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CO-OPERATION TO REDUCE PRICES

Movement to Bring Producer and Retailer Together.

BASED ON ROCHEDALE PLAN.

Revised to Fit American Conditions. Granges of New York and Pennsylvania Start the New System in the Metropolis.

By JAMES A. EDGERTON.

A last movement has been started in America that may get somewhere in the matter of solving the problem of high prices. It is a modification of the co-operative stores system, originating in England and now in existence in many nations of Europe. In England it is known as the Rochdale plan, which is familiar to most readers, at least by name. In America members of the grange are the prime movers, working with a number of businessmen, who have organized to bring the producer and retailer together, thus cutting out the middlemen. The plan is first to be tried out in New York and if a success there will be extended to every large city in the country.

The granges of the states of New York and Pennsylvania are already enlisted in the campaign, and it is the hope of those in charge that members of the order throughout the nation will fall in line. Indeed, the ultimate design is to get the farmers generally interested, whether they belong to the organization or not. The claim is made that the farmers now receive only a small per cent of the price charged the consumer. There is a margin of 100, 200 and even 300 per cent or more, and most of this enormous profit goes to the middlemen. By bringing the producer and retailer together the price to the farmer will be increased and that to the consumer reduced. This is the theory at least, and that it will work out in practice is proved by the co-operative system abroad and by the grange stores already in existence. These present grange stores are small potatoes, however, compared to the immense system now planned. They were intended for members of the organization alone. The new scheme is for everybody.

To Conquer New York.

The head men in the undertaking have already organized themselves into what they call the United Stores association. This has been going on quietly for more than a year laying the groundwork. Now it is ready to begin active operations. There was considerable difficulty in financing the venture, presumably for the reason that enormous business interests would naturally oppose a co-operative undertaking. Money was finally raised in Philadelphia, and now the association claims a solid financial backing. New York offices have been established.

Some of the big men in the venture are C. Paul Hagenlocher, the president, who is a banker and director in various concerns, including the Lackawanna Coal and Lumber company, the Tippecanoe Securities company and the Republic Trust company; Roland Onnifroy, first vice president and chairman of the executive committee, doctor in sciences, literature and law, ex-member of the chambers of commerce of San Francisco and Seattle, former vice president and general manager of Pacific American fisheries, former vice president and general manager Le Patrimoine Life and Accident Insurance company and the real father of the plan; Patrick Egan, second vice president, who was once minister to Chile; Walter S. Pope, treasurer, former eastern manager of the Royal Baking Powder company; E. F. Olmsted, secretary and director of publicity, former advertising manager of Shredded Wheat company, also of the I-O company, and ex-secretary of the board of trade of Niagara Falls; George T. Powell of the New York state grange, and J. W. Kjelgaard of the Pennsylvania state grange—quite an imposing array of names, especially when compared with the twenty-eight poor weavers who started the Rochdale plan in England and who had to save up several months before they had \$140 to open their first tiny basement store. The world moves, however, and this is America and the twentieth century. We travel faster now, and it takes money to oil the wheels. It required long years for the Rochdale weavers to make a dent on the business system of England, and these United Stores and grange folks expect to do big things right away.

Charge of the Grange Brigade.

When ready to launch the enterprise publicly fifty grangers from Pennsylvania descended on New York, gave a banquet or two, visited the mayor, made one of his best speeches, started the Bush Terminal stores in South Brooklyn as a central distributing station, and the first thing any one knew the New York newspapers awakened to the fact that there was something new on earth. The reduction of prices is a popular subject in the metropolis, for probably at no point on the planet's surface are prices higher. Therefore the proposition to lower prices naturally appeals to the readers of these papers, and hence to the papers themselves. Also when the mayor gives the best speech of his administration to a delegation that dele-

gation must be noticed in the public prints. The result of all this was that the fifty Pennsylvania grangers got scarce heads and good stories. They were not exactly first page features, but neither were they buried. One of the big papers played them up for three columns and a cartoon, and others did almost as well. They were only ignored by the organs generally believed to be under trust domination. The plan was even editorialized. In other words, the undertaking had "arrived." It requires a body of some size and velocity to make a dent in the consciousness of New York, but the co-operative store proposition had both the size and the speed. The dent followed as a natural sequence. After the thing gets under way, if it follows the course of co-operation in other lands, the dent will grow larger and deeper. Said one New York paper:

Cut Out the Middlemen.

"The elimination of the middlemen and the reduction of the cost of living to its lowest possible level is the slogan of fifty farmers of New York and Pennsylvania in session at the Grand Hotel. The delegates, who represent the United Stores association, Grangers, Dealers and Consumers' union, say they are speaking for 1,000,000 farmers.

"A reduction of 40 per cent in the price to consumers of market produce is what they say they are going to accomplish.

"This is to be effected by establishing in New York city a market or distributing station to handle the produce

as long been acute in the metropolis, as it is in most large cities. As a result of a move made by the United Stores association and following the plan proposed by it of bringing together producer and retailer, a meeting was recently held that threw a scare into the milk trust and brought a ray of light to thousands of consumers. Following is a partial account of the meeting given by a New York newspaper:

"A secret session of the Dairymen's league, incorporated, was held at the United States hotel, Newburg, N. Y., to listen to offers made by some men from New York, who expressed a desire to co-operate with the members of the league and handle their entire product.

"The plan that was suggested at the meeting is to form a co-operative association composed of producers and distributors and thereby eliminate the middlemen. Definite action on the proposition was deferred pending an investigation by a committee headed by the league president, John Y. Gerrow of Washingtonville.

"The New York men, who were referred to, as capitalists, asserted that they had unlimited capital to back them and were fully able to dispose of all the milk produced by the members of the Dairymen's league. They asserted that they control 500 distributing points. Their plan is to deliver the products of the farm and dairy from the producer as directly as possible to the consumer.

"By eliminating the middlemen they



"WE'VE CARRIED YOU FAR ENOUGH."
—New York Herald.

of thousands of farms. This station will sell to retailers direct.

"The United Stores, Grangers, Dealers and Consumers' association, according to an announcement made by representative delegates, has a fund on hand of more than \$1,000,000, with potential resources of \$5,000,000, as 100,000 farmers are ready to pay an extra assessment of \$5 if it becomes necessary. The association, it is said, will not even stop at an expense of \$4,000,000 to carry out its plans.

"Among the delegates arrived in the city and prominent in the advance party are J. W. Kjelgaard, C. Paul Hagenlocher, Roland Onnifroy, W. T. Creasy, Matthew J. Smith, E. V. Dorset and George T. Powell.

"We have formed this association," said Mr. Kjelgaard, "in the belief that the farmer can do away with the trusts by the simple expedient of placing his wares on the market himself. All he needs for this is a selling organization, and this is possible to him if he will only co-operate with other farmers.

"Our organization has been worked out on this plan, and we are now ready to begin after a year of preparation. The farmers of the whole country are behind us, and it is incredible that we should fail.

"The present high cost of living is due to nothing else than a lack of farmer co-operation. We farmers have had our eyes opened at last, and we are now embarked on what we believe will prove a solution of one of the greatest problems that now vex the country."

Americanized Co-operation.

One of the chief points urged by those in control of this movement is that co-operation has previously failed in this country because it was not Americanized. The English system made the retail stores a part of the machinery and to that extent stifled the individual initiative of each dealer. Under the new plan the proposal is to leave the retail stores free. All the co-operative movement proposes to do is to have the farmer sell direct to the retailer. In return for the opportunity to do this the retailer is bound to give honest weight and measure and good goods. In addition he is bound to divide profits with the customer, arranged on the basis of certificates of sale, the same as in the Rochdale plan.

One of the effects of the campaign for lower prices has already appeared in the New York milk situation. The problem of cheap and sanitary milk

pointed out the cost of handling the milk under the contemplated co-operative plan would be materially decreased. The percentage of decrease, the promoters said, would permit them to reduce the price to the consumers and yet enable the farmers to get more for their output.

Control Milk in Five States.

"The members of the Dairymen's league are interested principally in milk. It developed that the New York state grange and the Pennsylvania state grange already have under consideration similar propositions with reference to other farm products. In every case, it was said, the promoters who submitted the proposition to the Dairymen's league are behind the project.

"Members of the league say they cannot see why the consumers should pay 8 cents a quart for milk and the producers get only 3 cents a quart. In discussing this phase Mr. Gerrow, president of the league, said:

"The farmer is not getting enough for his products, and the consumer is paying too much. The farmer has got to get more, and the consumer should not be compelled to pay more and, in fact, cannot afford to pay more; hence it is up to us to reduce the cost to the consumer and increase the receipts of the producer. If we do not do it some one will, and we may just as well begin now."

"The Dairymen's league represents five states—New York, New Jersey, Pennsylvania, Massachusetts and Connecticut—and its members produce most of the milk used by the consumers in those respective states."

This effort, not only as it relates to milk, but to all farm products, will naturally spread throughout the land, and the hope of those behind it is that farmers and retailers in all sections of the country will take it up.

That it is high time is made plain by the fact that prices of commodities are again advancing. Potatoes, flour, meat, practically all the necessities of life, are included in this latest increase. In the case of potatoes the excuse is given that the crop is short, but this cannot be urged in the case of flour and meat. The conclusion is unavoidable that this boosting of prices is brought about by combinations for purposes of gain. It will bear especially on the poor. There is but one way of escape from this intolerable condition, and that is co-operation. The producers and consumers must get together.

City Officials Are Endorsed.

Quarterly Conference Urges Enforcement of the Law.

The Board of Stewards of the First Methodist church at the Quarterly Conference meeting Monday adopted the following resolution:

"Believing that the criminal law needs to be vigorously enforced at all times, and believing it to be the duty of the Church to encourage all efforts in that direction, the Quarterly Conference of the First M. E. church of Hickory desires to give expression to its approval of the stand taken by the editor of our city paper, The Democrat, in regard to the enforcement of law and order in our city.

"This Conference also wishes to assure the Recorder, the City Attorney, the Chief of Police of the city and other officials of the unqualified support of the church in all their efforts to put down lawlessness of every kind.

"All good citizens are urged to take a firm stand and uphold the officers in the performances of their duty."

The Dredge Boat in Iredell.
Statesville Landmark.

The Third creek dredge began work in earnest yesterday at noon and is "working like a clock." The dredge threw its first dirt Tuesday, and was in operation again Wednesday, but the machinery was not in good and regular working order until yesterday. The work is now expected to move along without a hitch. The machine is still in the hands of the builders, who will give it 15 days' test before it is formally turned over to the Third creek commissioners, who will then be in charge. The full capacity of the dredge is about 200 yards an hour and the test so far have been about up to the standard. The Third creek ditch is being cut 20 feet wide and seven to eight feet deep and at the rate the machine is now running a mile or more of the channel should be cut each month with the machine working only ten hours a day. In other counties the dredges are running night and day and it is hoped that the work in Iredell will be pushed along with the same zeal.

Harsh physics react, weaken the bowels, cause chronic constipation. Doan's Regulets operate easily, tone the stomach, cure constipation. 25c. Ask your druggist for them.

COMMENT.

COUNTY COLTONGROWERS SHOULD MEET.

The situation in regard to cotton in the south is serious. The price has declined 6 cents a pound over the price this time last year. The prosperity of the South is based on cotton and all business will sooner or later feel this depression.

Catawba county is on the northern edge of the cotton belt and her average crop is 5,000 bales. Last year and the year before cotton sold around 12 1-2 cents or say about \$62.50 a bale. This would be about \$300,000 for the crop. To cut this amount down half or more would be a calamity which all lines of business in the county would feel. This is threatened by the present decline. The price is getting too near the cost of raising.

The Democrat believes it would be well enough for the cotton growers of the county to meet at Newton say Saturday a week, and devise plans for securing money to enable the farmers to hold their cotton for better prices.

The county banks will doubtless do all in their power to tide over the crisis. Cashier Menzies of the First National here says that his bank makes it a policy to lend money to the farmers who carry accounts with it, and has been doing much of this. Cashier Reid, of the Hickory Banking and Trust Co. says his bank has already been lending money to farmers who wished to hold their cotton. The Newton and Conover banks will no doubt lend themselves to relieve the situation.

If such a meeting is held at Newton, the plans adopted at the state farmers meeting at Raleigh might be applied locally. Prompt action by the County Farmers Union might count for much at this time.

The Democrat hopes that Mr. John B. Lutz, Senoir partner of the Dutch Dairy farms and a great believer in the elimination of the middle-man, will enjoy reading the article in this paper on "Co-operation to Reduce Prices." The Catawba County Creamery has already given us a start along this line.

The Democrat wishes to thank the Board of Stewards of the First M. E. Church and the Quarterly Conference for their endorsement of its stand for law enforcement.

Raleigh's splendid new auditorium was opened Tuesday night with Hon. Judson Harmon, of Ohio, as guest of honor, and a brilliant array of local luminaries. Charlotte will now doubtless have to wait one more 50 years before getting another Democratic state convention.

Taft will have named a majority of the members of the Supreme Court, Lurton, Hughes, Van Deventer and Lamar, promoting White to the chief justiceship. Justice Harlan should have had this honor. The latter, who died Saturday, was the truest friend the people have had on the Supreme bench in years. He ought to be succeeded by Chief Justice Walter Clark of North Carolina. A man of the same stripe.

The Cline Reunion.

Everybody and his wife attended the family reunion at Mr. Cicero Cline's home last Thursday to help celebrate his 74th anniversary. That is everybody from Catawba county. After prayer by Rev. B. L. Stroup, Mr. W. B. Gaither gave an historical sketch of the Cline family. Mr. W. A. Self made a witty address and Rev. H. G. Koppenhauer made a talk in German. Mr. Cline is one of the patriarchs of Catawba county and his wife has been a true helpmeet

to him all these long years. Mr. Cline is engaged now in writing a history of the Cline family which has been a notable one in the development of this section. The Clines have always been sturdy, thrifty men and useful citizens.

Catawba College Notes.

Written for the Democrat.

The honor roll of Catawba for the first month is follows: Miss Gracella Shank and Mr. Jno. F. Carpenter, 92; Miss May Peeler, 91; Miss Helen Smith and Marguerite Allred and Messrs. S. J. McNairy, Hugh Warlick, and Edgar Fairhellar, 90.

The Civic league, which last year not only had the cement walks laid but also had other improvements about the campus made, has elected the following officers for the next year:

G. C. Peeler, president; Harry A. Fesperman, secretary; and May Peeler, treasurer.

The Freshman class has been organized with the following members: President, Ethel Peeler; vice-president, Gracella Shank; secretary and treasurer, Marguerite Allred; poet, Onslow Bacon, historian, Robert Bowers; prophet, Jno. F. Carpenter; chaplain, Latta McConnell; grumbler, Isabel Cecil; past will, David Gaither; statistician, Ethel Josey.

The Freshman class is a strong class and seems likely to take a good stand in college. Three out of eight on the honor roll are Freshman; two of them made the highest grades in college.

The best plaster. A piece of flannel dampened with Chamberlain's Liniment and bound over the affected parts is superior to a plaster and costs only one tenth as much. For sale by all dealers.



CICERO CLINE.

Guarantee Fund Lands Chair Co.

Mr. Geo. Bailey Moves Surry Chair Factory Here.

The first-fruits of Hickory's \$200,000 guarantee fund is a chair factory. The plant has been in operation in Elkin for a number of years past, managed by Mr. Geo. Bailey, of that place. Mr. Bailey is a man of push and enterprise, and was quick to jump at the opportunity to move the plant to Hickory. It has been the desire of Hickory business men for a long time to have a chair factory. The wood is at hand, the labor is plentiful and the capital available. Hickory gobbled up the fine Elkin enterprise like a wild turkey a fat, red chestnut.

The name of the new company will be the Hickory Chair Manufacturing Co. and the authorized capital is \$150,000. The plant can begin business on \$25,000 but more than this has already been paid in.

It will take a month to close out the business at Elkin and then the machinery will be moved here, so that business operations will be under way about the first of the year. The plant will bring a number of skilled laborers to Hickory, as well as employ a good deal of local labor.

The site chosen is near the Martin furniture factory where a spur-side track to the railroad can easily be built.

Six grades of chairs will be manufactured and the output at the start will be several thousands a year. The old Surry Chair Co. had orders nearly all the time for its full capacity.

South Fork Institute. Correspondence of the Democrat:

South Fork Institute, Maiden, Oct. 16.—Miss Lilia Robinson, of Dallas entered school here Monday.

Mrs. Criddle and children left for their home in Newton Wednesday evening.

Much interest is being manifested in the young people's prayer meeting. It is conducted by the students every Wednesday evening.

Mrs. Honeycutt and Miss Faucett attended the music club which met with Mrs. Robert Taylor, last Thursday evening at 8 o'clock.

Mrs. Tilley left here Friday for her home near Morganton where she will spend a few days.

Messrs Ernest Locke, Ernest Jones and Julius Cox, went to Lincolnton Friday.

Mr. James Whitener and sister Mattie went home Friday evening.

Miss Alva Abernethy left for Alexis, Friday evening where she will spend a few days at home.

Miss Ada Harris spent Saturday and Sunday with her parents at Lowell.

The Cicronian Literary Society met Friday evening, they had a good meeting, after which officers were elected for next term: President G. P. Abernethy, vice president P. E. Alexander, secretary and treasurer O. B. Moody, chaplain C. A. Lineberger, censor C. F. Hudson.

Miss Gertrude Kennett and Miss Arabella Johnson spent Saturday in Lincolnton. CAESAR.

Children Cry FOR FLETCHER'S CASTORIA.

Democrat Ads. Bring Results.

The Democrat man was walking down the street. He chanced to meet Mr. S. R. Deitz, one of the county's best farmers.

"I have sold my Indian Runner ducks," he said, joyously. "I advertised them in your 'want column.' The first man who applied lived in Caldwell. He didn't come to my price. Then Dr. Johnson here in town came to see me, and I sold them to him.

"I am answering the ad of a farm for sale which Mr. P. E. Berry, of Drexel, is running in the Democrat," concluded Mr. Deitz.

Into the California Fruit Co's Paradise of Sweetness, the Democrat man sauntered. "We advertised boxes of candy in your paper at 40 cents," said Mr. Lazos, "and at 30 cents on Saturday. The first Saturday we sold 32 boxes and the next Saturday nearly as many. Many told us they saw the ad in the Democrat."

The Lanier Mercantile Co. promises to grow into one of the biggest stores in this section of the State. Messrs. Lanier and Fansler believe in using printer's ink. They are running large and artistic ads in the Democrat. "We have heard from our ad," said Mr. Lanier. "Customers spoke of it as they came to buy and to see our new stocks, arriving every day."

We are selling building and loan stock in the new series as fast as we can write it," said Mr. Geo. R. Wootten, the best building and loan secretary in North Carolina. Mr. Wootten always advertises the new series in the Democrat.

The Democrat is a strong advertising medium. We do not claim it is the best in creation. We do not like to use the superlative degree. But it gets results.

Are you carrying an ad in the Democrat. Can you afford not to?