

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 S. DUDGEON

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Teaching Danish Agricultural Students How to Handle a Horse.

A CO-OPERATIVE BACON FACTORY

Frederikssund, Denmark.—We take off our hats to the Danish packing house and its product. Here a most efficient packing house takes a high grade pig and manufactures him into the best bacon on earth. If Denmark or Cudahy or Morris were here he would be compelled to join us in our salutation of the packing house of Denmark. Here is the last word in efficient scientific treatment of the dead porker.

But in Denmark they demand more than that scientific treatment in the packing house. The Danish theory is that to produce good bacon you must go back into the history of the pig. Here is the last word in efficient scientific treatment of the dead porker. But in Denmark they demand more than that scientific treatment in the packing house. The Danish theory is that to produce good bacon you must go back into the history of the pig. Here is the last word in efficient scientific treatment of the dead porker.

Organized Without Money. This is the way in which it is done. The bacon factory here at Frederikssund is owned by 3,000 farmers who are big farmers and little farmers among them. Some of them own only five acres, and others have hundreds of acres. Some contribute only one or two hogs per year, while others send theirs in by the hundred. Strange to say, while the factory now represents a very lively history here and while the farmers who own it have in the aggregate great wealth, the plant was established without the smallest investment of one dollar. There was no capital paid in and there were no bonds issued. A large number of farmers simply got together, organized, elected officers and directors, and these officers shared in their behalf, borrow sufficient capital at the bank to erect the plant and start the business. And the history of the factory is the history of the world; well knowing also that under proper management a bacon factory can itself one day become a profitable business. The loan was obtained with the understanding that repayments should be made out of the earnings of the plant. The first year, and although the financial interests which the different members have in the concern vary largely, it is one man one vote to matter who he may be, the owner of a small farm or of a large farm. The man who delivers one pig per year has the same voting power as the man who delivers twenty piglets. The annual meeting elects a board of directors. These directors meet four meetings per year. The directors employ the superintendent and manager.

High Grade Manager. This concern is a close-knit, money-making farmers, but they do not run this business on any narrow gauge plan. They know that incompetence does not pay. They want good results and so employ the best superintendent and manager that money can secure. His name is Frederick L. Sleek. He is an educated, widely read, man, traveled, scientifically trained, and a man who understands farming from the inside. He knows all about pigs from breeding to eating. He has studied every known process of transforming a live pig into the finest bacon. He knows all about the by-products, he knows the uses of each of the parts of the pig, he has introduced all the latest scientific devices. He is in the broadest sense, a competent, efficient, high price manager. Although for some twenty or thirty

years operation has been in successful operation in Denmark, no co-operative society can count upon the absence of rivalry and competition from private dealers. Earlier in the game more than one co-operative society was sadly hindered in being able in its efforts to purchase the products of the pig. It is hard indeed for the farmer to realize that he should accept \$10 per hundred for his pigs from a co-operative society while the outside dealer is offering him \$11 per hundred. The private dealers here played the game that they are playing in America. Whenever a co-operative society has started doing business the private dealer at once retired. Here in America the farmers sometimes abandoned the co-operative society and sold to the highest bidder. Occasionally the co-operative concern was pushed to the wall and went out of business. Here in America the private dealer immediately dropped his price and the farmer was where he was before getting whatever price the dealers agreed upon among themselves.

It did not take the organizers of the co-operative movement long to realize that this could not go on. Consequently, when a new organization started the matter is fully explained to the prospective members. They are told that unless they expect to give unlimited loyalty to the co-operative society, they are not to be admitted. It is fully explained to them that the high prices which may be offered can only be temporary. The co-operative movement demands that the co-operative concern be organized and be loyal to the co-operative concern. The Danish farmers do not hesitate to enter into a contract to deliver all their produce to the local co-operative society. They are under absolute agreement to deliver pigs to no other dealer, although any member may of course use such goods as he wishes for his own use. Here is the contract:

"We, the undersigned hereby pledge ourselves to deliver to the co-operative concern all the pigs we are able to produce, and to establish, as the pigs of weight between 150 and 200 pounds, which we may produce for sale. Such pigs will be delivered to the co-operative concern at the price of \$10 per hundred, and the co-operative concern shall receive the same amount in payment of such delivered weight as may be realized. The co-operative concern shall be responsible for the expenses incurred in the organization of the society and the annual installments on loan for building and plant. The co-operative concern shall, year after year, together with current working expenses."

If a member delivers pigs to any dealer other than the co-operative concern, he is liable to a fine of \$100. If a member delivers pigs to any dealer other than the co-operative concern, he is liable to a fine of \$100. If a member delivers pigs to any dealer other than the co-operative concern, he is liable to a fine of \$100.

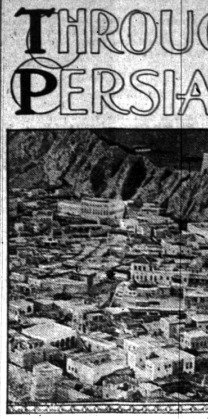
story a particle of material that comes to. Some one has said that the only thing we have not been able to make out of it is the question of the pig. For example, we manufacture bone meal for chicken feed. We turn the blood into a special quality of fertilizer, most of which is shipped to Germany and Holland and used largely upon their famous tulip beds. We burn nothing. Most of the offal goes back to the farms of this region as manure. There is no more profitable use for it. The very water with which we wash out our slaughter rooms is used as a fertilizer.

Each Friday we send out quotations of prices which will prevail during the coming week. About one-half of our output, however, is in advance on standing orders from England. They direct us to send them so many hundred pounds at the ruling price. These orders are given in such a way that we will fix a fair market price upon what we send them. With these who want good bacon, however, it is not so much the question of price as a question of quality, and it is because of our quality that we have these standing orders.

Fixing Prices. Each of the factories has a local price-fixing committee, consisting of the president of the local society, a well-known farmer who is not a director of the society and one member of the factory. The manager of course, produces the latest market reports, telegrams and all other information available as to the ruling prices of previous shipments, the state of the market and its trend whether up or down. After providing for a small profit, the price is fixed. The manager is allowed a quarter of a cent per pound for working expense the committee decides upon the prices which should be paid to the farmer. The price is then sent to the general district committee. The district committee of the Federation of Bacon Factories meets once a month, and the price which is set for the coming week. This general committee first learns the views of all the local factory committees, and then the price is set. The prices according to their recommendations; that is to say, if five local committees recommend 45 cents per hundred, the district committee sets it at 45.

It Pays the Farmer. "We are now paying a little over fifteen dollars per hundred weight. Other co-operative societies set a price, but with the private dealer the first return is all the farmer will ever get for his pigs. Each year we pay aside some money for the farmer and something to pay off what we borrowed at the bank. After we have done this we declare an annual dividend. Each farmer gets \$12.50 to \$15.00 on each hog that has been delivered to us. You see also that at the end of the ten years' period each farmer has a share in the establishment here, which may be termed an additional price for his pigs. Under our system each farmer has an interest in the plant. The price is finally paid for, in proportion to the number of pounds of pork which he has delivered to us during all these years. To the farmer, the average amount, which has been laid aside and invested in this plant, is about twenty-five dollars per member. We are not the only co-operative concern to issue a certificate which is evidence that they own a share in this plant and in the business which we are doing. The Danish farmers do not hesitate to join, but any farmer who wishes to join it can do so by paying the estimated value of membership.

Standing Together. These co-operative bacon factories in Denmark have a central organization, which is rather a voluntary association for the mutual benefit of the various co-operative bacon factories. The co-operative concern is a central organization, which is rather a voluntary association for the mutual benefit of the various co-operative bacon factories. The co-operative concern is a central organization, which is rather a voluntary association for the mutual benefit of the various co-operative bacon factories.



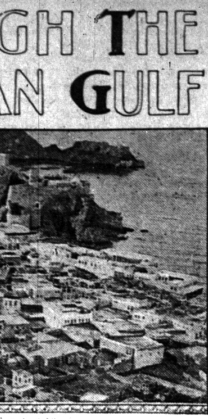
MAKAT, THE PICTURED PRINCE

HADES is built just under the Persian gulf, and keeps its waters hot, Arabs will tell you. To prove their claim they point to the luminous, phosphorescent balls which lastly float beneath the waters at night, and say they are fragments of the everlasting flames.

Maakat, the pictured prince, is called the hottest place in the world. The sailors say that who has spent a summer in this blistering cove may walk barefoot into Hades and feel a chill. It was 124 degrees Fahrenheit in the shade of the fortress, perched high on the red rocks above the baking town, crashed forth a salute. The Stars and Stripes, in honor of the new conquest, appeared for an instant above the picturesque old fort, built by the adventurous Portuguese when they held this boiling inlet ages ago.

Gibraltar looks tame beside the wild, scowling cliffs of Maakat. Sharp, splintered rocks rise hundreds of feet high, straight up from the hot sea. From the north a narrow bay opens into this mass of peaks and crags, at whose feet clings Maakat. The whole aspect is uncanny. The place is weird—like those pictures of Dante's "Inferno." Not a trace of vegetation exists. Food is largely brought from India.

Near the beach stands the sultan's palace, a protuberant structure for the part of the world. A huge lion from the Arabian desert is kept in an iron cage near the entrance to the palace. When Lord Curzon was in Maakat he saw a woman, who was accused of murder, chained to a similar cage very near the lion.



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WESTERN CANADA'S PROSPECTS FOR 1914

Excellent Spring for Work and Wheat Seeding Out Finished.

The writer has just returned from an extensive trip through the Provinces of Manitoba, Saskatchewan, Alberta, in Western Canada. The crop conditions are the very best, and no one locally seems to have an advantage over another in this respect. The uniformity in growth is remarkable, and in all parts of the three provinces spring wheat at the time of writing, May 10th, is well above the ground from two to three inches. Considerable fall plowing was done last year, and this, with the summer fallow, is already seeded, so that practically every seedling is over by this date. Everywhere the farmers are busy and the whole country presents a most healthy and promising picture. The uniformity in growth is remarkable, and in all parts of the three provinces spring wheat at the time of writing, May 10th, is well above the ground from two to three inches. Considerable fall plowing was done last year, and this, with the summer fallow, is already seeded, so that practically every seedling is over by this date.

Washington.—A story of absolute domination in affairs of the New Haven railroad system by the late J. Pierpont Morgan—of the spending of millions in aid and ignorant silence at the command of the all-powerful financial ruler—was told to the interstate commerce commission Tuesday by Charles S. Mellen, former president of the New Haven. It was the most extraordinary chapter yet unfolded in the commission's inquiry into the alleged exploitation of the great New England railroad and the appearance of fortunes from its treasury through acquisition at extravagant prices of subsidiary properties. Members of the commission, congl and interested spectators fairly hung on every word of Mr. Mellen, as his story developed dramatically under the examination by Chief Counsel Folk. Exposed in detail with absorbed attention, and at times evident amazement, as he related how he had stepped in awe of Mr. Morgan, because of his colossal grasp of the kind and precise financial methods, as he had consulted with Theodore Roosevelt, then president of the United States, regarding the purchase of the Boston & Maine railroad, how he had prevented the late E. H. Harriman from acquiring the Boston & Maine by getting it himself for the New Haven, how he had dealt with the late Police Inspector Thomas F. Byrnes, of New York, to obtain the Westchester stock held by persons who had been refused to be connected with Tammany hall.

As he did when on the stand last week, Mr. Mellen gave his testimony with apparent eagerness, answering every question rapidly and concisely—that is every question except one. He did try to avoid telling about the time when Mr. Morgan humiliated him by having him referred to him as "a little fellow" in the presence of the Westchester transaction to which he thought, as president of the New Haven, he was entitled. His words indicated the incident, his face was drawn into hard lines and he clapped his hands over the table in front of him almost convulsively. His words indicated no signs of emotion, however, continuing clear, distinct and resonant.

TWO KILLED BY FAST TRAIN
Auto Struck on Grand Trunk Track at Granges.
Battle Creek, Mich.—One man was killed, as a second was seriously injured, yesterday afternoon when Grand Trunk passenger train No. 10 struck an automobile near Granges, at the Michigan line. The automobile was driven by Richard Boutell; fatally injured, Samuel Price; slightly hurt, Harold Frye and Fred Boutell. All were of Mishawaka.

British Royalty's Narrow Escape From What Might Be Called "Simply Awful" Position.
When truth gets a fair tanning she rarely fails to be much funnier than fiction. Strange to say, old England, where truth is supposed to be always the most effective of all weapons, is quite a merry record. A rector of the Church of England, in a remote parish in Wiltshire, recently discovered and sent to prison for a long term of years a woman, age one hundred and four, the widow of an innkeeper. This ancient dame has eight sons living, and her husband has served in the army or the navy. The rector wrote informing King George of these things, and the king ordered a warm congratulatory telegram to be sent to the rector, explaining that she had been twice divorced, and had not gone through the marriage ceremony at all with the man of her latest household. The old lady was promised to do work at the king's command, ordering the postmaster at the other end to stop delivery of the royal congratulatory telegram, and that she was barely time to grab the costails of the messenger with the bicycle as he was about to make delivery.

Butterfly Decoration.
Many artists have employed the butterfly in decoration, but neither brush nor crayon is as effective as nature. To imitate, to copy, to copy, can do justice to the gorgeous colors of the tropical butterfly. One might as well try to reproduce a rainbow in a most effective way. The butterfly—was shown me yesterday by a charming North side hostess. It was made on the same principle as a butterfly, and that is, it is a butterfly, the spread of whose wings must have been all of ten inches. It was mounted on a stalk of mimosa. The butterfly was covered with glass and hermetically sealed in. To say that the tray was stunning is to speak very feebly of its effect. With this object in view, it is a masterpiece, a clever hostess could easily arrange a "butterfly luncheon."—Chicago Inter Ocean.

ASHES TO FILL OLD MINES

City of Scranton, Pa., Believes It Has Plan That Will Accomplish Two Purposes.

Scranton, Pa., has struck upon a plan which it is believed will solve two of the most difficult problems that are facing the city. The plan is to use the ashes from the city's incinerators to fill the old mines. The plan is to use the ashes from the city's incinerators to fill the old mines. The plan is to use the ashes from the city's incinerators to fill the old mines.

SEK SEEKUTEM IN AUSTRALIA

The government of South Australia has offered a bonus of \$24,300 to the first person to locate a mine of sek seekutem in Australia. The government of South Australia has offered a bonus of \$24,300 to the first person to locate a mine of sek seekutem in Australia. The government of South Australia has offered a bonus of \$24,300 to the first person to locate a mine of sek seekutem in Australia.

MICHIGAN JURY IN BRIEF

Edward Austin has been named as the juror in the case of the Michigan jury. The Michigan jury has been named as the juror in the case of the Michigan jury. The Michigan jury has been named as the juror in the case of the Michigan jury.