

In Days of Poor Richard

(Continued from page 2)

and custards and jellies and tarts and floating islands and Madeira wine. It is for you to induce the people of Philadelphia to begin to save. We need to learn Franklin's philosophy of thrift."

Colonel Washington was a member of the Virginia delegation. Jack wrote that he was in uniform, blue coat and red waistcoat and breeches; that he was a big man standing very erect and about six feet, two inches in height; that his eyes were blue, his complexion light and rather florid, his face slightly pock-marked, his brown hair tinged with gray; that he had the largest hands, save those of Solomon Binkus, that he had ever seen. His letter contains these informing words: "I never quite realized the full meaning of the word 'dignity' until I saw this man and heard his deep rich voice. There was a kind of magnificence in his manner and person when he said:

"I will raise one thousand men toward the relief of Boston and subsidize them at my own expense."

"That was all he said and it was the most eloquent speech made in the convention. Thereafter, he was the central figure in that congress of trusted men. It is also evident that he will be the central figure on this side of the ocean when the storm breaks. Next day, he announced that he was, as yet, opposed to any definite move toward independence. So the delegates contented themselves with a declaration of rights opposing importations and especially slaves."

When the congress adjourned October twenty-sixth to meet again on the tenth of May, there was little hope of peace among those who had had a part in its proceedings.

Jack, who knew the conditions in England, knew also that war would come soon, and freely expressed his views.

Letters had come from Margaret giving him the welcome news that Lionel Clarke had recovered and announcing that her own little revolution had achieved success. She and her father would be taking ship for Boston in December. Jack had urged that she try to induce him to start at once, fearing that December would be too late, and so it fell out. When the news of the congress reached London, the king made new plans. He began to prepare for war. Sir Benjamin Hare, who was to be the first deputy of General Gage, was assigned to a brigade and immediately put his regiments in training for service overseas. He had spent six months in America and was supposed, in England, to have learned the art of bush fighting. Such was the easy optimism of the cheerful young minister of war, and his conferees, in the house of lords. After the arrival of the King William at Gravesend on the eighth of December, no English women went down to the sea in ships for a long time. Thereafter the water roads were thought to be only for fighting men. Jack's hope was that armed resistance would convince the British of their folly.

(To be continued)

Several times prohibition officers in eastern Oregon approached a suspected building but were driven away by a powerful smell of skunk. Finally one threw discretion to the perfumed winds and entered. He found a still with a capacity of 20 gallons a day and several barrels, in one of which was a skunk. The moon-shiner had employed his four-footed brother to give the alarm and broadcast an odor that would completely kill that of the mash and rout investigators.

Charter No. 49

Report of condition of the

Reserve District No. 12

HALSEY STATE BANK

at Halsey, in the state of Oregon, at the close of business March 31, 1924.

RESOURCES

Table with 2 columns: Resource description and Amount. Includes items like Loans and discounts, Overdrafts, U. S. government securities, etc.

LIABILITIES

Table with 2 columns: Liability description and Amount. Includes items like Capital stock, Surplus fund, Undivided profits, etc.

State of Oregon, county of Linn, ss.

I, B. M. Bond, cashier of the above-named bank, do solemnly swear that the above statement is true to the best of my knowledge and belief.

Correct—Attest: C. H. Koomtz, D. Taylor, L. D. Taylor, Directors.

Subscribed and sworn to before me this 7th day of April, 1924.

My commission expires 3-12-25.

FARM CO-OPERATIVE SELLING

By GLENN G. HAYES

(C. 1924, Western Newspaper Union)

One-Half Rice Sold Through Coöperative Plan.

HENRY JACKSON has a rice plantation in Arkansas—200 acres of the finest fields in the state. And he made money on those acres until the armistice was signed. That marked the turn in rice profits. That year the rice market took a downward shoot and for two years nothing could turn it from its course.

It was in October of 1920. For two months Henry Jackson had been holding his creditors off with a "wait till my rice check comes." Then one day the long-expected letter came. It was waiting in the mail box at the crossroads when Henry drove home from town—a long, slim thin envelope with the miller's name in one corner. Out came the white slip. It wasn't a check at all. It was a bill for rice storage with a large "kindly remit" across its face.

And Jackson wasn't the only Arkansas farmer who received a "kindly remit" notice instead of a green bank draft.

That particular crop was the most expensive that had ever been raised in Arkansas. Labor prices were the highest. The seed rices planted in the spring had been unusually expensive. Everything that had gone into the making of the 1920 rice crop was at peak prices. Rice farmers all over the state had enlarged their operations to the last notch. They had mortgaged their land, their homes and their stock—everything they had, to borrow money to plant rice. They expected a boom in rice prices and they got less than had ever before been paid for a rice crop.

Practically the same thing happened in Louisiana and Texas, the other two great rice-producing areas of the South. Everything went to pieces. The depression spared no one, no business, throughout the length and the breadth of the rice-producing districts.

Co-operation, the Magic Word.

Southern rice growers were down and out. They were ready to sell their acres for mere nothing—anything to get out of the rice industry. It was in the dark hour that the farm bureau proposed a way out—co-operative marketing was the suggestion. The magic word co-operation brought the dazed rice farmers back to consciousness. For the first time they set about to analyze their markets and find out just where the trouble lay. It wasn't hard to discover.

Rice farmers sold their rough product to the buyers, who in turn disposed of it to the millers and sometimes they sold it themselves direct to the millers. They knew that both the buyers and the millers were speculators. The term miller and speculator had become synonymous in the rice business. They knew that there were over 90 rice mills in America and that 85 per cent of them were controlled by less than twenty men. It wasn't any secret that this little group of millers had in their power the complete price control. As long as the market had paid a living wage with an occasional extra spill for good measure the rice men merely grumbled among themselves and did nothing.

In 1911 they had tried organization. The Southern Rice Growers' association was formed in Louisiana to act

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Fisk and Gates tires All kinds of accessories Willard battery service Special equipment for handling wrecked cars Trouble calls given prompt attention any time and any where

HALSEY GARAGE ALBERT FOOTE Prop. Telephone Shop, 1645 Residence, nights, 18x

as a growers' selling agent in dealing with the millers. The organization was fairly well supported, but it didn't accomplish much. Then came the dark days of 1920. The association, urged by its members, tried to find a way out. A plan of toll milling was tried, under which the growers turned their rices over to millers, who cleaned and milled and sold them, keeping a liberal amount for toll. That finished the growers. Under this system came those bills for handling, with their big lettered "please remit" printed across the face. The prices for the finest grades were so low that it seldom paid to haul them to the mills.

The association had failed completely; the only thing left to do was to reorganize, not as a bargaining association, but as a full-fledged co-operative marketing association capable of controlling its own markets. This was a stiff job for the growers few in number and the rice growing areas were scattered in various parts of Louisiana, Arkansas and Texas.

Leaders sprang up here and there and offered themselves and their services to the cause. In place of the old association a new movement was organized—the Arkansas Rice Growers' Co-operative association. This was started in January, 1921. The campaign was carried on with grim determination and in less than 90 days 800 growers, representing 80 per cent of the acreage of the state, were signed up and in time to market the 1921 crop.

Based on Five-Year Contract.

The association was based on a five-year contract covering all the rice produced by the signer. The title to the rice passes to the association upon delivery. The crop is pooled by grades and varieties over an entire season's holdings. In this way the returns are equalized among the members. It is a nonstock, nonprofit organization, much the same as that of the other successful producers' co-operatives.

The association began marketing the rice in the rough. They cleaned and milled it and then sold it to wholesale dealers. The old-time speculative buyer and miller were eliminated. For a few weeks things went along well enough. The first rice sold over the association's tables brought \$1.30 per bushel. Then came the smash in the market. It dropped and kept on dropping—till offers were hovering around an 85-cent basis and there were few offerings at that figure. The condition continued. It began to grow worse.

It didn't pay to sell rice in the rough; there were too many intermediate fees. The farmers must take over the mills and market their own rice in the clean. This was just the situation that the organizers of the marketing company had expected from the beginning; and they were prepared to meet it. Although the association had no mills or money, the milling problem was easily solved. Tentative contracts with several large rice mills were made through which to mill the rice of the co-operative members when it no longer paid the organization to sell the rice in the rough. The War Finance corporation offered to loan the rice growers 60 per cent of the market value of the rice as it was delivered. This money was to be used for the first advance payments to the growers. The other payments were not to be made until the cleaned rice was on the market.

Made More Than Neighbors.

The rice farmers of Arkansas began their milling operations in the last week of November, 1921. This was not until the bulk of the choice rice in the state had been sold to outside mills in the rough. All that was left was the lower grades, but even with these the association averaged on all grades and varieties a fraction over 90 cents a bushel. The bulk of the entire crop in 1920 had gone at 85 cents per bushel. During 1921 the association handled 137,700,000 pounds of rice, for which its growers netted \$48,000,000. The Arkansas rice growers received more for their rice than the growers of any other section. They made from 10 to 35 per cent more than their neighbors in Louisiana.

In 1907 it was discovered that the swamp land of the Upper Sacramento valley would grow rice. The Japanese immediately took advantage of these acres, renting them on a one-year lease. Then they pitched in with their oriental pugnacity to make rice production pay. As the California rice industry developed there grew up with it an organization half co-operative.

The Japanese needed someone to sell their product for them. In 1915 the Pacific Rice Growers' association was organized, to serve merely as an agent with the exclusive right to sell all the members' rice. The grower, however, had the privilege of accepting or rejecting the bids. Under this system each grower's rice was kept separately and was accounted for separately after the expenses of handling had been subtracted.

This way of selling was almost like a public auction. The association wasn't a real producers' co-operative. But it did give good results for about five years, but in 1920 it failed because the millers were afraid to buy the crop. The association was forced to adopt a new plan. Toll milling was tried. This meant selling polished rice. Most of the growers were working their land on a one-year lease, and this prevented the association from buying and operating its own mills. But the toll plan didn't work out, so they fixed up the original plan under a new name—the Rice Growers' Association of California. The one-year contract was lengthened to five; that was the one big change in the plan. The title of the rice was to pass to the association upon delivery, but the original plan of selling each lot separately was retained. The association continued to refer all bids to the growers for acceptance. The War Finance corporation made them a substantial loan and the plan worked. There was no dumping of rice on the market in 1921. That year the association handled more than 1,500,000 bags of the 1921 crop and sold them for an average of \$2.65, which was almost 40 cents per bag higher than was made by the unorganized rice growers of Texas and Louisiana.

Under One Contract. Texas and Louisiana saw what co-operative marketing was doing for Arkansas and California growers; they decided to give the marketing game a whirl for themselves. In 1922 the Louisiana Farm Bureau Rice Growers' Co-operative association was organized. It was an exact pattern of the Arkansas association. A similar plan is now being worked out for east Texas. When Louisiana and Texas groups are well under way, it is planned to co-ordinate the three southern state associations under one over-head machine.

Rice farmers are putting their faith in co-operative marketing. They are giving it a trial lease on their rice fields. In 1921 not one pound of the 2,000,000,000 pounds of rice produced annually in the United States was sold on the co-operative plan. During the years 1922 and 1923 one-half of all the rice produced was sold through co-operative growers' associations.

Just arrived! Large shipment of Pabcolin Rugs All new patterns E. L. STIFF Furniture Albany, Oregon

Why suffer from headache? Have your eyes examined S. T. FRENCH Optometrist, with F. M. FRENCH & SONS JEWELERS—OPTICIANS Albany, Oregon

Twintex Frames You will like Twintex, and we have a complete stock. The shell frame with the new temple with the Shur-on guarantee.

Meade & Albro, Optometrists, Manufacturing Opticians Albany, Oregon

Halsey Meat Market The market where you always get the best in meats. W. F. CARTER

FARM LOANS Write for booklet describing our 20-year Rural Credit Amortized Loans. The loan pays out in 20 payments, retiring the principal. Cheap rates. No delay. BEAM LAND CO., 133 Lyon St., Albany, Ore.

FARM LOANS at lowest rate of interest. Prompt service. Courteous treatment. WM. BAIN, Room 5, First Savings Bank building, Albany

Beware, Self-Love. Self-love makes men blind themselves and would make them tyrants over others if fortune were to give them the means.

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, Rest one-pound loaf of bread made, 5 cents. Wedding cakes to order.

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

Albany Electric Store. Radio sets. Electric wiring. Delco light products 202 Second. GLENN WILLARD WM. HOFFLICH.

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

BRUNSWICK PHONOGRAPHS at WOODWORTH'S

Davenport Music company offers bargains: Saxophone, good as new Holton Cornet, Holton Slide, King Slide. Used Pianos.

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-POLLAK MOTOR CO.

Furniture, rugs, linoleum, stoves, ranges. Funeral directors. 47-433 west First street, Albany, Oregon.

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

F. W. SEAUER, auto and general painter Get my estimate. 201 E. First street

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 Builders and shelf hardware, garden tools, crockery and glassware. New Stock. New low prices.

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.

FARM LOANS Write for booklet describing our 20-year Rural Credit Amortized Loans. The loan pays out in 20 payments, retiring the principal. Cheap rates. No delay. BEAM LAND CO., 133 Lyon St., Albany, Ore.

FARM LOANS at lowest rate of interest. Prompt service. Courteous treatment. WM. BAIN, Room 5, First Savings Bank building, Albany

Albany Directory—Continued

HALLS' FLORAL & MUSIC SHOP We grow our own cut flowers Gold banded, Rubrum and other hardy lily bulbs now on hand. Nice geraniums every Saturday. Phone 166J

Phone 312 V Satisfaction guaranteed Price \$3.50

FRED B. JONES Piano Tuning and Repairing ALBANY

Piano Tuner for leading music stores in Albany

New and used FURNITURE AND FARM MACHINERY bought, sold and exchanged at all times

BEN T. SUDELL Phone 76-R, 123 N. Broadalbin st., Albany

Metzger's SHOE SERVICE Shoes that cost less per month of wear

Halsey Happenings (Continued from page 1)

A movement is on foot to try to have the governor save Russell Hecker from the gallows.

Lebanon has postponed appropriating \$140 toward the cost of the Clear Lake preliminary survey.

Mr. and Mrs. Thomas Jackson are home from their winter in sunny California and glad to be at Lake Creek, Oregon.

W. J. Carcy was down from Eugene the last of the week. He declares that that cancer has entirely disappeared and the place where it was is healing over.

The very best quality of aluminum ware is offered at one-third off regular price during the ten days beginning this morning. So says an advertisement in this paper.

J. B. Hughes came up from Ashland Saturday for a visit at his old stamping ground at Brownsville. He says Ashland is growing even faster than Eugene, and that's more than some.

Wednesday evening Mrs. M. M. Ward of this city, while visiting her daughter in Albany, fell down stairs to the basement, sustaining severe bruises but breaking no bones. She is 82 years old.

The will of D. I. Isom which was executed five years ago, has been filed for probate. It leaves the 297 acres for probate. It leaves the 297 acres to the widow during her life, after which the two daughters are to have 75 acres each and the two sons 75 and 72 acres. Mrs. Isom is administrator.

Aubrey Tussing's infant died Thursday and was buried Friday in the family lot in the Masonic cemetery. Miss Bonita Tussing of Salem and Dean Tussing and wife of Eugene were at the funeral and came home from there with their parents, A. A. Tussing and wife and stayed in Halsey that night.

Mr. Minton of the Hub Cleaning Works Albany, was in town Saturday, looking after business and placing advertising matter. The company carries a card in our Albany directory and is also mentioned in the card of Miller's barber shop, and Mr. Minton says Halsey is the second town in the county, outside of Albany, in amount of business done with the Hub.

Miss Hayes, school reporter, was not responsible for the statement in last week's school notes that the interpretation of the French plays at Rialto hall tomorrow night would be "pictures." The school notes were set on a linotype. The operator used an "a" for the "o" in the last syllable of "stereoscopic." This is an error so frequent that the proofreader expects it when that word is used. The printer who corrected it could not get the words of the linotype line into a line of type, so he changed the wording and expressed the idea as he mistakenly understood it. That stereoscopic interpretation is to be in words. See it.

(Continued on page 4)

Hall's Catarrh Medicine is a Combined Treatment, both local and internal, and has been successful in the treatment of Catarrh for over forty years. Sold by all druggists. F. J. CHENEY & CO., Toledo, Ohio