

CHAPTER XI

The Departure.

That evening Jack received a brief note from Preston. It said: "I learn that young Clarke is very ill. I think you would better get out of England for fear of what may come. A trial would be apt to cause embarrassment in high places. Can I give you assistance?"

Jack returned this note by the same messenger: "Thanks, good friend, I shall go as soon as my business is finished, which I hope may be tomorrow."

Just before the young man went to bed a brief note arrived from Margaret. It read:

"Dearest Jack. My father has learned of our meeting yesterday and of how it came about. He is angry. He forbids another meeting. I shall not submit to his tyranny. We must assert our rights like good Americans. I have a plan. You will learn of it when we meet tomorrow at eleven. Do not send an answer. Lovingly, MARGARET."

He slept little, and in the morning awoke with keen impatience the hour of his appointment.

On his way to the place he heard a newsboy shouting the word "deal" and "Tanke," followed by the suggestive statement: "Bloody murder in high life."

Evidently Lionel Clarke had died of his wound. He saw people standing in groups and reading the paper. He began to share the nervousness of Preston and the wise, far-seeing Franklin. He jumped into a cab and was at the corner some minutes ahead of time. Precisely at eleven he saw the coach draw near. He hurried to his side. The footman dismounted and opened the door. Inside he saw, not Margaret, but the lady of the hidden face. "You are to get in, sir, and make a little journey with the madame," said the footman.

Jack got into the coach. Its door closed, the horses started with a jump and he was on his way whither he knew not. Nor did he know the reason for the rapid pace at which the horses had begun to travel.

"If you do not mind, sir, we will not lift the shades," said the veiled lady, as the coach started. "We shall see Margaret soon, I hope."

She had a colorless, cold voice and what was then known in London as the "patrician manner." Her tone and silence seemed to say: "Please remember this is all a matter of business and not a highly agreeable business to me."

"Where is Margaret?" he asked. "A long way from here. We shall meet her at The Ship and Anchor in Gravesend. She will be making the journey by another road."

She had answered in a voice as cold as the day and in the manner of one who had said quite enough.

"Where is Gravesend?" "On the Thames near the sea," she answered briskly, as if in pity of his ignorance.

He saw the plan now—an admirable plan. They were to meet near the port of sailing and be married and go aboard the ship and away. It was the plan of Margaret and much better than any he could have made, for he knew little of London and its ports.

"Should I not take my baggage with me?" "There is not time for that," the veiled lady answered. "We must make haste. I have some clothes for you in a bag."

She pointed to a leather case under the front seat.

From that time forward they rode in a silence broken only by the creaking of the coach and the sound of the horses' hoofs. Darkness had fallen when they reached the little city of Gravesend. The Ship and Anchor stood by the water's edge.

"You will please wait here," said the stern lady in a milder voice than she had used before, as the coach drew up at the inn door, "I shall see if she has come."

His strange companion entered the inn and returned presently, saying: "She has not yet arrived. Delayed by the fog. We will have our dinner, if you please."

From this point the scene at the inn is described in the diary of the

American. "She drew off her hat and veil and a young woman about twenty-eight years of age and of astonishing beauty stood before me."

"There, now, I am out of business," she remarked in a pleasant voice as she sat down at the table which had been spread before the fireplace. "I will do my best to be a companion to you until Margaret arrives."

"She looked into my eyes and smiled. Her sheath of ice had fallen from her."

"The waiter came with a tray containing soup, glasses and a bottle of sherry. We sat down at the table and our waiter filled two glasses with the sherry."

"Thank you, but self-denial is another duty of mine," she remarked when I offered her a glass of the wine. "I live in a tipsy world and drink—water. I live in a merry world and keep a stern face. It is a vile world and yet I am unpolluted."

"I drank my glass of wine and had begun to eat my soup when a strange feeling came over me. My plate seemed to be sinking through the table. The wall and fireplace were receding into dim distance. I knew then that I had tasted the cup of Circe. My hands fell through my lap and suddenly the day ended. It was like seeing off a board. The end had fallen. There is nothing more to be said of it because my brain had ceased to receive and record impressions. I was as totally out of business as a man in his grave. When I came to, I was in a berth on the ship King William bound for New York. As soon as I knew anything, I knew that I had been tricked. My clothes had been removed and were lying on a chair near me. My watch and money were undisturbed. I had a severe pain in my head. I dressed and went up on deck. The captain was there.

"You must have had a night of it in Gravesend," he said. "You were like a dead man when they brought you aboard."

"Where am I going?" I asked. "To New York," he answered with a laugh. "You must have had a time!" "How much is the fare?"

"Young man, that need not concern you," said the captain. "Your fare has been paid in full. I saw them put a letter in your pocket. Have you read it?"

Jack found the letter and read: "Dear Sir—When you see this you will be well out of danger and, it is hoped, none the worse for your disposition. This from one who admires your skill and courage and who advises you to keep out of England for at least a year."

"A WELL WISHER."

He looked back over the stern of the ship. The shore had fallen out of sight. The sky was clear. The sun shined. The wind was blowing from the east.

He stood for a long time looking toward the land he had left.

"Oh, ye wings of the wind! take my love to her and give her news of me and bid her to be steadfast in her faith and hope," he whispered.

(To be continued)

FARM CO-OPERATIVE SELLING

By GLENN G. HAYES

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Launching National Dairy Sales Service.

APRIL 9, 1923, will go down in the annals of the dairymen of America as a historic date in the history of dairy marketing.

That day 30 representatives from the leading co-operative dairy marketing associations of the United States met in a Chicago hotel and unanimously agreed to adopt the national dairy sales agency plan.

For three years dairy marketing men had been working toward a national plan for the co-operative distribution of dairy products. In 1920 the American Farm Bureau federation had turned the task over to the farmers' marketing committee of eleven.

The committee knew that the next step forward was the establishing of a national sales agency with branches in all the big cities.

But the committee couldn't agree on just how to do it. They didn't think as a committee working for the good of the dairy industry as a whole; they thought in the terms of how such a plan would affect this, that or the other local group which they represented.

It was finally agreed to call in the leaders of all the dairy marketing organizations of the country for a round-table talk to see what they wanted to do about it. That was getting down to business, submitting a referendum to the country, as it were.

The meeting was called at Milwaukee, Wis. The fifty co-operative leaders present represented the big co-operative cheese, butter, condensed and fluid milk interests of the country. It didn't take them long to decide what they wanted. It remained for J. T. Williams, president of the Milk Producers' Marketing company of Chicago, to present a definite plan of action. In less than four hours after the meeting came to or-

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der it was unanimously agreed to establish a national sales agency service for the marketing of condensed milk, butter and cheese and sweet cream—the by-products of the cow-milking business. A committee of nine was then chosen to work out a plan of organization which was to be presented to delegates from the various co-operative associations for approval and adoption.

Forced to Federate Into Units. It was outlined by the various leaders present that it takes more than a local plan to establish a demand for dairy products, and for that reason the local plans of all the important dairy districts had been forced to federate into units of one kind or another. The tendency then was to form these units into state associations which are doing more in finding and establishing a market than the local can ever hope to do.

The local agency is without means for advertising extensively enough. The national agency which had been proposed should be able to handle the advertising and selling for all the regional associations and reduce this expense to a minimum.

All the speakers were agreed as to the economic waste of permitting their best product to be advertised and marketed under the brand of some dealer or distributor who thus gained the advantage of the good reputation for a superior product which should rightfully belong to the co-operative organization which manufactured the product. With a central sales agency disposing of this product under a co-operative brand the co-operatives and in turn their farmer members would be the ones to benefit by this fine reputation. The effect of such a united sales effort would also tend to stabilize prices and prevent ruinous speculation such as has been repeatedly practiced in the cheese industry.

The plan by President Williams of Chicago for the newly appointed committee of nine to build a national dairy sales service was as follows:

Its Purpose. To act as general sales agent for all co-operatives who are members thereof in the sale of manufactured products for export and in the large competitive markets of America and foreign countries. To have and maintain a general office centrally located and to establish branches or agencies as fast as the growth of the business warranted in all the principal cities of this country and important market centers in foreign lands for the sale of the manufactured dairy products of its members.

In addition to handling manufactured dairy products there would be times when the central organization could assist its members to dispose of milk and sweet cream to some of the cities in the South and elsewhere for ice cream purposes where such cities were not served by members of the central organization.

Further, where co-operative member associations in a period of shortage needed extra milk or cream to carry on their business, this central organization could assist in securing it from some other co-operative association in another part of the country, which might be in a position to furnish it.

Further, this company might be of considerable assistance to independent concerns which are buying milk for manufacturing purposes through a co-operative member of this company, which concerns at times might find themselves accumulating a burdensome accumulation of manufactured dairy products. This central organization, by assisting them in manufacturing those products, would thereby be benefiting the farmer producers who are selling their milk co-operatively to such big concerns.

President Williams' plan provided the creation and maintenance of a department for increasing the consumption of dairy products and popularizing standard brands manufactured by member associations. It also provided for the gathering of market information and statistics relative to the conditions of the dairy products market throughout the world, and statistics showing dairy products in storage and the probable trend of prices.

This department of publicity and market information, it was pointed out, would be of greatest value and assistance in preventing gluts of different dairy commodities at markets that were already overcrowded.

Benefits to Be Derived. The benefits to be derived by the co-operative members of a company of this kind were listed as follows:

1. This central selling organization would be in a position to gather the necessary information, keep its members fully posted as to the probable demand month by month for the different kinds of manufactured dairy products, and would be able to greatly assist in stabilizing markets for such dairy products.

2. This central selling organization,

once under good headway, should be able to explore and open up new markets, especially in foreign countries, and, in fact, in many parts of our own country, that would materially increase the actual consumption of dairy products.

3. The organization should be able, in competitive markets, to greatly reduce the expense of selling products of its members, because instead of many members having their own direct representatives or brokers, and a consequent expense of the maintenance of these selling forces in competitive markets, one branch or selling agency in each competitive market would be enabled to handle the business for all members at a very large saving as compared with present methods.

4. It is a generally acknowledged fact that in far too many cases, brokers supposed to be representing the interests of the sellers of dairy products in competitive markets are often prone to be inclined to regard the interests of the buyers first, although they are drawing their commission or brokers' charges from the seller. In fact, it is too much to say that the brokerage system as conducted today in the sales of dairy products in large, competitive markets, works to the disadvantage of the sellers of dairy products to the gain of the buyers.

5. An organization of this kind could standardize and popularize the brands it was handling in the name of the producing company itself, instead of as is now too often done, popularizing a trademark or brand of some independent dealer or jobber who do not themselves manufacture any dairy products; yet because of the fact that they have standardized and popularized a trade name are able to reap unfair profits at the expense of the producer by forcing down the price paid to the producers for their products, and then simply by having them packed in packages under the buyer's label, very greatly advancing the price for which the product was sold to the actual consumer.

6. An organization of this kind could be of great assistance to its members, where necessary, in assisting them in financing and holding products and marketing them in an orderly manner.

7. It would tend to promote harmony, and a working together among different members manufacturing dairy products would prevent a pitting of one against the other, misrepresentation of buyers or their agents in attempting to force down the price of one co-operative company by claiming that another co-operative company had offered them the same quality of goods at a much less price than they were asking, and in this manner stirring up strife, doubt and unbelief, jealousy and suspicion, between the different co-operative companies, from a selling standpoint.

Plan is Mapped Out. The committee of nine called in Aaron Sapiro, co-operative marketing attorney, to help work out the proposal. After more than four months of work the plan was ready for the approval of the co-operative associations.

Later representatives of the co-operative dairy marketing groups of seven Middle Western states met with the committee of nine in Chicago to decide the fate of the national sales plan. It didn't take them long to decide. They accepted it complete just as the committee of nine with the help of Aaron Sapiro had drawn it.

Upon its adoption the committee of nine was increased to eleven and assigned the specific duty of organizing the national agency. Five months later it was ready to do business.

The farm bureau units, solidly organized in almost every state and county in the Union, are used as a basis of organization. Organization campaigns are made by states. When enough contracts from associations and federations have been obtained to insure a profitable volume of business the committee will create the new central sales agency in Chicago. Campaign expenses will be paid by the federation's companies or associations and prorated according to the relative total value of the products handled by each in one calendar year.

Bound to Waste Money. A man is bound to waste a considerable amount of money. Lists of "living expenses" senselessly omit this, though it is inevitable.

Albany Directory

This is good advice: "If you live in Albany, trade in Albany; if you live in some other town, trade in that town." But in these automobile days many residing elsewhere find it advisable to do at least part of their buying in the larger town. Those who go to Albany to transact business will find the firms named below ready to fill their requirements with courtesy and fairness.

Albany Bakery, 321 Lyon street, Best one-pound loaf of bread made. 5 cents. Wedding cakes to order.

Albany Floral Co. Cut flowers and plants. Floral art for every day and all occasions. Flower phone 458-1.

Albany Electric Store. Radio sets. Electric wiring. Delco Light products 202 Second. GLENN WILLARD WM. HOPFICH

Blue Bird Restaurant, 309 Lyon street. Eat here when in Albany. Open from 6 to 2 and 5 to 8. MRS. BLOUNT.

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Eastburn Bros.—Two big grocery stores, 212 W. First and 225 South Main. Good merchandise at the right prices.

Films developed and printed. We mail them right back to you. Woodworth Drug Company, Albany, Oregon.

First garage going north. Tires, accessories, oils, gasoline, repair work. W. H. HULBERT.

FORD SALES AND SERVICE Tires and accessories Repairs KIRK-POLAK MOTOR CO.

Fortmiller Furniture Co., furniture, rugs, linoleum, stoves ranges. Funeral directors. 477-433 west First street, Albany, Oregon.

FULLER GROCERY, 285 Lyon (Successor to Stenberg Bros.) Groceries Fruits Produce Phone 263R

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HOLMAN & JACKSON Grocery—Bakery Everything in the line of cats Opposite Postoffice

Hub Candy Co., First street, next door to Blain Clothing Co. Noon lunches. Home-made candy and ice cream.

Hub Cleaning Works, Inc. Cor. Fourth and Lyon Master Dyers and Cleaners Made-To-Measure Clothes

If you have friends they should have your photograph. Clifford's Studio 333 West First street, Albany.

MAGNETO ELECTRIC CO. Official Stromberg carburetor service station. Conservative prices. All work guaranteed. 119-121 W. Second.

Men and money are best when busy. Make your dollars work in our savings department. ALBANY STATE BANK. Under government supervision.

Miller Motor Sales Oakland and Jewett cars Supplies and accessories First and Baker Sts. Albany, Oregon

Murphy Motor Co. Buick and Chevrolet automobiles. Tires and accessories. Albany, Oregon. Phone 260.

ROSCOE AMES HARDWARE, the WINCHESTER STOKER 322 W. First st.

S. S. GILBERT & SON Adding a line of builders' hardware Old customers are invited to call and see the new stock.

STIMSON THE SHOE DOCTOR Second street, opposite Hamilton's store. "Sudden Service."

Waldo Anderson & Son, distributors and dealers for Maxwell, Chalmers, Essex, Hudson & Hupmobile cars, Accessories, Supplies. 1st & Broadalbin.

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BEAM LAND CO., 133 Lyon St., Albany, Ore

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Albany Directory—Continued

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Halsey Happenings (Continued from page 1)

Adrian Smith was a passenger to Portland Thursday.

Mrs. Jesse Cross was a passenger to Eugene Saturday.

Miss Mona Bond was transacting business in Eugene Saturday.

Mr. and Mrs. R. L. Winniford and Allan Goodbrod of Union were Halsey visitors several days last week.

Ted Mitzner motored to Albany Friday to bring his sister, Ida, home to spend the week end.

Mr. and Mrs. B. M. Miller and Gardie spent Sunday as guests of Curtis Veatch and family.

Phillip Merriam left for Portland Saturday. He has employment with the Alaska-Portland Packers' association.

Miss Enid Veatch, who is attending U. of O., spent Saturday and Sunday with her parents, Curtis Veatch and wife.

Mrs. M. M. Ward and her daughter, Hattie Saylor of Portland, visited friends and relatives at Brownsville and Crawfordville several days last week. Thursday they went to Albany, Mrs. Ward to visit for a few days while Mrs. Saylor re-

Charles Hassett, brother of Mrs. Ray Waltz of Brownsville, died last week from injuries received while working in a saw mill at Brookings. He had worked only three weeks. The remains were interred at Bell-fountain. He leaves a widow and seven children.

Lloyd Byerley and wife motored down from Albany to visit home folks Sunday.

Two hundred members subscribed to resolutions upholding the oleomargarine law and in opposition to reduction in the tariff on eggs, at a meeting held all day Saturday at the Linn-Benton district Pomona grange convention.

Among those who felt the lure of the smelt fishing in Sandy river were Linn Norton and George Maxwell who drove over Saturday. P. J. Forster and W. P. Wahl also left Saturday noon with the necessary equipment for fishing. They drove 110 miles, caught their fish and arrived at home in time to have them for breakfast Sunday morning and through the generosity of the fishermen most of the neighbors had them also.

Mr. and Mrs. James Ash of Portland arrived here Thursday and were driven over to Brownsville where they have employment in the woolen mills. Miss Dorothy Ternan came home from Westport Thursday and is visiting her mother, Mrs. J. C. Bramwell.

Mr. and Mrs. Arthur Foote and son Walter arrived home Friday night, after a three-months stay at Litchfield, O. They brought with them Mr. Foote's parents, Mr. and Mrs. David Foote, who, having sold their home in Ohio, will live alternately at the homes of their sons until Mrs. Foote improves in health.

(Continued on page 4)

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