

MARKET DOPE IS ESSENTIAL

Accurate, Unbiased Reports Essential in Intelligent Marketing.

INVESTIGATE COSTS

Consumers Should Know Facts Concerning Available Supplies.

By HENRY C. WALLACE
Secretary of Agriculture.

The work of the department of agriculture in helping the farmer to solve his marketing problem does not stop when he has been shown the best forms of organizations for marketing farm products. These marketing organizations need information with regard to market conditions. In the case of perishable products such as fruits and vegetables, they need daily information from the principal markets in order to know how freely to ship so that there may be an adequate supply evenly distributed instead of gluts in some markets and scarcity in others.

Must Know World Conditions.

Information is needed, also, with regard to the less perishable products, even with regard to such products as wheat and wool which are recognized as commodities having a market that is world-wide and bring American farmers into competition with the farmers who are producing these products in the southern hemisphere and in Europe and in Asia. If farmers are to act intelligently in producing and selling these products it is very important that they have information with regard to the conditions of production and the supply available in all of these competing countries. They need, also, to be kept informed as to the rate of consumption of the various farm products in different parts of the world. The department of agriculture should furnish this information, both as to the supply and the demand. This information is important to farmers not simply at the time when the products are ready for the market but when the farmers are deciding what to produce. And it is equally important to the consuming public which needs a continuing supply at reasonable prices.

It is coming to be recognized that greater efficiency in getting the product from the farmer to the consumer is only one phase of the marketing problem and the problem of a fair price to the farmer. I believe it is coming to be recognized that if prices are to be satisfactory there must be a right adjustment of production to marketing conditions. This information, then, relating to the world's production and consumption which the department of agriculture should make available, is especially useful and necessary in aiding farmers to decide what to produce and what not to produce, or in what quantities given commodities should be produced in order that there may be an adequate supply, but not a destructive glut, which inevitably reacts upon production in a restrictive way that is usually harmful to both producer and consumer.

Should Investigate Marketing Costs.

And in its studies of the marketing of farm crops the department may very properly go a step further. It should make thorough inquiry into the costs of marketing at every stage from the time the crops leave the farm until they reach the consumer. It should turn on the light. If there are points along the way at which there is unnecessary waste, that should be made known. If there are men along the way who are taking too much toll for the service they render, that also should be made known. A plentiful supply of food at prices which are just to both producer and consumer is vital to our national welfare and it is a proper function of government to do what it can to insure it. An accurate estimate of the fair cost of marketing the products of our farms is a necessary preliminary to any real improvement in our marketing system. Only in the light of such knowledge can farmers determine what changes should be made and what part they should have in them. There has been too much guesswork in this matter of marketing. Many organizations have been formed when there was no need for them, and their failures have discouraged the formation of other organizations which were needed.

Such inquiry as the department may make into this matter of marketing costs should be with the sole purpose of getting at and making known the facts in order that improvements may be made and costs lessened, whether by existing agencies or by others which may follow them. Its marketing experts should approach such studies in exactly the same spirit that its scientific experts pursue their search for scientific truth. They must be free from preconceived notions and their inquiries should have nothing of the nature of persecuting investigations.

I have tried to make clear the market news service the department is glad to render to organizations of farmers, cooperative or otherwise. Let me make it equally clear that

ENGAGE BEE SPECIALIST

B. A. Slocum Will Be Apiarist Inspector—Do Extension Work in State

Cooperatively the extension service of the State College, S. B. Nelson, director, and the office of state entomologist—which includes the W. S. C. division of apiculture—have engaged B. A. Slocum, of the University of Wisconsin, as extension specialist in apiculture. Mr. Slocum will serve half time as apiarist inspector, this work being regulatory in character. The other half of his time will be devoted to extension work in behalf of the bee industry generally. Bees are increasing in Washington, says Director Nelson. In 1920 approximately eight thousand of the 66,000 farms in Washington has bees, this being an increase of 2,200 over the preceding year.

FARM PROFITS WILL BE MORE

Early Harvest, Bumper Crop and Bigger Net Returns Are Predicted

MAKE MONEY ON \$1 WHEAT

Labor and Seed Costs Less This Year; Co-op Bodies May Affect Prices

Wheat harvest in eastern Washington will be started before the middle of July and wheat growers will receive a larger profit this year than last, according to reports made from the wheat districts. Bumper crops, which are predicted in practically all districts, low labor and seed costs to farmers this year will contribute to the larger profit on wheat this season, growers state.

"Unquestionably the farmers will make a bigger profit this year than they have during the four preceding years and will find a lot more money in circulation this year," said William Huntley, Spokane banker and grower. "There is every indication that there will be a big crop this year. Labor costs for this year's crop are practically half of what they were last year. Seed wheat was also much cheaper. If the farmers sell at \$1 they will be prosperous."

Price of wheat this year will depend, to some extent, upon action to be taken by farmers' cooperative wheat marketing organizations, according to F. H. McKay, farm loan inspector of the Union Trust company Spokane.

"If the farmers sell at \$1 they will make a greater margin of profit than they have for four years," he stated. "Of course, we don't know what the price may be. That is dependent to a certain extent on what the farmers in the cooperative association are going to do."

"Labor costs have been one-half those of last year and seed wheat prices were very much below those of the preceding season. Machinery prices, however, did not decline much, and a certain amount of machinery has to be renewed each year."

"June is the critical month for wheat. A few days of hot winds could change everything. If the crop is big however, and the wheat sells in the region of \$1, the farmers will make more money than they have for years."

TIPS TO THE BEE KEEPERS

Leading Bee Men Contribute To Report of Conditions in the State

A manual of beekeeping in Washington entitled "The First Annual Report of the State College division of Apiculture," and contributed to by the leading beekeepers in the state, has just been printed by the State College and is being distributed to prospective and veteran beekeepers at a charge covering the cost of printing and distribution, amounting to 40 cents per copy.

Dr. A. L. Melander, entomologist, edited the manual, and contributed largely to its printed text. The booklet contains fifty chapter headings in its 120 pages, and amounts to a working manual on beekeeping adapted to conditions of the Pacific Northwest.

Among the contributors to the bulletin are A. L. Giroux, Olalla; George W. York, Spokane; G. A. Gillette, Hoquiam; Harriet A. Sater, Potlatch; C. W. Tucker, Oak Point; H. A. Scullen, Oregon; Stephen J. Harmeling, Vashon; H. B. Terrill, Kennewick; C. H. Junge, Everett; C. M. Christiansen, College Place; J. O. Wallace, Chelalis; H. N. Paul, Mabton; J. C. Balch, Ferndale; W. L. Cox, Elam; Fred Mandery, Tenino; Virgil Sires, Yakima; J. B. Espy, White Swan; George W. B. Sexton, Harwood; Henry L. Hart, Yakima; J. B. Ramage, Yakima; E. B. Starkey, Prosser; Vina L. Tranter, Touchet; D. F. Ford, Seattle; Etta H. Handy, dietician, State College; Lella W. Hunt, division of foods and nutrition, State College.

the same sort of service will be rendered with the same good will to everyone who has anything to do with marketing our crops and who is striving to improve his marketing methods. It is the purpose of the department to do everything it can to improve our marketing system to the end that both producer and consumer may receive better service at less cost, and its services are available to everyone who is interested in this matter.

PLAN FINANCE FOR FARMERS; CROP CONDITIONS ARE GOOD

Congressional Bill Would Approropriate \$50,000 For Low-Rate Loans

MARKETS FAIRLY STEADY

Good New Wheat Price Predicted—Crop Conditions Generally Favorable

Plans for financial relief of farmers have occupied a center place of attention in certain circles during the last weeks. It has been recognized at the national capital that deflation of farm prices has been too rapid to assure stability for the farmer and methods of reviving farming and trade generally have been features of recent activities. It is intended that farm products shall be given an opportunity to re-inflate to a certain extent to restore them to a plane more nearly on a level with other commodities.

Legislation is pending in congress for a \$50,000,000 loan to farmers through the federal farm loan banks at interest not to exceed 5 1/2 per cent. Another measure proposed is that the United States appropriate \$100,000,000 of federal funds to further export trade in farm products.

Buyers have been more in evidence at buying centers during the last week reports state, but operations have been mainly confined to immediate or nearby requirements and have not been of sufficient magnitude to prevent a further increase of idle machinery in some industries.

The first half of 1921 business year is nearly completed and merchants are preparing for semi-annual inventories and other accountings. It is believed that many of these will reveal many businesses, with more than a year of readjustment with steadily falling prices, have come to the point where some revival along conservative lines may be seen in the immediate future, even though the hoped-for general recovery is still deferred.

Food Prices Down

Retail prices of foods showed a decline of 4.8 per cent during the month of May, as compared with prevailing prices during April, according to statistics of the department of labor. General wholesale prices, including farm products, food, building materials, metals, house furnishing and miscellaneous commodities, declined approximately two per cent during the month the department report shows.

The decline from the peak of prices of May, 1919, amounted to 33 per cent in retail prices and 44 1/2 per cent in general wholesale prices, the report shows. This wholesale price drop is shown to include a 5 1/2 per cent decline in manufactured food products and a 52 per cent reduction in prices of farm products, according to the report.

Between April 15 and May 15 there was a drop of 24 per cent in the retail price of butter; 16 per cent in the retail price of cheese; 13 per cent in that of sugar; and nine per cent in the retail price of lard.

Wheat Erratic

Wheat prices have been anything but steady during the last week. Opening strong and practically unchanged from the close of the previous week, the quotations had a wide variation during the week. Closing quotations were slightly below those of the week before. The market is believed to continue as a good trading one, with big swings in either direction predicted.

Fairly good prices for the new crops are predicted in view of the fact that there will be very little carryover of last year's wheat on July 1. Practically all of the carryover will be in hands of those who grew it, reports state. A year ago the July 1 carryover was 150,000,000 bushels. This has been absorbed with the 1920 crop, experts assert. This, coupled with the fact that both Russia and India will be importers rather than exporters this year, lays the foundation for a good price this season.

Crop Conditions Good

The reports of the conditions of crops for the past week have been almost universally favorable. It turned somewhat cooler during the week, which was very timely for the wheat, as it was beginning to burn on light soils. Two or more good showers benefited it materially, but a few localities are said to have escaped the rain and consequently suffered slightly.

Winter wheat is headed out and oats are reported to be in good condition. Corn and potatoes have continued to make satisfactory progress, although the corn growth has been somewhat slow with the cool weather of last week.

Pastures are reported in good shape, with the range in the woods offering better feed than usual. Alfalfa cutting has already been well started, with the real early harvest already stacked in some localities. Sugar beets are reported in good condition.

Garden and field vegetables are growing well. Strawberry harvest is going on rapidly and in some localities the berries need rain. Early cherries are being picked, but the crop is said to be below normal in quantity.

Stock Market Steady

Trading in cattle and livestock was fairly good during the week at the Spokane Union stockyards. The run of offerings was of medium class, with the demand for stockers and feeders nearing a low ebb. Prices for them remain high as compared with fat cattle values. Another month will find thin steer prices on a lower basis unless the entire cattle market advances, an

event not at all probable, dealers believe. The real demand is centering upon light steers of quality.

The outlook for cattle prices remains much the same. Fed steers are slated to advance somewhat, while grass cattle will decline, butcher cows and heifers will lose their seasonal strength and veal calves will work into higher ground, dealers assert.

Receipts of the week at the Spokane Union stockyards were: Cattle and calves, 1637; hogs, 629; sheep, 2383.

Shippers of the week were: G. J. Egbert, Marlin; L. M. Kitley, Julietta, Idaho; J. W. Snooks, Silver Bow, Mont.; Milton Sanders, Kamiah, Idaho; Claude Smith, La Crosse; Frank Marshall, Creston; A. P. Conrad, Davenport; Joseph Grainger, Dixon, Mont.; R. R. Rankin, Coulee City; George Holbrook, Peck, Idaho; E. S. Ewert, Fenn, Idaho; A. V. McCarty, Lewiston, Idaho; W. J. Greer, Peck, Idaho; E. S. Sweet, Grangeville, Idaho; F. M. Rothrock, Kittitas; C. H. Priest Pomeroy; Charles Wolf, Mount Vernon; J. S. Davey, Deer Lodge, Mont.; Vance Danfield, Wilbur; H. F. Tipton, Almira; L. C. Farmer, Lewiston, Idaho; B. C. Gregory, Addy; Ike Brady, Meyers Falls; and C. B. Pendle, Sprague.

Grain Quotations

Ranges of wheat quotations during the week were as follows: Chicago cash market—No. 1 hard, \$1.51 1/2 @ 1.54 1/4; No. 2 hard, \$1.42 1/2 @ 1.66 1/2; No. 2 red, \$1.40 1/4 @ 1.58; No. 1 mixed, \$1.40 @ 1.44 1/2.

Inland Empire cash quotations—at Walla Walla, \$1.10 @ 1.15; at Pomeroy, \$1.00 @ 1.15; at Odessa, \$1.08; at Ritzville, \$1.10 @ 1.22.

Closing wheat prices at Seattle last week were as follows: Hard white, soft white and white club, \$1.32; hard red winter, soft red winter, northern spring and eastern red Walla, \$1.30; Big Bend Bluestem, \$1.35.

Quotations on future wheat deliveries ranged as follows: July, \$1.27 1/2 @ 1.43 1/2; September, \$1.21 1/2 @ 1.29 1/4.

Livestock Quotations

Following are the closing livestock quotations of last week at the Spokane Union stockyards:

Cattle—Prime steers, \$7.00 @ 7.50; good to choice steers, \$6.50 @ 7.00; medium to good steers, \$5.50 @ 6.50; fair to medium steers, \$5.00 @ 5.50; common to fair steers, \$4.50 @ 5.00; choice cows and heifers, \$6.00 @ 6.50; good to choice cows and heifers, \$5.00 @ 6.00; medium to good cows and heifers, \$4 @ 5.00; fair to medium cows and heifers, \$3.50 @ 4.00; canners, \$2.25 @ 3.50; bulls, 3.00 @ 5.00; light veal calves, \$9 @ 10; heavy veal calves, \$5.00 @ 9.00; stockers and feeders, \$4.50 @ 6.00.

Hogs—Prime mixed \$9.00 @ 9.35; medium, 8.50 @ 9.00; heavies, \$7.00 @ 8.50; fat pigs, \$7.00 @ 8.00; stockers and feeders, \$8.00 @ 9.00.

Sheep—Prime lambs, \$6.50 @ 7.50; fair to medium, \$5.50 @ 6.50; yearlings, \$5.00 @ 5.50; wethers, 4.00 @ 4.50; mutton ewes, \$2.00 @ 4.00.

Produce

Following are produce prices quoted to growers at Spokane:

Hogs and Veal—Country dressed hogs, 125 to 175 lbs., 14 @ 15c lb; fancy veal, 90 to 125 lbs., 17 @ 18c lb.

Live Poultry—Hens, fat and over 4 lbs, 19c lb; hens, fat, 2 to 4 lbs, 17c; broilers 1 1/2 lbs. and over, 25c lb.; springers, 20c lb; if staggy, 17c lb.; young roosters, 17c lb; old roosters, 8c lb; ducks, young, 25c lb; geese 18 @ 22c lb; Belgian hares, 10c lb.

Dressed Poultry—Hens, plump and fresh, 22c lb.; young toms and hen turkeys, 30 @ 35c lb; fat geese, 21c lb; fat ducks, 30c lb.

Ranch Butter—15c lb. Butterfat—30c lb. Eggs—Good fresh ranch eggs, \$6 @ 6.50.

Hides—No. 1 green cows and steers, 3c; green salted cows and steers, 4c lb.; No. 1 bulls and stags, green, 2c lb.

HORSE KEEP COSTS \$93

Figures Compiled Show Expense of Horse Power on the Farm

The average farmer in Washington pays less than \$10 a month for boarding and rooming each horse for a year, according to figures prepared by R. N. Miller, extension farm management demonstrator of the State College. These figures are based on exact cost accounting studies, which show that the feed used varies with the kind, size and work the animal does.

Averages show that it takes about 2,650 pounds of grain and 3,400 pounds of hay for the ordinary work horse. There is another item of pasture to be figured, but pasture is often on waste land and not considered valuable. With interest at 4 per cent, the pasture averaged \$29.40 a year for horses under working conditions.

Using the above figures as a guide, it is not difficult to approximate the "keep" of a horse. With grain at \$40 a ton, the grain bill would be \$53 and hay at \$18 a ton, the hay bill would be \$30.60, making a total cost of credit, hay and pasture of \$119. As a credit we have the work the horse does, plus the value of manure. Manure is valuable and the ordinary horse produces between 1,200 and 1,400 pounds a month, which at \$2 a ton is worth about \$26. The feed cost, less the value of the manure, leaves a total expense of \$93.

Since the average farm horse works less than 100 days a year, the daily expense, exclusive of shelter, depreciation, taxes, etc., would be approximately \$1, or 10 cents an hour for the work done on the farm.

"Our country has never failed to measure up to the demands presented to it in the behalf of humanity, and it never will. When it ceases to meet these drafts it will no longer be our country; it will be, if that time ever comes, the wretched and decaying memorial of another civilization that has crumbled, of another ambition for man's happiness that has somehow gone awry."

President Harding, in his Memorial Day address at the Arlington Cemetery.

CHAUTAUQUA AT COEUR D'ALENE

Chautauqua at Coeur d'Alene Mary Adel Hays' Grand Opera Singers June 15th, afternoon and evening.

Hon. Henry T. Rainey, June 11, Coeur d'Alene Chautauqua.

Concerts by Lowell Patton Co.; Readings, Winifred Windus; lecture, E. B. Fish Sunday, June 12, Coeur d'Alene Chautauqua.

June 13—Coeur d'Alene Chautauqua, Keighley New York Players, comedy; Chief Strongheart.

June 14—Coeur d'Alene Chautauqua, Alexander Trio; Dr. E. L. House.

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