



German Farm Women Returning From Market. (Courtesy of J. O. Cunningham.)

Co-Operative Farm Products Marketing

How It Is Done in Europe and May Be Done in America to the Profit of Both Farmer and Consumer

By MATTHEW B. DUDGEON.

CO-OPERATIVE GERMANY.

Berlin, Germany.—The German farmer calls upon co-operation to sell him his supplies. He asks it to market his eggs and his butter. It distills alcohol out of his potatoes and makes wine for him out of his fruit. Everywhere in Germany you will find co-operative elevators and warehouses for storing grain, co-operative societies for improving the breed of live stock, co-operative banks for furnishing loans to members, co-operative insurance companies for insuring against every imaginable damage. Co-operative societies are formed to meet the needs of agriculture at every turn—producing the raw material, converting the raw material into salable form, and placing the finished product upon the market.

"Agricultural co-operative societies have become so numerous in Germany as almost to jostle one another. There are at the present time more than 25,000 of them." These are the words of Henry Wolff, the great authority upon agricultural co-operation, and we have found his statement true. These 25,000 societies have nearly two and a half million members. Over half of these societies are credit associations, which have a working capital of over \$400,000,000. Moreover, the number of societies and the number of members are constantly increasing. The German farmer who in his way is an individualist and as independent as is the American farmer, has learned that co-operation is his salvation and he believes in allying himself with his neighbors for the common economic defense.

How German Farmer Co-operates.
Everything the German farmer does he does co-operatively. If he wishes to purchase a farm he gets a 50 or 60 year loan from a Landchaften bank. When he finds it necessary to buy implements or live stock, or seeds, he uses money borrowed from a co-operative credit society, making short time loans. He gets his equipment of a co-operative store which furnishes him a guaranteed article at the lowest possible price. For when co-operation sells to the farmer, everything from garden seeds to threshing machines is guaranteed. If he wishes to insure his property he goes to a co-operative insurance company, which will insure his crops against loss by hail or wind; another co-operative insurance agency insures his house against fire, while another insures his live stock against sickness, accident, or legal destruction, following the discovery of tuberculosis or other contagious disease. His stock cattle come to him from a co-operative breeding farm. From co-operative associations he gets his scientific instructions as to the care of his cattle, as to the best feeds, as to the cure of animal diseases, as to the valuation of crops, as to fertilizers. His milk and cream he takes to a co-operative creamery, from which it is sold co-operatively. His very hens lay co-operative eggs which within an hour after they are laid may bear the stamp of a co-operative organization.

Even the farmer's wife has a tendency toward co-operation and is alive to its advantages as is the farmer himself. Everywhere we find the women intelligent and conducting their domestic affairs as scientifically as do the men their farms.

Water Supply Companies.
One form in which co-operation has evinced its efficiency in Germany is a rather unique one, and is one which is at least in some parts of the United States is worthy of careful study by American farmers. Scattered throughout Germany there are many co-operative societies for supplying water to its members. There are in the province of Hanover alone, for example, 35 such companies. Whether the community has been large or small, these supply companies have generally succeeded.

The advantages of co-operation in attacking the problem of water supply have been thus summarized: By co-operation a sufficient sum of money can be raised to enable a source of water to be tapped, unquestionable as to purity, softness and quality. 2. Co-

audit which leads to good accounting systems and good business methods. The central office serves as a bureau of information and advice. In case of marketing the central society, by reason of its size and financial resources, gets into markets which would be altogether inaccessible to the little local concern. Without centralization German co-operation would be much less effective than it is.

Increased quantity. As elsewhere, co-operation has not only enabled the farmer to make the most out of what he produces, but has increased the quantity and improved the quality of the product itself. This has been true in every line where co-operative organizations have become active. The results in dairying are fairly representative. In Brandenburg tests were made in 1908 which covered the production of over 1,000 cows. The average yield of milk per cow was found to be 2,661 kilograms, producing 95 kilograms of butter, and netting a profit of 108.06 marks per cow. In 1910 the average yield had increased to 2,855 kilograms of milk, producing 101 kilograms of butter, and netting 132.65 marks profit for each cow, an increase of 24.59 marks per cow, a matter of \$5,000 on the 1,000 cows.

German Co-operation Democratic. German co-operation is, to paraphrase the recognized formula for democracy "of the members, by the members, and for the members." No body thinks of a German co-operative society as organized for the purpose of declaring dividends. The returns that those who hold shares receive is a five or six per cent. profit. If a creamery, for example, finds itself with undivided profits it does not distribute them to the members in proportion to the shares they hold, but to the members who as patrons bring in the milk and cream, and they go to them in proportion to the quantity and quality furnished by each. These profits constitute as it were an additional price, which the patrons receive for their product. All, too, are managed upon the "one man one vote" plan. The member who holds only one share and brings in the milk of only one cow has the same voting power as the farmer with a thousand shares and a thousand cows. Co-operation is most emphatically democratic.

Good Quality and Good Business. German co-operators themselves ascribe the success of their societies largely to good quality and good business methods. The societies pride themselves upon the fact that their output is better than that of privately owned plants. Their goods are in demand, they say, not because they are co-operative goods, but because they are good goods. The societies almost without exception have required that managers shall be skilled men with both experience and training. These positions pay good salaries, and candidates spend time and money qualifying themselves to hold them. As a result these concerns are most businesslike in every particular. The plants are efficient, the employees competent, and most excellent accounting systems are in vogue.

Co-operative Credit.
It is noticeable that in Germany there are more co-operative credit societies than marketing societies. Moreover, the average German enthusiast

will tell you that co-operation naturally begins with co-operative credit, rather than with co-operative marketing. It does not necessarily follow, however, that in America co-operative credit associations should precede co-operative marketing. Conditions in Germany differ greatly from those in the United States.

In the first place, the privately owned banking houses of Germany did not serve the German farmer even as adequately as the American banker is now serving the American farmer. In the second place, marketing in Germany presents practically none of the difficulties encountered in America. Germany has by high tariffs forced the consumer to depend upon domestic production. The local demand for almost every farm product exceeds the supply. As a result there are two buyers demanding butter, for example, when only enough butter for one is available.

There are no long hauls, as in America, no long distance commission business. The producer more nearly meets the consumer face to face and gets his price. German marketing as compared to American is direct, simple, and free from complexities.

We must take the counsel of the German who ranks co-operative credit as more important than co-operative marketing with caution, since he has dealt with reversed conditions. We are firmly convinced, after a careful survey, that at least in America, the more prosperous scheme of co-operative marketing is more important than co-operative credit.

day. He again wishes to see the place where he spent his boyhood and will be absent for a few months. Ole will leave New York for Bergen, Norway, next Tuesday, April 14, on steamer "Bergen fjord." Here's good luck on your journey, Ole.—Raymond News.

Paving Way for Non-Partisan.
The present indications are that the two surviving candidates will be Lee and Hammond. When the November election is over party lines will be so shattered that the way will be open for the extension of the non-partisan primary to include the governor and all state officials.—Buffalo Lake News.

The Abysmal Brute

By JACK LONDON

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CHAPTER VI.

THE abysmal brute! It certainly must be worth seeing. From what she read of him she guessed that he was a man monster, profoundly stupid and with the silliness and ferocity of a jungle beast.

True, his published photographs did not show all that, but they did show the hugeness of brawn that might be expected to go with it. And so, accompanied by a staff photographer, she went out to the training quarters at the Cliff House at the hour appointed by Stubener. The man she was to see was having trouble. Pat was rebellious. He sat, one big leg dangling over the side of the armchair and Shakespeare's "Sonnets" face downward on his knee, orating against the new woman.

"What do they want to come butting into the game for?" he demanded. "It's not their place. What do they know about it anyway? The men are not enough as it is. I'm not a holy show. This woman's coming here to make me one. I never have stood for women around the training quarters, and I don't care if she is a reporter." "But she's not an ordinary reporter," Stubener interposed. "You've heard of the Sangsters, the millionaires?"

"Well, she's one of them. She's high society and all that stuff. She could be running such the Billionaire crowd now if she wanted to instead of working for wages. Her old man's worth \$50,000,000 if he's worth a cent." "Then what's she working on a paper for—keeping some poor devil out of a job?"

"She and the old man fell out, had a tiff or something, about the time he tried to clean up San Francisco. She quit, that's all—left home and got a job. And let me tell you one thing, Pat. She can outlast any sissy English. There isn't a pun pusher on the coast can touch her when she gets going."

Pat began to show interest, and Stubener hurried on. "She writes poetry, too, the regular ladedad stuff, just like you, only I guess hers is better, because she published a whole book of it once. And she writes up the shows. She interviews every big actor that hits this burg."

"I've seen her name in the papers," Pat commented. "Sure you have. And you're honored, Pat, by her coming to interview you. It won't bother you any. I'll stick right by and give her most of the dope myself. You know I've always done that."

Pat looked his gratitude. "And another thing, Pat, don't forget you've got to put up with this interviewing. It's part of your business. It's big advertising, and it comes free. We can't buy it. It interests people, draws the crowds, and it's crowds that pile up the gate receipts."

He stopped and listened, then looked at his watch. "I think that's her now. I'll go and get her and bring her in. I'll tip it off to her, but cut it short, you know, and it won't take long." He turned in the doorway. "And be decent, Pat. Don't shut up like a clam. Talk a bit to her when she asks you questions."

the way he devoured her with his eyes was disconcerting. He stared at her as if in a trance, while his cheeks flushed even more redly. Stubener by this time had fetched a chair for her, and Glendon automatically sank down into it. "He's in fine shape, Miss Sangster. In fine shape," the manager was saying. "That's right, isn't it, Pat? Never felt better in your life!" Glendon was bothered by this. His brows contracted in a troubled way, and he made no reply. "I've wanted to meet you for a long time, Mr. Glendon," Miss Sangster



"I'll have it back, please, Mr. Glendon," she said.

said. "I never interviewed a pugilist before, so if I don't go about it expertly you'll forgive me, I am sure." "Maybe you'd better start in by saying him in action," was the manager's suggestion. "While he's getting into his fighting togs I can tell you a lot about him—fresh stuff too. We'll call in Walsh, Pat, and go a couple of rounds."

"We'll do nothing of the sort," Glendon growled roughly, in just the way an abysmal brute should. "Go ahead with the interview." The business went ahead unobtrusively. Stubener did most of the talking and suggesting, which was sufficient to irritate Maud Sangster, while Pat volunteered nothing.

She studied his fine countenance, the eyes clear blue and wide apart, the well modeled, almost aquiline, nose, the firm, chaste lips that were sweet in a masculine way in their curl at the corners and that gave no hint of any silliness. It was a baffling personality, she concluded, if what the papers said of him was so. In vain she sought for earmarks of the brute. And in vain she attempted to establish contacts.

"One thing, she knew too little about the man and the ring, and whenever she opened up a lead it was promptly snatched away by the information posing Stubener. "It must be most interesting, this life of a pugilist," she said once, adding with a sigh: "I wish I knew more about it. Tell me, why do you fight? Oh, aside from money reasons." (This latter to forestall Stubener.) "Do you enjoy fighting? Are you stirred by it, by pitting yourself against other men? I hardly know how to express what I mean, so you must be patient with me."

Pat and Stubener began speaking together, but for once Pat bore his manager down. "I didn't care for it at first!" "You see, it was too dead easy for him," Stubener interrupted. "But later," Pat went on, "when I encountered the better fighters, the real big, clever ones, where I was more."

"On your mettle," she suggested. "Yes, that's it; more on my mettle. I found I did care for it—a great deal. In fact. But still it's not so absorbing to me as it might be. You see, while each battle is a sort of problem which I must work out with my wits and muscle, yet to me the issue is never in doubt." "He's never had a fight go to a decision," Stubener proclaimed. "He's won every battle by the knockout route."

"And it's this certainty of the outcome that robs it of what I imagine must be its finest thrills," Pat concluded. "Maybe you'll get some of them thrills when you go up against Jim Hanford," said the manager. Pat smiled, but did not speak. "Tell me some more," she urged—"more about the way you feel when you are fighting." "That amazed his manager, Miss Sangster and himself by blurring out: "It seems to me I don't want to talk with you on such things. It's as if there are things more important for you and me to talk about." He stopped abruptly, aware of what he was saying, but unaware of why he was saying it. "Yes," she cried eagerly. "That's it. That is what makes a good interview—the real personality, you know." But Pat remained tongue tied, and Stubener wandered away on a statistical comparison of his champion's weights, measurements, and expansions with those of Sandow, the Terrible Turk, Jeffries, and the other modern strong men. This was of little interest to Maud Sangster, and she showed that she was bored. Her eyes

OF INTEREST TO SCANDINAVIANS

News Gathered in the Fatherland and Elsewhere.

REASONS FOR MORE DEFENSES

Situation in Sweden Clearly Set Forth in Article by Swedish Writer—Official Announcement Made at Christiania of the Postponement of Amundsen's Proposed Trip to North Pole—Europe's Most Distinguished Rulers to Visit Denmark This Year.

SWEDEN. The more mature comment of the extraordinary situation in Sweden growing out of fear of Russian aggression is represented fairly by an article in La Revue by a Swedish writer, a translation of which appears in the last issue of the American Review of Reviews and reads in part as follows: "We do not doubt the good will of the czar of Russia to preserve the peace with us. We do not believe that Russia harbors any aggressive intentions toward us, but that guarantee is of little value if feeling toward us may not change. There is also great danger that Sweden may be drawn into a European conflict—when not only Russia but other powers might attempt to occupy strategic points on Swedish territory. It is against these two great dangers that Sweden intends to defend itself. The movement towards greater means of defense dates further back than the election of 1911. It had its beginning in the Finnish question. We do not wish to enter into the motives of Russian policy in Finland and we will go so far as to say that it is Russia's business—although we have the greatest sympathy for the country to which years ago Sweden gave her civilization and culture. Strategic measures were possibly the reason for massing in Finland such formidable armaments—to prevent, if need be, Germany from landing its troops there and making its way to St. Petersburg. Be that as it may, the display of such military activity in the proximity of the Swedish coast was not calculated to preserve Sweden's peace of mind. We will only recall in passing the fact that Russia is suspected of the intention of expanding towards the North Atlantic through Sweden and Norway. We doubt it. Russia would hardly find it an advantage to pursue such a policy of expansion at the risk of making enemies of Sweden and Norway, who could call to arms 665,000 men between them. Count Reventlow, the German military writer, said recently: 'Russia, in its endeavor to expand toward the ocean, will have to submit to the law of greatest resistance. Russia will have to stop when she finds resistance so well organized and so dangerous.' And Count Reventlow's opinion is one more reason for pursuing our policy of greater defense. But the strongest reason and argument for the policy is the danger, not to say certainty, of Sweden being drawn against her will into a European conflict, if she is not strong enough to resist any attempt at violating her territory. The attempt may be made, not so much, perhaps, to attain strategic points for military operations, as to draw Sweden into a conflict which would result in Sweden becoming the ransom of peace."

King Gustave passed successfully through an operation for an ulcer of the stomach April 10. Latest bulletins state that the king is resting easy and doing very satisfactorily. The operation was performed by Professor Wilhelm Fiolner, the specialist, who was called from Heidelberg university. The queen of Sweden, the crown prince and crown princess, Prince Eugen, the prime minister, the foreign minister and the marshal of the kingdom were present at the Sofia hospital during the operation. Crown Prince Gustavus Adolphus is acting as regent.

The third automobile factory in Sweden will soon be started in Stockholm. A capital of one and a half million crowns has been subscribed by some of the foremost financiers. Among others mentioned as interested in the factory are Civil Engineer Skanberg and Eric Swartz. The Belgian automobile constructor, Vivinus, has been engaged to superintend the factory and the new machines are expected to be placed on the market this fall.

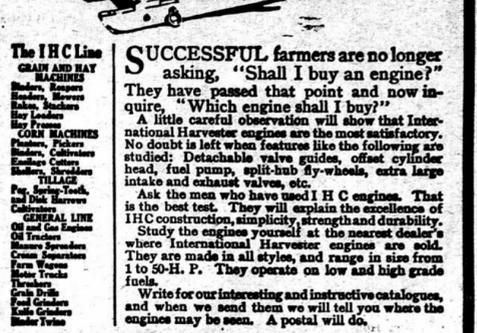
Dr. Sven Hedén has published his "Second Warning," dealing with the nation's defense and not less than 1,000,000 copies have already been circulated throughout the country. The warning is couched in fervent, stirring and patriotic language and may well be regarded a literary gem.

About 60 per cent of the public school teachers of Stockholm sent a telegram to the king encouraging him in his efforts to strengthen the defense of the country and wishing him success in his work.

Official announcement was made in Christiania of the postponement for

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a year of Captain Roald Amundsen's expedition to the North polar region. The Fram has been recalled to Christiania and explorers are inclined to believe that the plans for the expedition will never be carried out, because of the apparent impossibility of raising the extra \$200,000 needed. Since Peary reached the North pole and Amundsen the South pole public interest in polar explorations appears to have cooled off considerably. Captain Amundsen is bitterly disappointed at the delay, as he had made careful arrangements for the expedition. He will ask the Norwegian storting, in view of the extraordinary predicament of the expedition, to make a grant of the necessary money to keep it alive, but owing to the heavy state budget it is doubtful whether he can procure the appropriation. If his appeal to the government fails the captain declared the expedition will be given up. Inability of the Fram to complete the trip around Cape Horn in time to leave San Francisco July 1 really is responsible for the postponement. The slow progress of the Fram made this early start impossible, as Captain Amundsen considered that good judgment dictates a year's postponement. The Fram has therefore been ordered back to Norway, where she will be thoroughly overhauled.

Newspaper dispatches state that Halvard T. Askeland of Minneapolis who went to Norway last December to be private secretary to the new American minister, Albert Schmedeman of Madison, Wis., found he had no position when he arrived in Christiania. Dispatches further state that Schmedeman has refused to put Askeland on the payroll, though there is a difference of opinion regarding the motive for this act. One report is that Schmedeman employed Askeland while he was of the opinion that the United States government paid the salary of private secretary, confusing "private secretary" with the "secretary of the legation," that when he reached Christiania he found there was no fund to pay a private secretary and he decided he could not afford to pay a private secretary out of his own salary. Friends close to Askeland declare that Schmedeman made the deal with Askeland with full knowledge that the minister would have to pay his private secretary; that Schmedeman cannot speak Norwegian and thought he would need a private secretary that could speak the language; that he found when he arrived in Christiania that nearly every body with whom he had official dealings spoke English and that he would not need a Norwegian speaking secretary.

THAW REMAINS IN CUSTODY
Secures Writ of Habeas Corpus, but Case Will Be Appealed.
Concord, N. H., April 15.—The demand for a writ of habeas corpus by Harry K. Thaw, fugitive from Mattawan, N. Y., was upheld by Judge Edgar W. Aldrich.
The court made no formal order to discharge the prisoner, but will give New York state ample time to perfect its appeal to the United States supreme court.

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