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WHEN FARMERS WOR KTOGETHER

(Editorial in New York World)

WHEN FARMERS WORK TOGETHER

Bernard Baruch's plan for the marketing of American wheat abroad by an organization of American wheatgrowers probably looks to the average city dweller and to many farmers also like just one more visionary effort to put agriculture on its feet. There have been dozens of schemes, from the Non-Partisan League to the food rates in the tariff, for increasing farm returns, all of them, when tried, leaving the farmer in a predicament worse than before or quite as bad. He is tired of clutching at straws.

But co-operative marketing is not a straw. It is the one demonstrably successful method of establishing the business of farming on a business basis. It is the method of Aaron Sapiro and the fruit growers of California. It is the method of the Dairymen's League Co-operative in New York, which handled \$82,130,902 worth of milk last year. It has been found profitable in dozens of other localities wherever a group of growers has come together to pool its products and sell through a regular sales force. There is no especial reason why Mr. Armour or any other well-known man or firm should be called upon for aid. If the growers are willing to pool their grain they can build up their own sales company.

Nor is there any reason why the farmers should not market their grain at home as well as abroad. Whatever co-operation will do in the European field it will accomplish in the United States, and since the larger part of the American-grown grain is consumed in this country, there is ample reason for concentrating on the domestic end of the project. The export demand for wheat does, as Mr. Baruch states, fix the price of wheat at present, but it is not as much the price as the farmers' share of the price which matters. The farmers' share of the price would be larger if the farmers controlled the machinery for distributing their output.

As things stand, the farmer buys in a seller's market and sells in a buyer's market, with the result that he loses on every transaction. No other great business in the country allows its prices to be fixed, as are the farmer's prices, by outsiders. When a farmer threshes his wheat in the fall he dumps it on the market, not because that he doesn't know that the price is likely to increase, but because he has no storage facilities and needs ready money to pay the storekeeper, the banker and whoever else has carried him through the year.

Precisely when this one farmer is dumping his wheat all the others are doing the same. Hence the market commonly breaks under the first few million bushels; the dealers and speculators buy up the crop, and the grower goes home with an average return equalling 3 per cent interest on the price of the farm to show for his year's work. Before the year is out the dealers have moved the wheat at a profit and the cities are paying prices for bread and flour which would have made all the difference to the farmer between poverty and affluence.

A co-operative association, if it can be made to work, should end this state of affairs very simply. The farmers pool their product, store it, borrow money on it to carry them while waiting for a more favorable moment to sell, and pay a selling organization to market the goods. When this scheme was first put into practice bankers were dubious. It looked like treason to the jobbers. The jobbers are still inimical, but the bankers are coming over. A group of farmers with their storable products in the warehouse is a much better risk than any one speculator. There could hardly be better security. The fruit-growers of California and the dairymen of New York can testify to the readiness of the banks to accept such security. In the past, the storage of food for distribution and future consumption has been in the hands of dealers. In the future, it now looks as if it will be in the hands of the producers.

What the farmer needs, as the American Farm Bureau Federation has long insisted, is not price-fixing by the government nor a tariff or a subsidy, but organization to meet the commerce of the cities on equal terms. If the farmers can get together they can sell their goods not only in Europe but also in the United States. Moreover, they can make a living at it, which is more than they do now, and in the case of perishable goods, like milk, they may even succeed in enlarging sales by decreasing the price to the consumer.

FOOD PRICES AND THE FARMER

The price of food, according to the Department of Labor, averages 42 per cent higher now than it did in 1913. The Department of Agriculture reports, however, that the farmer is receiving less for the staples like wheat, corn, barley, hay and livestock than he did in 1913. What causes the difference.

Higher wages in every line except farming account for discrepancy. Miners, steel workers, railroad men, labor in packing, milling and canning plants, all are receiving more money with the result that the cost of transporting and transforming the farm output into finished products has greatly increased. These increased wages are a distinct economic benefit—except to the farmer. The size of his compensation is fixed by the price his surplus brings on the world market. The world market is low, hence the farmer gets less for his work than he did in 1913.

The situation can be remedied in two ways: An effort can be made to lift the world market price by improving world conditions, or the American farmer can reduce his

output, thereby forcing the price up. His chances of improving world conditions are microscopic, but he can reduce his output. In fact, he is almost compelled to produce less. He is doing it. He is cutting down. Pretty soon food prices will go up. When they do, don't howl. On the contrary, be thankful that for the last three years the farmer has been working for you for less than nothing. He is entitled at least to the wage of a day laborer—July Sunset.

CECIL

Walter Pope was visiting friends in Olex on Saturday.

Geo. Wilson, while mowing at Butterby Flats on Thursday, had one of his fingers so severely damaged that he had to go to Ione and have Dr. Walter dress the wound.

Mr. and Mrs. Earl Morgan and family of Broadacres ranch near Cecil were calling on their friends on Willow creek on Sunday.

Misses Annie Hynd and Mildred Henriksen accompanied C. Henriksen as far as The Dalles on Monday. Mr. Henriksen was enroute to his home in Portland after visiting his sons on Willow creek for several weeks. The ladies visited friends while in The Dalles, returning home Tuesday.

Miss Ester Logan of Ione spent Thursday visiting Miss Georgia Summers at the Last Camp.

Miss A. C. Lowe returned home on Thursday after spending a few days at Hynd Bros' ranch at Sand Hollow.

Mr. and Mrs. Ed Bristow and family of Ione were calling on the Mayor on Sunday.

Mrs. Joe Fake and children of Portland arrived in Cecil on Sunday and will visit with Mrs. Fake's mother, Mrs. Mary Halferty, at Shady Dell for the summer.

Mrs. Geo. Henriksen of Strawberry ranch was doing business in Arlington on Monday.

Mr. and Mrs. Geo. Krebs and sons and Miss Georgia Summers of the Last Camp were calling on Mr. and Mrs. C. A. Minor at Athlone Cottage near Ione on Sunday.

Mr. and Mrs. Zenneth Logan of Boardman spent Sunday among their friends around Cecil.

Mr. and Mrs. N. Lee and daughters of Alderdale, Wash., were the guests of Mr. and Mrs. M. V. Logan at the Willows on Sunday.

Haymaking was finished on Saturday, June 23, at the Last Camp. Oral Henriksen also finished a few days later and the Mayor expects to finish haymaking soon.

Master E. Marshall, son of Mike Marshall, of Castle Rock, is visiting at the home of R. E. Duncan and declares he would rather be among sheep and lambs than the bees and honey at Busy Bee ranch. Master Ed loves the honey but not the sting from the busy bees.

Homer Nash, who has been assisting Oral Henriksen during haymaking, left on Friday for the Moore ranch where he will work for the summer for Al Henriksen.

Mrs. Mary Nash, sr., who has been visiting at Shedd and The Dalles for several weeks, arrived at the home of Leon Logan at Fourmile on Wednesday and will visit for the summer.

The End of the Trail, the home of Mr. and Mrs. Ellis Minor near Morgan, was the scene of a merry gathering on Saturday night, the occasion being an invitation party given by Mrs. Minor to her Sunday school pupils. Several young people from Cecil were among the guests. Everyone had a good time, and many thanks are due to Mr. and Mrs. Minor for their fine entertainment.

H. W. Younger of Dayton was calling at Seldomsen, the home of Mr. and Mrs. Roy Stender, on Friday.

Mr. and Mrs. W. O. Weber of Cauby arrived at Strawberry ranch on Friday and will visit with their daughter, Mrs. Geo. Henriksen, for some time.

Franklin Ely, who has retired from haymaking, left on Thursday morning for Portland where he will spend a short vacation before beginning wheat harvesting at Morgan.

Mr. and Mrs. Cleve Van Schloach and children of Balm Fork visited with Mrs. Geo. Krebs on Thursday before leaving for Cottage Grove where they will spend their vacation.

One single stem bearing five lovely roses were presented to Mr. T. H. Lowe during the week and have been very much admired. These roses were grown at the Last Camp by Mrs. Geo. Krebs and are called Los Angeles. Another proof of the growing qualities of Cecil.

Thursday heat registered 82 degrees in the shade and Friday at noon 96. Saturday much cooler and wind blowing hard.

MAKE O. A. C. Your Next Goal

You have finished high school and, like all wide-awake graduates, are looking to college. The State of Oregon offers you the best of training and a collegiate degree in the leading pursuits and professions, as follows:

Engineering, Agriculture, Commerce, Forestry, Home Economics, Military Science and Tactics, Mining, Pharmacy, Vocational Education and Music.

Student life at the College is rich in opportunities for leadership and personal culture.

FALL TERM OPENS SEPTEMBER 28, 1923

For information write to THE REGISTRAR, Oregon Agricultural College, Corvallis

\$100.00—REWARD—\$100.00

We will pay the above reward for information that will lead to the arrest and conviction of the party or parties that have been cutting wire fences on our ranches. This applies to any and all ranches owned by us.

HYND BROS. Heppner, Ore., April 10, 1923. 50-ft

4200 ACRES FINE SHEEP RANGE to rent for season, in Tp. 6, S. R. 30, near Morrow county line.—Frank Hilbert, Ukiah, Ore. 9-10

For eggs next winter, use Kerr's poultry supplies now.—Brown & Lowry.



WOOL MARKET IS DULL

Boston, Mass., June 28.—While some wool is being sold in Boston, all the time trading remains very dull. Sales are largely confined to Australian merinos in bond, low foreign scoureds. Merino 68s to 70s have sold at \$1.22. Clean, low scoured stock is taken by woolen mills for piecing out purposes. New territories and fleeces are not yet moving in quantity.

The trade is sharply divided on the future of value. One party declares that prices are top heavy and must soon be readjusted. They point to the declining tendency at this week's London auctions and the certainty or strongly organized resistance to the contemplated advance in prices at the opening of light weight worsteds in July.

The other party avers that Europe still is short of wool, that American growers are disposed to hold their wool rather than sell at concessions and are strong enough to do so, and that the drought in Australia will reduce the growing clip there 80,000,000 pounds.

Private telegrams do not bear out press dispatches as to the decline in London this week. They show merinos par to 5 per cent lower, top, making styles 5 per cent lower, cross breeds 5 to 7 1/2 per cent lower. They also show selections rather poor and demand good, especially from Germany, with a fair chance that prices will recover when offerings improve.

One authority declares "undoubtedly a great wool vacuum exists in Germany and other countries on the continent." From thence come de-

mand which is clearing the various auctions of surplus offerings of average and inferior wools. While this demand continues keen it will be difficult for England or America, acting together or alone, to bring pressure enough to bear to bring wool values to a lower level.

The deadlock in all wool-growing sections continues. Dealers, while refusing to pay growers' prices, are encouraging consignments. All advices from Australia stress the effects of the drought.

While rains have recently fallen in sections of New South Wales and Victoria, the situation remains serious in parts of New South Wales, Brisbane and elsewhere. In many sections sheep will go into winter in poor condition. In some cases, lambs are being killed to save ewes.

The coming Australian clip is expected to show a shortage of about 250,000 bales. Much of that remaining will show a low condition and quality. Receipts of foreign wool in Boston continue heavy, 6,604,200 pounds of which 244,250,000 pounds are foreign wool. Shipments since January 1 are 225,830,200 pounds smaller than receipts.

PROF. H. H. HOFFMAN VISITS HERE

H. H. Hoffman, for several years head of the Heppner schools, surprised his many friends here by driving into town Thursday evening for a visit during a part of his vacation.

Mr. Hoffman is located at Mullan, Idaho, famous mining town in the Couer d' Aleno district, where he has been superintendent of city schools for two or three years. Mullan is a city of some 3500 people dependent almost entirely on mining and as lead is bringing the highest price just now ever known in peace times, the district is prosperous. Mullan is situated almost on the summit of the Bitter Root range and Mr. Hoffman says there was plenty of snow sticking around the gulches and north slopes when he left there. He will spend some time in Heppner before visiting other sections on his vacation trip.

Howard M. Anderson, a director of the Co-operative Wheatgrowers association, was in from his Eight-mile farm Friday. Mr. Anderson says the wheat is looking fine in his neighborhood with prospects for a heavy yield.

Economy the Spirit of the Times

DID YOU EVER STOP TO THINK WHAT YOU PAY FOR FANCY CONTAINERS?

COFFEE

IS A GOOD ILLUSTRATION OF THE FACT. YOU PAY FROM 7c to 8c PER POUND FOR THE LITHOGRAPHED CANS

WE CARRY A LINE OF BULK COFFEES AT

33 1/3c - 35c - 40c

PER POUND

Phelps Grocery Company