize Profits.

There are several reasons why the profits of the small retailer are not larger. A study of his methods reveals, in the first place, lack of system. Operating expenses are not figured down to the nice point arrived at in large department stores. He does not always know just how much it does cost him to do business, and consequently his margin of profit is often too narrow. Sometimes the absence of competition begets reactionary methods. He falls into a rut. Stocks are allowed to accumulate until changes in fashion necessitate sharp price concessions on the old goods, reductions that are not always met by commensurate provisions in the price standard of the new goods. The possibilities of the show window are more generally neglected than otherwise, while store interiors seem dead and uninviting.

The small country merchant, however, is not always asleep to his opportunities. Occasionally—perhaps often would be better—one is found who has built up a very profitable trade from most modest beginnings. He need take no backward water from even the big city department store men.

BUSINESS HINTS.

A merchant is known by the clerk he keeps.

It is the entering to exceptions in any business that kills the pace.

Would you hire yourself for the job if you were the boss? Introspect.

He failed because his business grew faster than his capacity to direct it.

You can't be a good business man unless you have learned to be a good citizen.

All streets, even the alleys and country lanes, lead to the stores that advertise.

A clean and orderly store is the cheapest advertisement ever a merchant had.

You can't plant pigweed and harvest corn. Nor can you in merchandising sow indifference and reap success.

Salesmanship is the fine art of making the other fellow feel as you do about the thing you have for sale.

Were we in the retail variety business we would mark every article in our stock in plain figures. We would do this because we would want to succeed.

KEEPING YOUR OWN TOWN ALIVE

Make Suburban Life Attractive For Young Folks.

READING ROOMS VALUABLE.

They Can Be Easily Provided and Maintained by Small Tax Levy or by Popular Subscription—Civic Improvement and Debating Societies Should Be Organized.

It is the opinion of the author of this article that one of the first things needed for the upbuilding of any town is the necessity of combating the tendency of communities to lose sight of the co-operative spirit and become divided into factions. The second is the important use that may be made of libraries and reading rooms that may be established at various social centers of the towns.

There are communities and towns whose capacities for social enjoyment are limited, just as there are individuals whose capacities for self entertainment are limited. There are towns—dead little towns—where enthusiasm has been banished from the inhabitants' vocabularies, which seem to have been built only for people whose faces are turned toward the beginning of life, while they reluctantly step backward toward the grave.

Who is there that has not been in some community where a puritanical ban is placed upon the joy of living, where the innocent enjoyment of the young people has been changed to gray and somber forms and the beat of the community pulse has been lowered to a faltering sixty-two?

A careful watch upon these places would see them gradually empty themselves of their young men, who are seeking wider and more responsive fields than are afforded by the conservative attitude of their elders in their home towns. In this way the red blood goes out and the soul of the town is shriveled, its vitality sapped, its capacity for growth stunted. And here is the best indication of the spirit of a town—that the young people say about it.

If they are suppressed in their natural and normal efforts to give themselves wholesome pleasures they are sure to find little attraction. If they say the town is dead it is dead. They know. But if they get enjoyment out of living there the visitors are sure to find it out, and it attracts other people—people who desire to share a pleasant community life.

Beware of that town where the young people complain that there "is nothing to do." That town needs a municipal doctor to prescribe a social tonic. It needs a social magnet to draw the people together. It needs allopathic doses of the brotherhood of man.

We must remember, however, that when our young fellows go off to the cities and our daughters are taken by "discerning" young men away to other places we have conditions where the doctrine "Let well enough alone" will not apply. We have created a double problem. First, we must re-energize the languishing communities; second, we fill our cities and cause dilemmas. At present in the second problem we are not interested. It is with the languishing community, the near source of the nation's red blood, that we must deal. These communities must generate power and enlarge capacities for social enjoyment and intellectual activities.

Organizations should be organized in these dead towns, and they should get together and decide upon some plan of interesting the whole population. Public spirited citizens could take upon themselves the work of entertaining the people. In the spare room of the building a school library might be installed, and the people might have access to it. A reading room would be easy to provide and maintain.

A small tax levy or a popular subscription could provide for equipment of a gymnasium and payment for such services as would be necessary. Boys' clubs, girls' clubs, men's clubs and women's clubs could be organized to meet on certain nights or in afternoons. Domestic science meetings, sewing circles, civic improvement clubs, debating societies, amateur bands and orchestras could be organized.

On certain evenings when the people meet for general entertainment there might be addresses by the mayor, councilmen, county officials, the health officer, some physician or some other citizen interested in and an authority on some phase of municipal community progress. On these evenings the people from the rural districts could be invited and a simple entertainment in the way of refreshments served.

At these gatherings the right of free speech should be considered sacred. It must be everybody's meeting, and a chairman for each meeting should be elected every evening. The reason for coming together should be the common good, and such a reason will soon generate warmer community spirit and higher ideals of civic righteousness.

There's a Moral Attached to This. The merchant who is trying to do business without advertising is winking at Dame Fortune through blue spectacles. He knows he's winking, but she doesn't—Judicious Advertising.

A GHOST AT SEA.

The Phantom That Boarded the Dark Sea Flower.

The following incident is recorded as a true short story by an English publication:

The Sea Flower, a bark of some 450 tons, was in the early hours of the 23d of June, 1864, bound for Bristol, England, under the command of the first mate, her captain, John Ellis, having been left behind at Kingston, Jamaica, suffering from "yellow jack." It was about four bells in the middle watch (or 2 a. m.) when the mate, who was standing near the binnacle giving the helmsman his course, suddenly became aware of a mysterious presence in the waist of the ship. At the same moment his companion clutched him by the arm, and, pointing, shrieked, "Dye see him, sir?"

Before he could reply the mate became aware that the dark shadow he had just before observed had so far materialized that it bore the appearance of Captain Ellis. The figure of the captain advanced along the deck and disappeared slowly down the companion.

Recovering himself, the mate left the helmsman and hurried down into the cabin, meeting, just coming out of it, the second mate, who told him he had been awakened with a start after dreaming that the captain had come aboard and was calling him. Both men then made a complete search of the saloon and the other cabins, but it is needless to say, without result.

Later it was found that Captain Ellis had died between 1 and 2 a. m. in the morning of June 23.

The story got about, and the ship obtained a reputation for being haunted; consequently a difficulty was found in obtaining crews, and in the end it was renamed and sold to a foreign firm.

The Fly on the Ceiling.

It is often a matter of wonder how flies get on to the ceiling, because to do so they have to turn a semicircular somersault in the air, said Mr. Henry Hill in the course of a lecture delivered at the London Institution. A fly, said Mr. Hill, has a backward and forward movement of the wings and can partly turn them round, in addition to the up and down motion of a bird's wings. That enables it to turn in at most any direction. At the end of each one of a fly's feet there is a white pad with about 1,200 hairs on it. Down these hairs are sent small drops of gum, so that the fly is really glued to the ceiling.

A Man's Pay For Her.

Mrs. Kelly—Are ye takin' much stock in this attempt that a lot iv the wimmen are makin' to get a vote for us, Mrs. Rafferty? Mrs. Rafferty—I ain't botherin' me head about such things. I'm satisfied to let Dinny and the boys do all the votin' for my family. But I do think that a woman should get man's pay. Mrs. Kelly—Well, I can assure you, Mrs. Rafferty, that I get one man's pay or know the reason why I've Saturday night—National Monthly.

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I have decided to become a candidate for nomination, at the Primary Nominating Election, or Joint Representative for Coos and Curry Counties, and shall submit my name to the Republican voters for nomination under the Primary Nominating Election Laws.

28-4

HERBERT HUME.

Oregon Banks Show Big Increase

Portland, Ore., Aug. 2nd, (Special)—Greater progress has been made by the business interests of Oregon between March 29th and June 30th than in any two months' period in the history of the state since the establishment of the state bank examiner's office. This is disclosed in the report of the Bank Examiner, just made covering that period.

Deposits in the banks of the state at close of business June 30th, totaled \$115,196,986, a gain since March 29th of \$1,192,705. Of these deposits \$11,925,734 were savings deposits, which increased during the same period \$842,985. Total resources of Oregon banks, \$142,437,734. Eight new banks were established in the state during the period covered by the report.

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