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JOIN PRODUCERS AND CONSUMERS

System Through Which Retailers Buy From Farmers.

ELIMINATES THE MIDDLEMAN.

Secretary Wilson Has Advocated Some Such Plan—Recent Report Shows How Prices Are Doubled—What Des Moines Has Done.

By JAMES A. EDGERTON.

THAT the consumers of the cities have been compelled to pay from two to five times as much for food products as those products cost on the farms is a fact that has slowly been sinking home in the American mind. That this is the greatest cause of high prices has also become a general conviction. How to meet the situation has been the question. The common sense answer is that the farmer and consumer must get together. This cannot be done individually, or at least it is not done. Therefore the only way is for it to be done collectively. Luckily the co-operative movement in other parts of the world furnishes an object lesson as to the way it may be accomplished.

A co-operative movement that would bring about direct contact between the producer and the consumer or between the producer and the retailer would eliminate most of the profits that have been going to a number of middlemen. This is the high price question in a nutshell. Until the American people are ready to protect themselves by following common sense and buying their produce direct from the farms, or as nearly so as can be contrived, they will continue to be imposed upon. The present system gorges in two directions, forcing down the prices the farmer receives and forcing up the prices the consumer pays. Yet the producers and consumers constitute the vast bulk of the population. Their salvation is in their own hands. All they need is to come together for their mutual benefit and provide machinery for direct commerce between them.

This machinery is already being fashioned by the grange that has had a long term of preliminary training in the grange stores. In the city of New York the grangers and business men working with them have formed the United Stores association for the express purpose of bringing together producer and retailer. The plan has been set forth in the prospectus of the company, from which liberal extracts are made. This prospectus was written by Roland Onnforf, founder and executive chairman of the United Stores association.

Co-operation the Only Way.
The continuous rise in the prices of the necessities of life, with the consequent pressure upon the consumers, due largely to unnecessary intermediaries and costly methods of distribution, suggests that the time is opportune for the introduction in the United States of an improved system for the sale and distribution of all commodities to the consumers.

Distributive co-operation is now the only possible and efficiently tested remedy against the evils of the high cost of living.

To Great Britain belongs the honor of having placed the co-operative movement on a sound, modern, commercial basis and of having made it the "greatest industrial force in the world." The English method consists in the organization of "societies" (corporations) whose primary and generally sole object is the purchase and distribution of all necessities and commodities of life—equality and full measure being essential—for the exclusive benefit of their members, who are at the same time the stockholders, returning to them "the largest portion of the profit upon cost" included in the retail selling price.

This "profit upon cost," known as the "dividend," is paid in cash to each member of the co-operative society pro rata to the amount of his purchases in the store of his society.

Settlements are made quarterly. Besides his "dividend," the member receives interest on his stock at a rate varying from 5 to 8 per cent per annum.

In the payment of this cash dividend quarterly to the member, an idea which must be credited to Robert Owen, he probably the strength and the greatest cause of the popularity and stupendous growth of the co-operative movement in the British Isles.

The gigantic movement, started in 1844 with the humblest beginning, was of very slow growth, having had to carry on for over forty years the hardest conceivable fight against the combined forces of the manufacturing, wholesale and retail selling, banking and legislative representatives of the nation.

But it was a fight of the wage earners, the people against abuses and extortion on the part of the distributors and retailers of the necessities of life. Their cause was just. They were entitled in exchange for their hard earned money to receive full value for their purchases of all necessities of life. They won because their cause was just.

where the farmers and hucksters might sell directly to consumers. So successful has been the plan that a second market was recently opened.

The history of this Des Moines effort to reduce prices may prove of benefit to other communities. The cost of living became so high in the Iowa city that a commission was appointed to investigate. This commission found that prices were higher in Des Moines than in Chicago and considerably higher than in smaller cities of the middle west. For example, prices in Dubuque were 25 to 35 per cent less. Now, Dubuque is only about 200 miles from Des Moines, and natural conditions are practically the same in the two cities. The one great difference was discovered to be that Dubuque had maintained from time immemorial a market where farmers and hucksters might sell to consumers direct.

The result of this investigation was the Des Moines market. It was not established without bitter opposition from the commission men and wholesale dealers in produce. But it did bring down prices. The measure of its success may be judged from the establishing of the second market. The plan is simplicity itself. It simply provides a public place—a public square, open space, park or building with booths, as the case may be—from which the farmers and hucksters may retail their goods. This is under the direction of a city market master.

The awakening to the need of co-operative selling and buying in America is indicated by the program of this year's meeting of the national conservative congress at Kansas City. Among the subjects assigned were "Co-operation Among Farmers," by W. A. Beard, a member of Roosevelt's country life commission, and "Cutting Out the Middleman," by Charles S. Barrett, president of the Farmers' Educational and Co-operative Union of America. This organization has millions of members in the south. If it enlists in the movement of reducing prices, as the grange is doing in the north, there will be results.

When the American people are face to face with a problem they usually work it out. They are now face to face with high prices. Obviously the key to the solution of this problem is co-operation.



GOING TO BE A STRIKEOUT?
—New York Evening Mail.

England on an indestructible and permanent basis.

The example set by England is being eagerly followed among all civilized nations of the old world.

From the most recent data gathered from authoritative sources, such as Hans Muller, for instance, we learn that the present results of co-operation in continental Europe, though forty years younger, now exceed England's stupendous figures.

America Next.
The United States needs co-operation now, but it is a new nation, and its legislation, agriculture, industry, commerce and finance differ in many ways from those of European countries. Any importation of the co-operative plan must be accompanied by improvements and modifications which will adapt it to the character, methods, habits and requirements of the American people, and this under penalty of failure.

The failure to recognize and comply with these cardinal conditions is responsible for the lack of success of the previous attempts to establish co-operation in this country.

But there exists an American plan, now ready to be put in operation. It is the result of twenty years of close study of the conditions required to meet the instant favor of all without attacking or interfering with any of the industrial, commercial, producing and financial interests at present existing in this country.

The aims of the United Stores association through the permanent organization of its improved system of "distributive co-operation" are:

To bring close together the three social but divided elements—consumer, distributor and producer—causing them to reciprocate in a mutual and constant effort to help each other.

tion to the amount of his and his family's trade with the stores or through the medium of the association.

This dividend may be conservatively estimated at 5 per cent of the total cash purchases made by the member at current retail prices.

As to the associate dealers, any reputable retailer now in business is eligible to membership. He gets his produce direct from the farmers through a central distributing agency.

The Field Is Open.
The United Stores association plan is only given as a sample of what may be done. At present its field of operations is in New York city. Eventually it plans to extend to other cities. In the meantime there is nothing to prevent other associations or even groups of private individuals from doing the same thing. On this point Hon. James Wilson, secretary of agriculture, says in a report just out:

"Farmers' co-operative selling associations are numerous in this country," said the secretary, "but co-operative buying associations among the people of cities and towns are few. Why do not consumers buy directly from the farmers?"

"Aside from buying associations maintained by farmers, hardly any co-operation exists in this country. It is apparent that the consumer has much to do to work out his own salvation with regard to the prices he pays."

"Potatoes were selling in the spring of 1909 in some places where there had been overproduction for 20 cents a bushel and in some places for even 9 cents a bushel at the farm, while at the same time city consumers were paying 50 to 75 cents a bushel, although there was nothing to prevent them from combining to buy a carload or more of potatoes directly from the grower and for delivery directly to themselves."

Enormous Profits.
The department of agriculture last year made a rather thorough investigation into the increase in cost of farm products in their transfer from producer to consumer. This investigation established certain facts which the secretary of agriculture has summarized as follows:

The milk consumers of seventy-eight cities paid for milk an increase of 100.8 per cent above the price received by dairymen. In other words, the farmer's price was fully doubled. The lowest increase among the geographic divisions was 75.5 per cent in the south Atlantic states, and the highest was 111.9 per cent in the western states.

Officials in the department of agriculture point out that this wide discrepancy between the prices received by farmers and the prices paid by consumers is not of recent origin. Twelve years ago the industrial commission went into this subject somewhat extensively. It developed some large percentages of increase of prices to consumers—135.3 per cent for cabbage bought by the head, 100 per cent for melons bought by the pound, for buttermilk sold by the quart and for oranges sold by the crate; 200 per cent for onions bought by the peck, 400.4 per cent for oranges bought by the dozen, 111.1 per cent for strawberries bought by the quart and 200 per cent for watermelons sold singly.

The investigation of a year ago by the department of agriculture showed that poultry almost doubles in price between the farmer and the consumer. For the seventy-eight cities the farmer received 55.1 per cent of the consumer's price. Of the price per dozen paid by the consumer the producer received 69 per cent in the case of eggs, 75 per cent in the case of dried beans when bought by the bushel, 48.1 per cent in the case of cabbage when bought by the head, 75 per cent in the case of cauliflower when bought by the dozen and in the case of celery 60 per cent when bought by the bunch.

Farmers Not to Blame.
Secretary Wilson declares that the investigation the department made proves conclusively that the consumer has no well grounded complaint against the farmer for the prices that he pays. It is plain, the secretary says, that the farmer is not getting exorbitant prices for his products and that the cost of distribution from the time of delivery at destination by the railroad to delivery to the consumer is the feature of the problem of high prices which presents itself to the consumer for treatment.

Some time ago the city of Des Moines established a city market

Gruntvig's Work for Denmark.

Count von Moltke Pays Him A High Tribute.

The following is the address on Co-operation in Farming in Denmark continued from the Democrat of last week. It is by Count von Moltke:

The first high-school had no technical progress whatever but only imparted general knowledge. They were established principally in the rural districts. The young men went to them during the winter months when farm work made less demand on them; the young women attended them in summer, when they were less occupied. They were not at all "strike-for-a-better-position" as they led to nothing definite but held out to the youth the joy of life and enthusiasm inspired by the glory of the historic past, the power of language, beauty in nature and in human life. The aims of these schools, the first of which was founded about the year 1850 was highly idealistic and anti-materialistic.

How many nowadays would shrug their shoulders at such a program for the uplifting of a people! Well, there were people enough in those days who did shrug their shoulders at Gruntvig. If you ask me now: "But do you wish us to believe that having these young peasants of yours study literature, history, some little mathematics and poetry meant any real step towards making good, practical farmers," my answer would be: "Yes, it did, because it helped them to think and to write clearly, to grasp new ideas and to believe in themselves." I do not claim that an education along lines of natural hero worship, filled with poetry and other elements of patriotic delight, must necessarily result in good butter-making or cattle-raising. But it was the means of making these schools attractive to the peasants; in other words, of making the taking in of knowledge palatable to them. It is here that Gruntvig's psychological gauge of these rural classes, naturally suspicious and somewhat self-conscious from isolation and previous serfdom, has proved so accurate. His scheme would have failed, no doubt, had it not found unselfish, high-minded men to carry it into effect. I speak of high school teachers. Thanks to their successful initial efforts, the high-school movement spread rapidly. Before the war of 1864 there were only 20 high schools in Denmark; but in the few years, 1865-70, 50 new high schools entered into life. Since then the movement has gone on at a slower rate but it answers in its present intention to the requirements of this country.

There are now 90 high schools in Denmark, subsidized by the Government to the amount of \$135,000 per annum. The schools received in 1910, 3500 male and 3200 female students.

In the later years—as new and divergent ideas spread amongst the leaders—the high schools have gradually adopted varying programs and have become more definite in their purpose. About 30 of the high schools can be considered agricultural colleges; others have adopted courses for technical training along different lines of skilled labor. The newest course is one that has been established for fishermen. It is estimated that 20 per cent of the lowest rural classes in Denmark at the present day, under and about the middle age, have graduated from the popular high schools.

That these institutions alone have brought about the actual progressive conditions in Denmark would, however, be a bold assertion. There were many other causes that helped us there—more and foremost among these was the general change in the world's markets about the year 1870 made by the powerful competition of grain imports from the western hemisphere. Denmark had, up to that time, been a grain exporting country; but the drop of prices of grain, caused by the invasion of the market with American grain, brought our farmers to a very precarious condition; and this condition they proved able to meet through the enlightenment of high school education.

Former Hickory Minister's Success.

Dr. J. H. Weaver, pastor of Central Methodist church, is finishing his first year's work as pastor of that church and his report will show that he has done good and faithful service. During his pastorate 125 members have been added to the church, 50 upon profession of faith and 75 by letter. He has made about 1,000 pastoral visits and has attended practically every service held in this church during the year. The finances of the church are in fine condition and all obligations of a financial nature will be met. Dr. Weaver has endeared himself to all the people of Monroe. He has wrought well and as pastor and as a man has done the community great good.—Monroe Enquirer.

Mr. Wade Run Down

Down at Hasty, N. C., lives a well known planter, Mr. J. D. Wade. Says he: "I was run down almost to the point of giving up. I took two bottles of King's Iron Tonic Bitters and now am as good as ever. I took other tonics but found nothing to compare with King's Sold and guaranteed by all medicine dealers.

ness of purpose, the only thing that could save the farmer was done. He began using his grain for food and became a product of butter, bacon, meats, live cattle and eggs. In other words, the production was changed from that taken from the soil to that taken from the animal feed from the soil. Spurred by the readiness of the British market to take large quantities of these articles, our herds of all kinds increased; to feed them Denmark gradually extended its area planted with roots from 46,000 acres to 600,000 acres, but this was far from enough, and side by side with this development the country became a heavy importer of all foodstuffs, and here it is that you so successfully come into our market with your produce, as I shall describe later.

About the year 1878 the separator was introduced; but the ground for dairy work had been scientifically prepared years before by such able experts as Segelecke and Fjord.

The Danish farmer, as we have seen, was pushed by necessity into the new lines of production; but he would not have been able to go through the complete revolution which took place in our agriculture, to take advantage to the full extent of the British and other markets, and to profit by the inventions and technical perfection of the time, had he not been going for years previously through a continuous process of intellectual improvement.

The various circumstances rendered cooperation in agriculture along all lines imperative, and now I shall try to describe how it was brought about.

Let us go back to our census statistics for a moment. The country has a population of 2,700,000. Of these about one million are employed in agriculture, and of these again only 100,000 are owners; 2,000 owners of large estate, about 75,000 owners of middle sized farms and 200,000 owners of small holdings. At the present moment there are about 150,000 members of cooperative creameries and 104,500 members of cooperative bacon plants, which proves that the great majority are owners of small holdings; in other words what we would call in a general way people without capital, comparatively poor people. Now, how did these people get capital to start with? Did the richer farmers advance money? No! This would have been against the whole spirit of the enterprise, which is solidarity amongst the cooperating members is regarded to financial responsibility and equality of vote. They borrowed the money from banks, and not only have they paid it back, but they own a capital and an adequate reserve fund. All these cooperative enterprises have thus been raised on bare ground, as we say, and almost every director of them now is a graduate of some high school. When these people successively attained great political power, assuming responsibilities before the electorate, and even as members of Cabinets, it can truthfully be stated that, with few exceptions, they have made good in these positions of popular trust, and although they have not yet produced any statesman of mark, I do not hesitate to acknowledge that they have, especially in dealings with economical questions, often given evidence of more constructive mind than many a politician with higher traditions and broader education.

Halloween at Claremont.
A select crowd of boys from Lenoir College and the city were very highly entertained Monday night at a Halloween party given by the Claremont College girls.

The program for the evening was unique in every respect. The guests were received at the door by a ghostlike figure holding a basket of peanuts on one arm and very cordially extending a gloved hand to welcome the boys as they approached tremblingly. A mere touch of that hand was enough; for it was incased in a rubber glove which, when touched, imparted a sensation which would cause the most courageous to shiver. After having recovered from the shock given by shaking hand of Death, the boys were presented with a bag of peanuts from the basket held by the phantom and warned to save them; for they would need them later.

His nerve being already shattered, his case was a hopeless one when on entertaining the reception hall, each poor boy was completely surrounded by a ghostly swarm of figures each peering at him with eyes which had no expression, and uttering not a sound; but only extending a hand from the shroud.

Then came the crowning feature and the mystery of the peanuts was revealed. The company was asked into the auditorium. The boys being sent to the seats, the "hants" remained on the stage. An expectant calm came over the house, then an apparition was led forward by a teacher, and this question asked, "How many peanuts am I bid for this girl?" Up to this time, not a word had been spoken by a girl. Each boy purchased a mashed figure with the peanuts given him on entering. When the "auction" was over, the girls "unshrouded." The couples then returned to the reception hall to find seats and enjoy the evening talking, playing at games fitted for the occasion, having their fortunes told, and refreshing their shattered nerves at the punch bowl.

Hickory League Entertains.
One of the most entertaining social gatherings of the season was the name social given under the auspices of the Epworth League of the First Methodist church Thursday night. Invitations were sent out with the request for those who would attend to bring a penny for every letter in his or her name. A neat sum was realized in this way.

The church was tastefully decorated with evergreens, and beautiful colored leaves from the forest.

An interesting program was rendered consisting of songs, solos, and recitations after the program delicious refreshments were served by the young ladies of the League.

Special credit is due those young ladies who so faithfully labored in preparing the refreshments, decorating, serving, etc.

The League is growing under the leadership of the efficient president, Mr. A. M. West.

The Bible in a Sack of Flour.
William Tyndale urged the priests to read the Bible in Greek. They said the Pope only allowed it read in Latin. Tyndale said: "If God spares me, I will one day make the boy who drives the plow in England know more of the Bible than the Pope does." Tyndale saw men led to prison and to death in England for reading Luther's Bible, so he went to Worms, from which city, hidden in bales of cloth and sacks of flour, printed copies of the English Bible soon crossed land and sea and found readers in his native land. Tyndale was brought from exile and burned at the stake. He died praying: "O Lord, open the King of England's eyes." After many years, at the order of an English King, the translation we now use was made and is scattered all over, not only England, but the earth. Many old Bibles bear the words, "King James' version" (or translation.) So Tyndale's prayer was answered.—L.

Mr. and Mrs. J. S. Stine have returned from the fair at Charlotte, where their Mr. Stine saw the Smith-Campbell cotton picker at work. He says it is a success.

Balked at Cold Street.
"I wouldn't let a doctor cut my foot off," said H. D. Ely, Bantam, Ohio, "although a horrible ulcer had been the plague of my life for four years. Instead I used Bucklen's Arnica Salve, and my foot was soon completely cured." Heals Burns, Boils, Sores, Bruises, Eczema, Pimples, Corns. Surest Pile cure 25c at C. M. Shuford's, Moser & Lutz and Grimes Drug Co.

Cleveland's Sand Clay \$250 a Mile.

Mr. Robinson Will Build Hickory-Brookford Road Same Way.

Mr. John W. Robinson, road supervisor for Hickory township, has just returned from an inspection tour of the sand clay roads in Cleveland leading out from Shelby. He is delighted with them. He saw one 18 months old in a torrent of rain poured down on Sunday, and it did not show even the print of a horse hoof.

Contractor Eddlemen, who is working a chain-gang force of about 40 men, builds his roads this way. He grades the road for 25 feet wide and uses a crown 16 feet wide. He does not mix the sand and clay but puts on a top soil on the level grade about 12 ft. sloping slightly to either side. This top soil he gets out of the adjacent fields. Mr. Robinson brought some of it with him. It is a gritty, yellowish soil with a good deal of sand in it.

Mr. Eddleman does not pack this down with steam rollers but uses a wheel scrape, and smooths it out. If it should go into hole, he would fill it in and scrape it over again.

This road does not cost over \$250 per mile after the grading is done. The farmers give the soil, and none of it has to be hauled over half a mile. Mr. Robinson thinks this is the thing for the Hickory and Brookford road. Mr. Eddleman will be over this week to see if he can locate this top soil near enough for use, and if he can do so, work will begin at once. He does not use an expensive stockade for his convicts but simply a shack 18 by 50. Each man is chained to a long iron rod at night. He feeds and clothes his men well, and then sworks them for all there is in them. The chain gang, he says, need not be made an expensive institution. Gaston county people say their road work would have to stop if it were not for the Recorder in Hickory.

Resolution of Synod.

Whereas Potomac Synod in its 39th annual session held in Hickory, N. C., has been so delightfully entertained by the good people of this beautiful city and has enjoyed so bountifully that splendid hospitality for which the southland is justly noted.

Resolved that this Synod extends its sincerest thanks to the pastor and people of Corinth Reformed church and to the members of other denominations, all of whom opened their homes to us and bestowed upon us so many evidences of kindness and consideration.

Resolved that Synod recognize the faithful and efficient services of Miss Margaret Bost as post mistress and express its gratitude and appreciation for all that she has done for our comfort and convenience by the adoption of this item.

Resolved that the treasurer of Synod be authorized to pay to the treasurer of this church the sum of \$25.00 for the use of the church in its present session.

Resolved that the pastor of this congregation be requested to read these resolutions to his people at their next regular service and that they be published in the local papers.

Resolved that this Synod places itself on record as highly appreciating the gracious invitation to visit Catawba college and participate in the inaugurations of President elect Prof. J. F. Buchheit and that we appreciate the courtesies afforded us on this auspicious occasion.

Rev. W. O. Rudisell Dead.
Rev. W. O. Rudisell a prominent young minister of the Western North Carolina conference died at the home of his father near Lincolnton Sunday night.

He was a young man of promise and his death is distinct loss to the Methodist church.

His last work as a pastor was in Shelby.

The funeral services were conducted by Dr. J. H. Weaver and Rev. J. F. Armstrong. He leaves a wife to mourn his loss.

Starts Much Trouble.

If all people knew that neglect of constipation would result in severe indigestion, yellow jaundice or virulent liver trouble they would soon take Dr. King's New Life Pills, and end it. It's the only safe way. Best for Biliousness, headache, dyspepsia, chills and debility. 25c at C. M. Shuford's, Moser & Lutz and Grimes Drug Co.