

BIG SALARIES EVIL OF CO-OPERATION

Nothing Gained by System of Some Group Selling Agencies.

C. E. Spencer, Market Agent

When it costs more to market products through a co-operative organization than through the present marketing system, that organization will never get very far. There are too many of them in that condition. They have their organizations, their offices, warehouses and officials, but when returns from the marketed products come in they are no better, and often less, than could have been received by marketing through the regular commission houses.

Co-operative organizations are not going to be very successful until they are able to take over profits between the grower and dealer. Between these is the field of real co-operative results. Collective selling to the same old agencies doesn't get the farmer anywhere. It simply makes it better and easier for the agencies.

These organizations have got to have embraced in their program the wholesaling end, the commission end, the distributing end. They have got to find their own markets and handle their products all the way through to those markets. When the grower gets but five cents for his prunes and they are retailed in the Willamette valley, almost in sight of the orchards where they are grown, for 27 cents, it is time to go further with marketing associations. It is time to do business direct with the heads of the great chain stores and other big concerns and top off this almost 500 per cent between the grower and the kitchen. And this great "spread" applies to almost any product of the farm.

This change cannot be brought about in a day, but if organizations

would make the selling end of equal importance with growers' contracts, results would come quicker. A manufacturing concern knows where it is going to sell its goods before it builds its factory, and it knows it is going to have a profit on the output.

Representatives of a co-operative association recently met with the state market agent to discuss why their organization was not getting results. The statement was made that the growers had lost money on every shipment made during the year, yet their sales agent was paid \$500 per month for running them in debt. The committee stated the growers would be far better off if they had no organization, and were free to sell where they might.

This organization has much capital invested in buildings and equipment, and it is under heavy overhead expenses. And it sells very largely through the same channels that the individuals sold through before the organization was started. In this case the growers simply added the overhead expenses onto themselves without any benefit in selling prices. The grower who was not a member was better off. The sales agent and the other employees were the only ones who were well off.

If this high-priced sales manager, the general manager and all others who draw good salaries regardless of results, received pay in proportion to the profit showing of the business, perhaps the year's output would not have been sold at less than the production cost. If a sales manager has not enough ability to have his salary based on results, then he is not the man for the place. It does not require a \$5,000-a-year man to give away goods.

Co-operation is bound to work when it is worked out right. It must start on a solid foundation. Too many start out with high salaries and expenses first.

It will take more than a lot of producers signing up contracts to bring all their products to one place, to make collective selling pay. It will take men to break into the middle-profit combinations and get these profits for the co-operators. It will take men with good sound sense to start the organization right; keep the costs in proportion to the profits

FARM POINTERS.

(From O. A. C. Experiment Station.)

Cabbage plants recently transplanted are likely to be injured by the attacks of green worms and aphids. A lead arsenate nicotine dust applied soon after transplanting is regarded by the experiment station as the best preparation for the control of these insects.

Sheep dip in a 2 per cent solution is a good disinfectant for the incubator before storing it away until next year. Thoroughly cleaning and disinfecting the inside of the machine and washing up the trays is time well spent. Draining the water from the pipes prevents rusting.

Broody hens will come back into production more quickly if well fed and handled humanely than if abused and roughly treated.

Pink beetles and 12 spotted bean beetles will soon be attacking the leaves of the egg plant. Oregon vegetable growers will profit by dusting with lead arsenate after the plants are set out, says the experiment station. Bush and pole limas are likewise chewed by the 12 spotted beetles. The station finds that lead arsenate dust applied soon after the first two leaves appear will repel the insect and keep the leaves from being injured.

Currant and gooseberry growers in

Oregon whose bushes are affected with leaf spot disease or anthracnose spray immediately after the crop is harvested. The experiment station recommends spraying with Bordeaux mixture 4-4-50.

Maurice A. Frye drove to Hood River on Tuesday, taking his mother, Mrs. Olive Frye, to that city to attend the meeting of the grand assembly of Rebekahs.

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