

Exclusive Interview With Farm Bureau President on Marketing

"Jim" R. Howard, President of American Farm Bureau Federation, Tells Times-Herald How Producers Plan Protection.

BY VICTOR S. MAYER

Marketing of all farm products through cooperative organizations of each commodity and supplying the center of manufacture and present distribution with one-twelfth of a commodity at a time to prevent glutting the market, is the comprehensive marketing plan of the American Farm Bureau Federation as announced by its president, James H. Howard, familiarly called "Jim" by his acquaintances and even his farm hands.

"In the past the farmers of America marketed individually and confined themselves to trading among themselves. They gave no thought of laws of supply and demand and took what was offered for their products.

"In many sections this is still the case, but a change is coming because the World War taught the farmer that he must begin to function in relation to the whole world.

"The American Farm Bureau Federation has for its biggest job the placing of agriculture in its proper relationship to other industries. Its relationship is not proper at present, but this will be corrected.

Would Prevent Glutting Market By Wholesale Dumping

"Under present economic conditions the producer of wheat must sell his grain direct from the threshing and the cotton grower must sell his cotton direct from the gin because neither is provided with adequate storage facilities. Dumping any commodity upon the market means lowering the price then and there.

"It is our aim to correct these ills. We are gaining strength daily and hope to be able to have a voice in shaping important legislation, both national and state.

"We do not favor congressional action in those things which the farmer can remedy himself. However, it is worthy of serious thought on the part of everyone to find a way to insure the farmer more than a mere living on the farm. He must

FARM BUREAU PREXY HUSKS CORN AND TALKS MARKETING



"Jim" R. Howard, aside from being national president of the American Farm Bureau Federation, is first and last a farmer. On his 480-acre farm in Marshall-co, Iowa, near Clemons, he paused long enough recently from husking 80 to 90 bushels of corn to an acre in a big 200-acre field, to tell how his organization with its million and a half members—every one a practical and active farmer—planned to solve the farmers' distribution problems through commodity marketing. Their plans are for even distribution of all foodstuffs over the 12 months of the year by holding it in farmer-owned storage, instead of harvest time glutting of the market as at present. "The farmer wants only the cost of production plus a reasonable profit," says Howard.

have cost of production plus a reasonable profit, the same as industry demands. He only asks fair play.

How Farm Bureau Would Function Distribution
"The problems of distribution of farm commodities are the most perplexing.

"We will try to solve them by the appointment of national committees of representative farmers from practically every state to study the particular problems in which a certain group of producers may be directly interested. For instance, we now have a committee of 17 farmers who will devote time and study

to the solution of cooperative grain marketing.

"A similar committee will be composed of livestock raisers from all over the United States to study livestock marketing. There will be national committees to study the marketing of cotton, truck, fruit, wool. Also the construction of bonded warehouses for the storage of such commodities as now tend to glut the market by being dumped wholesale when systematic distribution over a period of months or a year would help to keep the price steady.

Maintain Steady Market By Uniform Distribution

"For instance, it might be possible to release wheat and corn or cotton and similar commodities from bonded warehouses in regular quantities over a period of 12 months. Each month a definite proportion of the crop would reach market or manufacturers to keep industry supplied and prevent over-production or over-supply with consequent reduction in demand and a drop in prices."

President Howard says that the American Farm Bureau Federation will get behind every worthy farmers organization which needs support

AN EDITORIAL ON HASH

An American who recently returned from London tells us of visiting a Salvation Army restaurant, one of those havens for the poor man with only a sixpence in his pocket. As usual the eating place was like a pin in paper and the walls were treasured with biblical texts, very many texts. Also there were a number of signs for the benefit of those seeking food. One sign read: "We make our own hash." Underneath was the biblical text:

"Father forgive them; they know not what they do."

We can't help saying that, not being divine we have been the direct opposite of forgiving after many a dish of hash rashly ordered in a restaurant. Why is it that public cooks make such a botch of a dish that is so easily made. That is, it seemed to be very easy for mother to make it. But let's not in any way compare restaurant hash with mother's hash—it's sacrilege. Her's was heavenly. Her's was real hash!

We'd hate to be put on oath as to how she did it. We just remember that there was a little brisk bustling in the kitchen, a sound of quick chopping, a jingle and a sizzling, then an odor—oh, boy, that odor was a meal in itself! And a few minutes later a big, steaming dish rested on the table with dad and every kid ogling it and almost dying for an instant taste of its contents.

Newspaper editorials usually run to weighty politics and weightier economics, but this editorial has to say that hash properly flavored and properly cooked is worth all the dishes of politics and economics in creation.

SHOULD EASILY BECOME LAW

American mothers cannot be dictated to even by specialists as to how they shall bring up their children, but all mothers are anxious to know how to keep their babies healthy and happy, and will take advantage of every opportunity to learn. This is the basis on which the Sheppard-Towner Maternity Bill, recently reported favorably out of committee, offers instruction to mothers. It assumes that no public provision for safeguarding maternity and infancy can succeed unless it secures the entirely willing and wholehearted cooperation of mothers themselves. If the lives of mothers and babies are to be saved it is not enough to teach the best methods of infant and maternity care. The individual mother must be so convinced that these methods are worth while that she may be depended upon to observe

them faithfully in the daily routine of home life.

The Sheppard-Towner Bill, therefore, proposes to teach through the medium of health centers and visit-nurses the hygiene of maternity and infancy to all mothers if they desire to learn. It provides for adequate medical and nursing service for all mothers, if they wish to avail themselves of it. By providing a service which is free, universal and dignified, it offers every inducement to the mother to make use of its advantages. But it involves no compulsion whatever.

We cannot see why a single congressman would vote against this great humanitarian measure.

Wise and Otherwise

There's a world of satisfaction in being satisfied.

We are solemnly assured by noted economists that Germany is becoming prosperous, and also that she is on the road to ruin. Well, between the two she ought to get somewhere.

The farmer is raising Old Ned because the price of wheat is down, and the consumer is raising the devil because the price of flour is still up. Perhaps you can figure it out—but we pass.

Those profiteers who have been hoodwinking the government by holding out on their taxes will have to pay up all arrearages before they can slip into heaven. Old St. Peter has no votes to consider.

They pay one kind of brave man is the fellow who goes home at 3 o'clock in the morning without removing his shoes before opening the door. But we don't know—we've never had the courage to try the experiment.



HITTING THE LONG TRAIL

There comes a time when each of us must hit the long trail to a world that is hidden from mortal eyes—a world of which we hear much, but which we never see while life lasts.

The trail is plainly blazed by many markings, but it is only traveled by those who prepare themselves for the journey in advance. The guiding of their steps may rest in other hands but the taking of them rests wholly with us.

As we aid in removing the obstacles from the paths of our neighbors and friends in this life, so will the obstructions be lessened or removed from our own paths when we take the long trail.

No good act of ours is so small, no kind word so insignificant, but what it has its reward when our earthly

accounts are balanced.

It is not necessary to look afar for an opportunity to do good. Every day, every hour it is before us—in our own community, in our own town, even in our own families.

By our acts we are judged by God and man. Man may not see them all, but God misses nothing.

There are many little acts of kindness we might perform for those around us, or for the unfortunate in our midst—many little words of cheer or sympathy we might extend.

It is a long trail we must take some day, and our degree of comfort or discomfort will be decided before we start.

For man may not reap the pleasures of the next world without earning them while in the land of mortality.

The fellow who is always looking for something for nothing might win out by trading himself off for a toothpick.



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