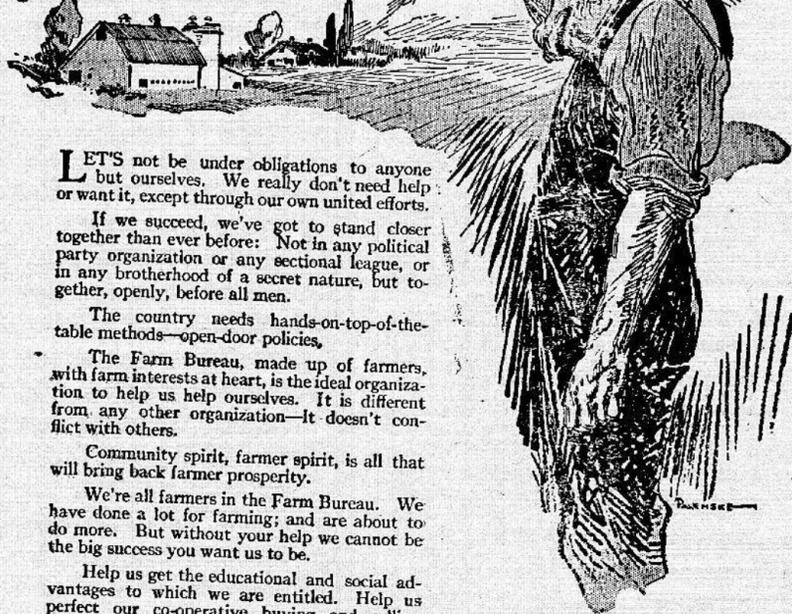


Farmers! We have got to help ourselves



LET'S not be under obligations to anyone but ourselves. We really don't need help or want it, except through our own united efforts.

If we succeed, we've got to stand closer together than ever before: Not in any political party organization or any sectional league, or in any brotherhood of a secret nature, but together, openly, before all men.

The country needs hands-on-top-of-the-table methods—open-door policies.

The Farm Bureau, made up of farmers, with farm interests at heart, is the ideal organization to help us help ourselves. It is different from any other organization—it doesn't conflict with others.

Community spirit, farmer spirit, is all that will bring back farmer prosperity.

We're all farmers in the Farm Bureau. We have done a lot for farming; and are about to do more. But without your help we cannot be the big success you want us to be.

Help us get the educational and social advantages to which we are entitled. Help us perfect our co-operative buying and selling organizations.

Join with us in the farm cause that the Farm Bureau stands for, first, last and all the time.

This advertisement contributed by POITEVENT & FAVRE LUMBER CO., Mandeville, Louisiana



"Some Aspects of the Farmers' Problems"

By BERNARD M. BARUCH

Prudent and orderly adjustment of production and distribution in accordance with consumption is recognized as wise management in every business but that of farming. Yet, I venture to say, there is no other industry in which it is so important to the public—to the city dweller—that production should be sure, steady, and increasing; and that distribution should be in proportion to the need. The unorganized farmers naturally act blindly and impulsively and, in consequence, surfeit and dearth, accompanied by disconcerting price variations, harass the consumer. One year potatoes rot in the fields because of excess production, and there is a scarcity of the things that have been displaced to make way for the expansion of the potato acreage; next year the punished farmers mass their fields on some other crop, and potatoes enter the class of luxuries; and so on.

Let us, then, consider some of the farmer's grievances, and see how far they are real. In doing so, we should remember that, while there have been, and still are, instances of purposeful abuse, the subject should not be approached with any general imputation to existing distributive agencies of deliberately intentional oppression, but rather with the conception that the marketing of farm products has not been modernized.

An ancient evil, and a persistent one, is the undergrading of farm products, with the result that what the farmers sell as of one quality is resold as of a higher. That this sort of chicanery should persist on any important scale in these days of business integrity would seem almost incredible, but there is much evidence that it does so persist.

The difference between what the farmer receives and what the consumer pays often exceeds all possibility of justification. To cite a single illustration. Last year, according to figures attested by the railroads and the growers, Georgia watermelon-raisers received on the average 7.5 cents for a melon, the railroads got 12.7 cents for carrying it to Baltimore, and the consumer paid one dollar, leaving 79.8 cents, as against 20.2 cents for growing and transporting. The hard annals of farm life are replete with such commentaries on the crudeness of present practices.

Selling Under Pressure. Farm products are generally marketed at a time when there is a congestion of both transportation and finance—when cars and money are scarce. The outcome, in many instances, is that the farmers not only sell under pressure, and therefore at a disadvantage, but are compelled to take further reductions in net returns, in order to meet the charges for the services of storing, transporting, financing, and ultimate marketing—which charges, they claim, are often excessive, bear heavily on both consumer and producer, and are under the control of those performing the services. It is true that they are relieved of the risks of a changing market by selling at once; but they are

quite willing to take the unfavorable chance, if the favorable one also is theirs, and they can retain for themselves a part of the service charges that are uniform, in good years and bad, with high prices and low.

Some farmers, favored by regional compactness and contiguity, especially in California, already have found a way legally and in accordance with seasonal and local demand, thus improving their position and rendering the consumer a reliable service of assured quality, certain supply, and reasonable and relatively steady prices. They have not found it necessary to resort to any special privilege, or to claim any exemption under the anti-trust legislation of the state or nation. Without removing local control, they have built up a very efficient marketing agency.

The Hard Job. The grain, cotton and tobacco farmers, and the producers of hides and wool, because of their numbers and the vastness of their regions, and for other reasons, have found integration a more difficult task; though there are now some thousands of farmers' co-operative elevators, warehouses, creameries, and other enterprises of one sort and another, with a turnover of a billion dollars a year.

In view of the supreme importance to the National well being of a prosperous and contented agricultural population, we should be prepared to go a long way in assisting the farmers to get an equitable share of the wealth they produce, through the inauguration of reforms that will produce a continuous and increasing stream of farm products. They are far from getting a fair share now. Considering

his capital and the long hours of labor put in by the average farmer and his family, he is remunerated less than any other occupational class, with the possible exception of teachers, religious and lay.

GO WEST, YOUNG WOMAN, GO WEST

Out in Nevada there is a wonderful woman.

After all, that is not paying any woman much of a compliment merely to say she is wonderful, but this is an exception.

There are 3,000 farmers in that state and last annual meeting they made the acquaintance of this woman.

She lives on a ranch fifty miles from the nearest railroad and twenty-five miles from a telephone. And she came 500 miles to this meeting of the State Farm Bureau.

Now that means just two things: It is conclusive proof of what folks think of the Farm Bureau in the West and it rather shows up some of us fellows who raise thunder when we can't get the telephone girl just as soon as we think we ought to.

Tell me that women like that will not make an organization get up and go!!!

LOUISIANA SUGAR AND SIRUP.

Louisiana produced 648,861,430 pounds of sugar and 6,454,388 gallons of sirup from the cane harvested in 1921. The production of 1920 was 338,254,000 pounds of sugar and 4,639,885 gallons of sirup.

TOM AND JIM

Being the Story of a Rain and Wind Storm and of a Conversation

The rain came down in heavy torrents. Flashes of lightning were followed by loud and heavy peals of thunder. The world was a moving mass of fire and flame. The tall trees, covered with their heavy dress of green, waved back and forth as though they would break. When the lightning flashing in rapid succession, illumined the world, the fields of grain could be seen—the restless waves of an angry sea.

Suddenly the storm ceased; the sun appeared from behind the dark clouds as they receded eastward. There behind the little country church at the cross-roads in the horse shed, Tom and Jim, who lived within a short distance of each other found themselves neighbors again. They had both sought shelter in the church horse shed. The conversation soon drifted into the realm of their common interests.

Tom was just returning from town where he had marketed some of his vegetables and poultry. He insisted that it did not pay to raise vegetables; there was no profit. But he had decided to try a little longer, because he had been told the night before, in a farmers' meeting, that conditions would improve. A group of farmers had gathered in a little school house the night before and made plans to organize a Farm Bureau. Someone at the meeting seemed to know all about the Farm Bureau. They had told that it was a nation-wide effort on the part of farmers to handle their own products co-operatively and to do a lot of other things through organization. The common feeling in the meeting had been that artificial barriers were frequently created by middlemen, thus preventing the laws of supply and demand from operating. They were told that by organizing, they would be able to market their own products, and thus get better and more stable prices for them.

What Tom had to tell of the farmers' meeting was all very interesting to Jim, who was on his way to town, intending to contract for the sale of some grain and stock. He deplored the fact that he had but little grain left; most of it had been sold early in the season in order to pay on overdue loans. The price of grain was not high at present, but it was a good deal higher now than at the time when most of the farmers had been compelled to sell. In answer to Jim's question regarding the fluctuating grain-market, Tom stated the grain business had also been discussed in the farmers' meeting on the previous night. He was not quite sure, but felt they had talked about a "Farmers' Grain Growers Association." This "Grain Growers Association" intended to handle the farmers' grain for him. It was said at the meeting, if the farmers joined the U. S. Grain Growers, that they would help to create a better and more steady market for their grain. The farmers would also be able to borrow money on their unsold grain, at reasonable rates.

Jim was becoming intensely interested in Tom's report of the previous night's meeting. He had just been thinking, while waiting inside of the church, how the church might become of some direct benefit to the people in the community. Jim had felt bitter for years over the injustices of the old marketing system. He had always felt that there would be some way through which the farmer could get an equal chance with other industries. He knew of all the false accusations, that "the farmer was getting all he deserved." He knew of the prevalent view, that "anybody can be a Farmer." In his own heart Jim was satisfied that the farmer deserved a more dignified standing. There was a great deal more to farming than most people had any idea of. The report of the previous night's meeting seemed to awaken in him all sorts of ambitions about making the farm life more interesting and more important.

Jim was somewhat of a historian. What he heard about the new farm movement reminded him of similar movements through which the farmers had tried to improve their position. He had studied the Grange, the Farmers' Union, and about the Co-operative Stores. But he had never heard of a plan by which the farmers were organized on such a large scale as in this Farm Bureau. What impressed him especially about this new movement was the idea of furnishing farm products to the consumer, cheaper and better than before, and still getting higher prices for the farmer. It seemed to him that this new movement was bound to bring about a new era in the history of farming. He could no longer refrain from making reference to the sermon he had heard in church Sunday morning. The minister had stated that God was trying to make a better world through the help of man, farm world and farmers included. Tom was rather slow to concede the idea that God had anything to do with the matter of improving the lot of the farmer. He had been told that God was not so much concerned about this world, but was more concerned about saving souls for the next world. Jim agreed that God was concerned about saving souls, but souls were to be saved for some purpose in this world.

Tom was not quite willing to argue against the power of God in making history, for he, too, had felt from time to time there was something bigger than the mind of man. After all was said and done it was true that history had shaped itself in a rather orderly way. He was impressed by the fact that from time to time, as the world passed through great changes, the good did triumph over the bad. The fact that the Farmers were to be happier and better satisfied thru this new movement, was another bit of evidence in the same direction. They were told at the meeting that the secret of the Farm Bureau was co-operation. Jim saw nothing in co-operation but the ideal of "living and helping others to live" and that seemed to him to be the very essence of God's ideal of humanity.

As they pulled out of the horse shed, Jim and Tom promised to see one another again at the big Farm Bureau organization meeting in the town hall next Saturday night.

These figures were determined by Lionel L. James, the Louisiana statistician of the Bureau of Markets and Crop Estimates, from reports received from the sugar and sirup factories.

WHAT IS THE FARM BUREAU? What is the Farm Bureau? Its is

American Farm Bureau Federation Gives Wool Growers Real Service



AS a result of a meeting of wool growers called by President of the American Farm Bureau Federation in the fall of 1921 the purpose of considering improved methods of marketing a permanent marketing committee was named, consisting of James McBride, Lansing, Mich.; E. L. Moody, Rushville, New York; F. Fitch, Linneus, Mo.; V. G. Warner, Bloomfield, Iowa; and J. E. Scott, Coleman, Texas.

This committee recommended that the American Farm Bureau Federation appoint a director to look after the wool marketing problems of the country in co-ordination the various wool pools. On February 1, 1921, G. J. Fawcett took over the department, dividing his time equally between the American Farm Bureau Federation and the National Wool Warehouse and Storage Company, a grower's selling agency located in Chicago, which has pioneered in the co-operative method of marketing wool.

Since the creation of the department, sixteen organization meetings have been held in sixteen states, and eighteen states used the wool pool in marketing the 1921 clip, or pooled such portions of the state's production as was controlled by their organization. The fundamental principle underlying the direct from the grower to the consumer method of marketing is to make use of established farm bureaus for collecting products and shipping to concentration points economically located. Logical concentration points which have been recommended are Chicago, Ill.; Houston, Texas; Columbus, Ohio; Wheeling, West Va.; Lansing, Mich.; Syracuse, N. Y.; Portland, Ore. These concentration points are to be in charge of efficient sales agencies with well established reputations in the wool trade, who are completely divorced from buying or speculating in wool.

FROM THE FARMERS OF AMERICA TO THE STARVING PEOPLE IN EUROPE

Gift Corn Donated to Europe Through the American Farm Bureau Federation

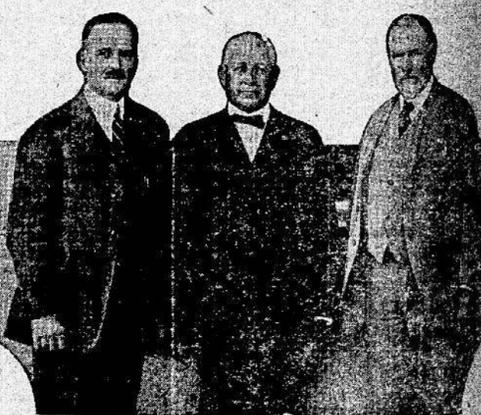
HERE is just a small portion of the first consignment of the Farm Bureau Federation for relief in Europe, lying stacked on a pier at the Army docks, Brooklyn, New York.



The good ship "GDANSK", her shipper and a part of her cargo of gift corn which the farmers of the United States sent to the children of starving Europe.

Captain Charles Boettger commanded the steamship "Gdansk" which carried the first consignment of gift corn donated for relief in Europe by the farmers of America, through the American Farm Bureau Federation, when she sailed from her pier at the Brooklyn Army docks, New York, the noon of May 5, 1921. Captain Boettger has been commanding since the signing of the Armistice, the steamship "Gdansk," of the Polish canal line is shown at her pier in the docks at Brooklyn, New York, a few days before she sailed at noon, May 5, the first shipment of the gift corn to people in Europe.

When the California Governor Joined



WHEN the farm bureau membership drive was put on in California, Governor Wm. D. Stephens was the first to join and the above photograph was snapped just after he signed. The Governor is in the middle, Dr. W. H. Walker, president of the California Farm Bureau Federation, at left, Fred Harvey, Farm Bureau Dairy Commissioner, at right.

The governor said: "Realism in agriculture is the basic industry of California and that every constructive movement for its betterment is a step toward the development of the entire state. We note with welcome relief the constructive and conservative force of rural awakening reaching from the school house across the county, state and nation, through such organizations as the California Farm Bureau Federation and the American Farm Bureau Federation.

Our national sales agency will have where hogs are really needed in the world market and we'll ship them there. We'll take the commission you fellows have been getting and split fifty-fifty with those who raise our pork."

Everybody goes to the Corner Restaurant for coffee.—Ad.