# MRS. LYON'S ACHES AND PAINS

**Have All Gone Since Taking Lydia E. Pinkham's Vegetable Compound.**

Terre Hill, Pa.—"Kindly permit me to give you my testimonial in favor of Lydia E. Pinkham's Vegetable Compound. When I first began taking it I was suffering from female troubles for some time and had almost all kinds of aches—pains in lower part of back and in sides, and pressing down pains. I could not sleep and had no appetite. Since I have taken Lydia E. Pinkham's Vegetable Compound the aches and pains are all gone and I feel like a new woman. I cannot praise your medicine too highly."—Mrs. AUGUSTUS LYON, Terre Hill, Pa.

It is true that nature and a woman's work has produced the grandest remedy for woman's ills that the world has ever known. From the roots and herbs of the field, Lydia E. Pinkham, forty years ago, gave to womankind a remedy for their peculiar ills which has proved more efficacious than any other combination of drugs ever compounded, and today Lydia E. Pinkham's Vegetable Compound is recognized from coast to coast as the standard remedy for woman's ills.

In the Pinkham Laboratory at Lynn, Mass., are files containing hundreds of thousands of letters from women seeking health—many of them openly state over their own signatures that they have regained their health by taking Lydia E. Pinkham's Vegetable Compound; and in some cases that it has saved them from surgical operations.

## Constipation Vanishes Forever

**Prompt Relief—Permanent Cure**

CARTER'S LITTLE LIVER PILLS never fail. Purely vegetable—act surely but gently on the liver. Stop after dinner distress—cure indigestion, improve the complexion, brighten the eyes. SMALL PILL, SMALL DOSE, SMALL PRICE.

CARTER'S LITTLE LIVER PILLS.

Genuine must bear Signature

Brent Good

PARKER'S HAIR BALSAM
A toilet preparation of merit. Helps to eradicate Dandruff. For Restoring Color and Beauty to Gray or Faded Hair. 50c. and $1.00 at Druggists.


**Anxious Moment.**

Lucille (earnestly)—Karl, I want to ask you one question.

Karl (also earnestly)—What is it, sweetheart?

Lucille (more in earnest than ever)—Karl, if you had never met me, would you have loved me just the same?—Life.


Ten smiles for a nickel. Always buy Red Cross Ball Blue; have beautiful clear white clothes. Adv.


**A Better Plan.**

"The people next door play the graphophone incessantly."

"Still they seem kind-hearted. They have offered to loan us any records we like."

"I should prefer to borrow some of those we don't like, and thus get them out of commission for a few days."

**Justice is the Word.**

Church—I see the New York Legal Aid bureau for a fee of ten cents furnishes a lawyer to assist immigrants and poor persons in obtaining justice.

Gotham—Now, just look at that! And I know men who have spent thousands of dollars to get justice—and they're still out of jail.

Spoiled children and foolish parents are often found in the same house.


## Good Cause for Alarm

Deaths from kidney diseases have increased 72% in twenty years. People overdo nowadays in so many ways that the constant filtering of poisoned blood weakens the kidneys.

Beware of fatal Bright's disease. When backache or urinary ills suggest weak kidneys, use Doan's Kidney Pills, drink water freely and reduce the diet. Avoid coffee, tea and liquor.

Doan's Kidney Pills command confidence, for no other remedy is so widely used or so generally successful.

**A Michigan Case**

"Every Picture Tells a Story"

"I am sure that Doan's Kidney Pills were the means of saving my life when I was seriously afflicted with kidney trouble," says Ambrose Hatfield, of Brook St., Eaton Rapids, Mich. "Since then I have used Doan's Kidney Pills occasionally whenever I have felt in need of something for my back or kidneys and they have never failed to benefit me. I have recommended Doan's Kidney Pills to other sufferers and I know that they have been benefited in every case. Doan's Kidney Pills are certainly wonderful in curing kidney trouble."

Get Doan's at Any Store, 50c a Box

DOAN'S KIDNEY PILLS
FOSTER-MILBURN CO., BUFFALO, N. Y.

DAISY FLY KILLER Placed anywhere, attracts and kills all flies. Neat, clean, convenient, ornamental, cheap. Lasts all season. Made of metal, can't spill or tip over, will not soil or injure anything. Guaranteed effective. All dealers or sent prepaid for 15c. HAROLD SOMERS, 150 DeKalb Ave., Brooklyn, N. Y.

DR. J. D. KELLOGG'S ASTHMA
Remedy for the prompt relief of Asthma and Hay Fever. Ask Your druggist for it. Write for FREE SAMPLE. NORTHROP & LYMAN CO., LTD., BUFFALO, N.Y.




# 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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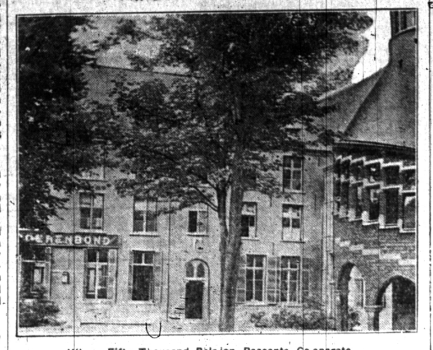


Where Fifty Thousand Belgian Peasants Co-operate.

## EUROPE'S CO-OPERATIVE MESSAGE

Copenhagen, Denmark.—Co-operative enterprises have revolutionized agricultural Europe and now dominate the rural life of the entire continent. Without co-operation the Belgian would not be the efficient agriculturist which he is; Germany would not have developed its agricultural possibilities to the point where its home-grown food supply is so nearly self-sufficient; Denmark would not be exporting sixty million dollars worth of the best dairy products in the world; Ireland would not be facing the future with a hopefulness to which she has been a stranger ever since her lands were confiscated as a result of the early wars.

Belgium has 2300 rural organizations representing a membership of 500,000. At Luvaine we saw a single federation of co-operative farmers' league which represented a membership of over 50,000 and did a business mounting into the millions. In Germany it is estimated that there are thirty-odd thousand co-operative societies of various kinds and every society, with true German thoroughness of organization federated, affiliated, and associated until together they form an industrial unit with a membership of over five million. In Denmark one out of every four inhabitants belongs to a society engaged in some co-operative activity. One man will belong to eight or ten different co-operative societies, each society performing some necessary function in the economic life of the individual.

**Permeates Danish Life.**

To illustrate how co-operation permeates Danish rural life: At Frederickssund while visiting the co-operative bacon factory we came in contact with a little group of farmers and their wives who were inspecting the factory—the factory of which they were part owners. Upon getting them in conversation we discovered that in that little group of 12 persons, 12 different co-operative organizations were represented. These were a co-operative bacon factory, a co-operative egg export organization, a co-operative store, an organization for the co-operative purchase of fertilizers; a co-operative fire insurance society, a co-operative life insurance society, a society for the insurance of animals, another society for the insurance of members against sickness, a co-operative credit society, a farmers' waterworks company and an electrical supply company. All of these men and women were from the farm and were of the ordinary type of farmers, neither rich nor poor but a thoroughly representative group. It is probable, judging from our inquiries, that in any group of a similar number would have been found representatives of a similar number of co-operative enterprises.

In Ireland we found, that co-operation, under the leadership of Sir Horace Plunkett ably seconded by Rev. Thomas A. Finlay, George W. Russell, and R. A. Anderson, has revolutionized rural Ireland. In fact co-operation and the opportunities which have come from the new land tenure laws have well nigh remoulded the Irish race itself. It is evident that in many sections his economic welfare has been so well served that the Irishman is even losing his pugnacity. He is no longer incessantly "agin the government" but is becoming a well contented citizen more intent upon his economic situation than upon his political surroundings. He is losing his interest in politics and we talked to many who seemed loath even to discuss so important a question as the home rule bill which was then pending and over which the politicians were becoming excited. The land tenure law has made it possible for him to secure a home; co-operation has made it possible for him to secure a home; co-operation has made it possible for him to feed and clothe his family.

No one can make such a trip of investigation as we have made without becoming convinced that into American rural life must come some form of co-operative enterprise. If it costs as much to take the farm produce from the farm to the city consumer as it does to produce it (and this is an admitted fact) it necessarily follows that our distributive system is wonderfully wasteful. How long will the intelligent American farmer tolerate a system which nets him 25 to 50 per cent of the retail price of his farm product after he knows that the Danish farmer gets a little over ninety per cent of what the consumer pays for his product. As we investigate what is done abroad and what could be done in America in the way of efficient distribution the wonder grows that the American farmer with his intelligence and independence and initiative has consented to be a victim of a distributive system which has put him absolutely in the hands of the commercial forces that intervene between himself and the consumer. It is no less astonishing that the more businesslike and more commercialized city consumer should have so long consented to pay a price to the distributor of farm products which is over 100 per cent above the producer's price.

Co-operation is coming to America. Whether it will come in the exact form in which it evidences itself in foreign lands or in some other different form is immaterial. It may not come immediately but eventually and inevitably the idea of co-operation will prevail in the future agricultural and commercial organizations of the United States.

**Co-operative Lessons.**

It is safe to assume that Ireland, Belgium, Germany, and Denmark have learned some lessons from their many years of co-operative endeavor. It is safe to assume that if certain principles have been found to apply throughout all these countries, then these principles are at least worthy of careful consideration for future use in America.

There are some points as to which all co-operative societies abroad are the same. There are some as to which they differ, as is but natural when we consider the varying conditions under which the various societies operate in the different countries. We are of course primarily interested in those fundamental characteristics which are common to all.

Whenever a number of American farmers gather together to consider an organization which has to do with mercantile or other financial enterprise, it is but natural to talk about profits and dividends. Their idea of organization is a joint stock corporation in which each man invests such money as he can spare, in which each votes in proportion to the shares purchased, and the main purpose of which is to earn money and declare dividends. It is difficult for him to conceive of a commercial organization whose chief function is not to squeeze all the profit there is out of every activity.

True co-operation is impossible so long as this idea of organization is retained.

The purpose of the co-operative enterprise is to handle the product with economy and efficiency so that there will be no waste and no profits diverted from the producer's pocket. If such a concern pays a large dividend to shareholders it is not evidence of success but a clear indication that money which should have gone to the producer has been taken from him and given to the investor. This conception has not yet reached the consciousness of the American farmer who still expects a co-operative concern to pay dividends.

**The Irish Way.**

In Ireland we found that nearly all of the effective co-operative organizations were affiliated with the Irish Agricultural Organization Society which from the first has been the power that has made co-operation possible in the island. It is a rigid rule of this organization society that no local society belonging to it can under any circumstances pay to exceed five per cent per annum upon its shares of stock. The moment the shareholders conceive the organization is one which is to earn large dividends, that moment its usefulness ends. More than one American co-operative enterprise has been wrecked upon these rocks.

**One Man One Vote.**

Following some bitter experiences, it has been found necessary to adhere rigidly to the principle that no matter what a man's investment may be, he may have only one vote in the management of the concern. Experience has shown that this avoids jealousies, and suspicion, and discord, and prevents mismanagement. The rich man and the poor man have gone into it for identical purposes. Both are interested in and pledge themselves so to manage the concern as to turn over to the producer the largest possible percentage of the price paid by the consumer. There can, in a truly co-operative enterprise, be no antagonistic interests. The interests of all are identical. Each is seeking to accomplish the same purpose.

The richer member does not feel himself disfranchised. What is good for him is good for the poorer member and he seems to have been always able to make the poorer member see it and vote with him. Everywhere it is one man one vote. There is absolutely no dissent from the principle Ireland, Belgium, Denmark, and Germany, all agree that this is absolutely the only method of management.

**Disloyalty of Members.**

One of the great stumbling blocks in co-operative success in America has been the disloyalty of the members themselves. As soon as a co-operative marketing concern is organized a privately owned company is likely to offer an advanced price—one considerably above that which the co-operative concern is offering and possibly one much higher than the condition of the market will justify. In America human nature, like human nature in general, is selfish and it is difficult for the farmer to see why he should sacrifice five cents a bushel upon his grain out of a mere sentiment of loyalty to the co-operative enterprise. As a result he almost inevitably takes his grain to the privately owned concern. His neighbors do the same and soon the co-operative concern is on the rocks and is abandoned. No observer of American commercial methods needs to be told the next step. The privately owned concern immediately lowers the price, the farmer is where he was before but by his own disloyalty he has made it practically impossible for any other co-operative concern ever to be organized in the community.

European co-operation has had the same experience. It was originally hard for the European farmer to realize that he should sacrifice a limited amount of present profit in order to demonstrate his loyalty to the concern and to secure ultimate success. The situation, however, no longer arises where co-operation has become fairly established.

In the very beginning of the organization a frank statement is made and prospective members are informed that the competition of privately owned buyers will be such that they will be offered larger profits than the co-operative concern can offer them and that unless they are ready to go into the co-operative enterprise and to agree to bring all their products to it irrespective of the price which it is offering no organization can be successful. The fact that the high prices which will be offered them in competition are but temporary is fully explained and experience shows that when the farmer understands what the situation is likely to be he is very ready to enter into an agreement to market all of his produce through the co-operative concern.

**Quality and Control.**

Another characteristic common to all co-operative organizations which we visited in these four countries is that where the society is a marketing concern it insists upon the highest quality and in order to get it exercises absolute control over the acts of its members so far as these acts contribute to the quality of the product. Such a successful dairying institution as the Trifolium dairy of Denmark has most rigid rules to which all members must subscribe. There must be monthly inspection by the veterinarians representing the society; a cow found to be unhealthy or defective must be withdrawn; the slightest illness on the part of the cow must be reported and the milk kept separate; detailed requirements as to ventilation, cleanliness, handling of milk and milk cans must be observed; the milk of cows which have not been inspected must not be mingled with those which have; milk must be cooled within one hour after it is milked in order that bacteriological growth may cease; cans must be cleaned in a certain way; in fact everything is done which can be done to improve the quality of the milk and the butter and other products handled by the Trifolium dairy.

**Central Association Needed.**

Experience in these foreign countries has also demonstrated that no local co-operative concern is sufficient unto itself. The manager of a co-operative egg marketing institution in northwestern Ireland may know all about poultry raising and egg production, may be skilled in the art of packing his eggs, and know something in general about marketing. It is impossible for him, isolated as he is, to know from day to day where there is a demand for his product. As a result it is found necessary in Ireland to have these co-operative concerns affiliated with the Irish Wholesale Society, with headquarters at Dublin.

The same principle exists in Germany but is worked out in another way. The necessity of federation is recognized, however, in all countries although the way in which the local organizations are affiliated into a central organization varies under the conditions of the various countries.

**Europe's Unanimous Verdict.**

Europe's co-operative message is briefly to this effect:

1. Co-operative societies cannot be dividend paying concerns. All profits must go to the producers as additional price for goods delivered.

2. Each member must vote once and only once regardless of his financial investment.

3. Each member must make a contract to deal exclusively with the co-operative concern and must refuse to take advantage of unfair competition on the part of the co-operative society's competitors.

4. All members must unite to produce a product of the highest possible quality.

The various local societies must, for efficiency and self-protection, unite in one central federal association.

6. The man who manages a co-operative concern must be a man of high ability and the directors must pay him a big man's salary.

More than one-third of Australia's residents live in four cities—Sydney, Adelaide, Melbourne and Brisbane.

**The Weapon.**

"This letter plainly envenomed my father's mind against me. How do you suppose the writer did it?"

"I suppose, to be in the fashion, he used a poisoned pen."


Be happy. Use Red Cross Ball Blue; much better than liquid blue. Delights the laundress. All grocers. Adv.


**Adapted.**

"When you go out automobiling and see a suspicious policeman, you want to remember the improved proverb."

"What's that?"

"A spurt in time save fine."


**LADIES CAN WEAR SHOES**

One size smaller after using Allen's Foot-Ease, the Antiseptic powder to be shaken into the shoes. It makes tight or new shoes feel easy. Just the thing for dancing. Refuse substitutes. For FREE trial package, address Allen S. Olmsted, LeRoy, N.Y. Adv.


**The New Dances.**

Billy Sunday, the remarkable evangelist, was asked after his successful Philadelphia season what he thought of the new dances.

"What do I think of the new dances?" said Mr. Sunday, with a laugh. "Well, let me tell you a story.

"A young man and a girl in evening dress sat in a conservatory. A fountain trickled and gurgled in a marble basin before them. Palms drooped their long leaves over them.

"The light was dim. Distant music sounded softly.

"Suddenly the young man, overcome by the girl's beauty, seized her in his arms and crushed her madly to his breast.

"'Why, Mr. Trevanion,' she said, putting her white hand on his shirt bosom and pushing him coldly away, 'you forget yourself. This sort of thing isn't proper—here.'

"So saying, she took his arm and they went out on to the ballroom floor and indulged in a maxixe."

## SUCCEEDS IN CANADA

An interesting and successful American farmer, Lew Palmer, of Staveley, Alta., passed through the city today. Mr. Palmer came from Duluth, Minn., just ten years ago, and brought with him four cows and three horses—and that was his all. He homesteaded in the Staveley district, and today has 480 acres of land, $3,000 worth of implements, 34 Percheron horses, made $1,000 out of hogs last year, raised 7,000 bushels of wheat, 6,000 bushels of oats, 12 acres of potatoes, and 18 tons of onions. His farm and stock is worth $30,000, and he made it all in ten years.—*Exchange.*—Advertisement.

**Not Out of Place.**

Twamley—Wouldn't girls look funny if they had mustaches on their lips?

Sammy—I guess they have them there pretty often, but the tights are generally turned too low to see if they look funny.


A Man's Drink—
A Woman's Drink—
Everybody's Drink

Coca-Cola

Vigorously good—and keenly delicious. Thirst-quenching and refreshing.

The national beverage,
—and *yours*.

Demand the genuine by full name—
Nicknames encourage substitution.

THE COCA-COLA COMPANY
Atlanta, Ga.

Whenever you see an Arrow think of Coca-Cola.

I-F


**Not That Stingy.**

"Hogan," propounded Schmidt, "if a hen unt a half laidt an egg unt a half a day, how long vouldt it dake a hen to lay half an egg?"

"A hin," promptly responded Pat, wud scorn to short change her owner by layin' half an egg. An' nobody but a tightfist wud iver think av such a thing."—Judge.

**Practises Watchful Waiting.**

"How often do you cut your grass?"

"Every time my neighbor has his lawnmower sharpened."

But the man who restricts his joy riding to street cars doesn't have to worry about punctures.

**One Himself.**

Gertrude Vanderbilt had been lunching with a friend at Murray's. As they left the restaurant a seedy-looking mendicant approached Miss Vanderbilt and held out his hand.

"Can't you give me a few pennies, lady?" he pleaded. "I'm hungry and a broken-down sport myself."

Miss Vanderbilt had coughed up a quarter before the full impact of his remark struck her, then she began to laugh.

"I suppose I should have given him a dollar," she observed. "At least the man was brave."

Patience may be the lazy man's only virtue.


Let's Have a Porch Party with WRIGLEY'S SPEARMINT

It's the ideal offering to guests or family, especially after dinner. It's the hospitality gum—so perfectly packed that it stays perfectly fresh and clean.

It costs almost nothing but people like it better than much more costly things.

It relieves all "overeaten" feelings—refreshes the mouth—cleanses the teeth beautifully.

Chew it after every meal.

WRIGLEY'S SPEARMINT
THE PERFECT GUM
THE FLAVOR LASTS
THE FLAVOR LASTS
Wrigley Jr. Co.
CHICAGO

EVERY PACKAGE TIGHTLY SEALED!

Remember—the new seal is air-tight and dust-proof! It's the best *gum* in the best *package*.

Be SURE it's WRIGLEY'S. Look for the spear.