

is practically the thought I've trying to express for years to New England farmers. Barrett did it better than I, because he is a better man.

Reading his statement and thinking over my acquaintance among the leaders of farm organizations, I am impressed with the sincerity, honesty and splendid set of fellows from Atlantic to Pacific and they are doing old work in efficient organization that will count for good, long after they have gone. May "selfish" leaders who have used their organization for their own selfish ends be forced into the retirement they deserve and the day soon come when honest leadership, above suspicion, shall convert our farm people into a force which no man dare dis-

PATTEE.

CONGRATULATIONS

express our hearty and sincere congratulations to the Dairymen's League. It took a bold and courageous stand in its demand for an increase of more than 1/2c per quart for June 1st, in the face of an increasing surplus, a falling butter price and a determined organization of powerful interests. There is no possible doubt the prices asked were justified. April and May milk in New York was priced exceedingly low. The League had been severely criticized. It took the sound and proper stand in squarely meeting the issue June 1st.

We have, over and over again, said, if ever the NEMPA went down under attack, it should be from the outside, not the inside. It were better to be fighting for our manifest rights in fighting over mistakes and failures.

NEMPA ATTACKED USELESSLY

The NEMPA is not a dealer in milk or any other product. It does not own any interest of any sort or description in any milk or other business. It has no voice directly or indirectly in any milk handling or other concern.

It has worked out a plan for co-operative marketing. That plan is sound and so fair, that two concerns alone within the past six months, been organized upon those general lines. But they are no part of the NEMPA and the NEMPA is no part of them. It remains as it started, a bargaining

Our friends, the dealers, who are trying to disparage and discredit the NEMPA, are making mighty little progress. Producers remember too well how they fared when these interests, now so friendly and solicitous for their producers' welfare, had things in their own hands and worked their own will on unorganized and helpless farmers. They know why it is the NEMPA has had such phenomenal growth, why it is these dealers are so ready to attack it.

We are amused but not alarmed. The only serious charge the farmers have against the NEMPA is that it has never yet gotten enough for its members' milk. No price yet received has been willingly paid by those who are now such friends of the farmers. It is a poor camouflage that deceives nobody. Think of the thousands of dollars being spent, not to sell milk, but to build up the industry, not to increase producers' prices, but in public attacks on others.

It is a mighty unfortunate thing that the dealer cannot see that his interests lie in co-operation with, not opposition to, the organized producers. It is a great mistake to think any dealer can disrupt the association. The only way that can be done is by poor management on its part, either in doing the wrong thing or not doing the right.

We have been asked what we were doing to offset this propaganda against us. We reply—nothing. We believe it is unnecessary. The producers are bright enough to see through it. We only regret that the thousands wasted by the dealers in this way, could not be added to the producers' milk checks. It would do some good that way.

OLD AND NEW.

The issue is beginning to be drawn pretty sharply between the old and new ideas of marketing. Briefly stated, they are:

The Old. That system of marketing owned and operated for profit should stand between producer and consumer. That the farmer's job is to produce, say milk and turn it over to the dealer who is to market it at a price set by himself and return to the producer what the milk brought after taking out the costs and such profits as he, the dealer, saw fit. The safeguard of the producer is competition between dealers under this system. As the business grew requiring more and more capital and skill, corporations succeeded individuals and firms until about 75% of Boston's milk is now handled by four or five big cor-

handling of the commodity, but profits on the capital invested, salaries and other expenses, shall be kept at such figures as will attract to the business whatever money and talent is needed, the excess or surplus earnings being added to the price paid the producer or taken from the price charged the consumer, or both.

The new system is attacked by the old as visionary, impractical, and impossible. It is claimed that distribution is a highly specialized business of great risk, requiring expert management, tremendous capitalization and can only be suitably handled by those whose skill and wealth cannot be commanded except upon the prospect of great financial return, that the risk loss and possibility of profit are the incentives which make for efficiency and these must be concentrated in those who handle the product; that competition and the necessity of maintaining a supply will insure a reasonable price to the producer and at the same time protest the consumer; that the history of co-operative marketing is one of loss and failure and that present agencies or circumstances promise nothing better than those that have gone before.

The new system is defended by its friends on the ground that it is economically sound; that no industry can prosper without a free outlet for its products; that production precedes distribution and its rights and interests are paramount and can only be safeguarded by self controlled facilities for marketing. They declare that neither the capital or intelligence for the successful production of any commodity can be attracted when the only outlet for that commodity is through privately owned facilities placed there to milk the business down to the point of a bare existence. They claim the producers through free access to markets, must be in a position to take advantage of market conditions, to deflect their supply from an over-stocked market to a shorter one, to store and hold by-products preventing gluts and shortages. They claim that the business risks of self-owned facilities are no greater to producers than those of the old system by which dealers were able to experiment with ideas and to engage in all sorts of schemes in marketing, with the knowledge that losses could be passed back to the producers in a less price, sometimes covering a long period. They assert that present agencies have no monopoly of business sagacity, judgment or ability to handle problems and point to losses and failures to prove it. They declare that history shows successes as well as failures in co-operative marketing.

NEW ENGLAND DAIRY AND FOOD COUNCIL

Dairymen and other agricultural producers will receive direct benefit from the New England Dairy and Food Council which was organized June 16th at a meeting in the State House, Boston. Officers were elected under the charter as a Massachusetts corporation which had been secured and the council is now ready for business.

Its chief business will be to promote greater consumption of New England food products. Milk will be the chief center of effort but other products which can be raised economically in New England will be included. It is an all-round program which is being mapped out and it will be continuous. Its effect on New England Agriculture will be incalculable.

Many forces will join in the council. There is no better way to indicate this widespread backing than by reviewing the officers: The president is Glenn C. Sevey, editor of the New England Homestead and one of the most far-sighted agricultural advisers in the country. There is no question about his standing squarely on both feet for the interest of the farmers, every day in the year. The vice president is no less a figure in the agricultural world. F. S. Adams of Bowdoinham, Me., is the head of many big things. He is president of the NEMPA, chief of the Maine Bureau of Markets, president of the Maine Farmers' Union and a former president of the Maine Dairymen's association.

The council has Prof. W. P. B. Lockwood, head of the dairy department of the Massachusetts Agricultural college, for its secretary. No better man could be found nor one with more of a grasp of the dairy needs of the state and of all New England. The business men's interest in the businesslike project is indicated in the treasurer, Fred S. Snyder of the firm of Batchelder and Snyder. The other members of the executive committee are Richard Pattee, managing director of the NEMPA, and Dr. A. W. Gilbert, Massachusetts state commissioner of agriculture. Dr. Gilbert's staunch support and sound advice had much to

do with the formation of the council on its present broad and comprehensive lines.

No less strong is the council in the other members of its board of directors. They are George E. F. Storey, county agent for the Worcester county farm bureau; T. G. Hazard of Narragansett Pier, R. I., civil engineer and enthusiastic farmer; Col. William A. Gaston, president of the Shawmut bank, Boston; Miss Sarah Louise Arnold, dean of Simmons college, Boston; R. J. Baker, extension director of the Connecticut Agricultural college; E. S. Brigham, commissioner of agriculture for Vermont; G. M. Putnam, president of the New Hampshire Farm Bureau Federation; C. M. Cox of Boston, "dean of the grain dealers"; Horace A. Moses of Springfield, president of the Eastern States Agricultural and Industrial League.

With such a body of representative men, each with a different point of view but all committed to the one project of making better markets for the dairy and other New England raised products, there is no question that the council will be a big force in the years to come and will do much toward settling the vexed problems of producing food for an ever-growing city population from a comparatively restricted agricultural area.

Certain organizations in the field are carrying out a program to "make New England produce what New England eats" or to come much nearer to it than it does at present. The council will take a firm stand on the ground of "let New England eat what New England grows." There is no limit to this program for the busy cities will always require far more food than the New England farms can produce. But there is a real need for such an organization to present in a clear and definite way the economic advantage of consuming the foods which New England can raise to good advantage instead of products of no greater food value which are transported to New England at high cost and with increasing difficulty.

The business of the new council is a clean cut proposition, to boom the

use of New England raised products. The constitution of the new council defines its purpose as "to collect and disseminate information relative to the food value, health value and economy in the use of milk and dairy products, and of other food products, to collect and disseminate information concerning the production, distribution and consumption of milk and dairy products and other food products; to encourage and promote a sound dairy industry, to insure an adequate and satisfactory supply of milk and dairy products, and of other food products for New England.

The constitution was adopted at a previous meeting of representatives of the state departments of agriculture, Grange, state agricultural colleges, social service and health organizations and of the groups of producers, such as the New England Milk Producers Association. Articles of incorporation were drawn up and a charter was secured as a non-stock, not profit corporation, organized under the laws of Massachusetts. It will have its principal place of business in Boston.

The constitution provides for the membership in the council either by corporations or by individuals. No corporation shall be represented by more than one voting member but provision is made for associate members. The council will be managed by a board of directors, elected for a term of three years and one third of them leaving the office each year. This assures a continuity of program. The active management will be in the hands of the executive committee consisting of the officers and two members at large. Any danger that any one group of those interested in the work of the council shall become dominant is obviated by a provision that not more than two members of the board of directors shall be chosen from the representatives of any single corporation or other organization or trade.

The work of the council will be supported by contributions which will be made by groups of producers or from businesses which will receive benefit from the general stimulation of agriculture resulting from the work of the council. These voluntary con-

tributions may come from individuals, corporations or associations. All funds so received will be applied to educational work excepting such as are necessary for the legitimate expenses of operation. Provision is made in the constitution that if the plan is given up at any time any funds remaining in the treasury shall be expended in such educational work and shall be subject to the joint approval of the head of the dairy department of the Massachusetts Agricultural college and the state commissioner of agriculture.

The big program of the council calls for an efficient staff of trained men and women who can bring results. Publicity will have a big place to play in the program and it will be directed toward all sections of New England, not simply the large consuming centers. It will be directed especially to the task of convincing consumers that there is nothing better for food than wholesome New England Dairy products, produced near at hand, and handled in accordance with New England standards of quality and purity.

The council plan originated in the NEMPA and is the natural outgrowth of the Boston Milk Campaign which was carried on last year and the year before. It is estimated that the campaign increased the consumption of milk about 15 per cent in Boston and that there was a similar increase in Worcester, Springfield and other cities where such educational work was carried on.

While the campaigns in Boston, Worcester and Springfield were decidedly successful, it was the belief of the leaders that the individual consuming center was too small a unit for efficient work and that the real unit for efficiency was all New England. The state boards of agriculture and the state colleges of agriculture took the same view and have lent their heartiest kind of support. Carrying on the work on a New England-wide basis will not only result in greater economy in handling the publicity and educational work but it will spread it over a much wider territory and will reach hundreds of thousands of homes which would not

(Continued on Page 9)

MAY PRICE AND SURPLUS

Dealer	Per Cent Surplus	Surplus Price	Per Cent Whole Milk	Whole Milk Price	Price Paid F. O. B. Boston
Hood	36.60 @	3.2560	63.40 @	4.1850	3.8448
Whiting	33.59 @	3.1307	66.41 @	4.1850	3.8308
Turner Centre	54.43 @	3.2607	45.57 @	4.1850	3.6819
Alden Bros.	59.02 @	3.1519	40.98 @	4.1850	3.5750
Plymouth Cry.	70.10 @	3.3580	29.98 @	4.1850	3.6050
F. Cummings	28.73 @	3.2580	73.27 @	4.1850	3.9370
Grafton Dairy	48.46 @	3.2241	51.54 @	4.1850	3.7193

Summer Profits

The coming Summer months and the use of pasture is an important factor in reducing cost of milk production at this season of the year, and if every producer is used to produce milk from the many preventable causes that result in losses of milk, a reasonable profit is assured to the dairyman. These profits are large—made possible by the use of wholesome, sanitary cleanliness which



...vides to the prudent dairyman, and, moreover, the margin of profit can be materially increased by the use of a cleaner, because it protects loss of milk quality and saves time

MAINE DISTRICT

L. C. Holston, Mgr., Cornish, Me.
 "What was the idea of reducing the price of milk during May and June?" That is the question that confronts me at every turn. The pastures were very late, nearly everybody turned their cows out before the grass got a chance to start and that means short feed for the rest of the season. Grain is the highest ever, which means that a very small amount will be fed. I cannot see at the present time where the milk will come from to feed the army of summer people who are now flocking to our resorts. The necessity of an increase in price for July and the following months is imperative if we are to expect or if the public wishes an unfailing supply of milk.

The above question is a leader to another and that is "What good is the NEMPA to me?" It is not the simplest thing in the world to convince a producer of the fact that if it were not for the NEMPA that they would have only been receiving the New York price or less. They little realize what the Sales Committee has to contend with every month to hold the price where they do. In a good many instances the producer is not sufficiently enthusiastic to increase the strength of the association to a point where we can demand a price for milk and say to distributors just as any other manufacturers say to their agents, "We must have sufficient for our goods to cover cost of production plus a fair profit," and if we continue, we must have such a price. We must have power behind us. We must increase our membership and every man who is producing milk should feel it his duty to increase the membership of his local. Don't expect your officers to do it all. In most cases they are just as busy as you are and their incentive for increasing membership should be no greater than yours, Mr. Producer.

A good part of my time so far has been spent in connection with the Portland market where it seems to be pretty hard work to induce the dealers to pay dues. There are all manner of excuses. How many of them are simply excuses I am as yet unable to determine but a few I will enumerate that you may be in touch with the situation.

Excuses for Not Paying Dues

"We find the orders were not signed by the Producer."

"Some Producers insist that we do not pay the dues even. After they have signed an order."

"It is too much work."

"It entails too much bookkeeping."

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ship poor, dirty, sour or low testing milk to market and expect even a fair price for it. It is not natural for an agent handling such goods to take a fair amount of interest in handling such stuff. If a dealer has to add cream to milk to bring it up to test, how do you expect him to pay you a top price for your milk? Such conditions exist and in order to keep the slate clean and the reputation of our organization secure, we must demand that our members play the game fair and not stack the cards.

Friday night, June 11, in company with Mr. Davis, it was with interest that I went to a meeting of the Unity local. The meeting was a good one, about 75 being present, which is a good thermometer, showing the interest in that local. The meeting really developed into a round table discussion and if the Unity local does not know all about the NEMPA it was because they didn't ask questions enough, which they were given full opportunity to do.

Members of the NEMPA of Maine, I am on the job to help you. I am here to make myself useful. Use me.

BALANCED RATIONS

A news letter sent out by Prof. R. B. Cooley of the Massachusetts Agricultural College to the county agents of the state gives some interesting figures as to the value of balanced rations. The communication was as follows:

Many successful dairy farmers have questioned the necessity of understanding food values and the balancing of rations for farm animals. By long experience and probably by inheriting the knowledge gleaned by their forebears they have learned that certain combinations of feed are conducive to milk production and the maintenance of the animal's vitality. Experience is an excellent school to learn in but a very slow school. It is possible by a study of food values and the balancing of rations to learn more about correct feeding than another man learning wholly by experience might glean in a generation. Following is a report which comes from a good dairyman, who has recently proven this to his own satisfaction on his own farm:—

In January of this year, he fed 16 cows, a ration of 300 lbs. ground oats, 500 lbs. cornmeal, and 100 lbs. barley. The roughage consisted of 44 lbs. of silage, 6 lbs. of clover hay and 3 lbs. of timothy to each cow per day. The grain mixture was fed in proportion to milk production. The feed for the month was \$277.10 and the profit over feed \$29.22

The first ration was rich in carbohydrates but deficient in protein. By reducing the amount of corn feed, eliminating the barley and adding bran and oil meal, the protein content was increased until it properly balanced the carbohydrates or starchy part of the ration. In the first case the cows were compelled to consume too much starch in order to get enough portein.

DAIRY COUNCIL (Continued from Page 5)

otherwise be touched. While the council will center its efforts very largely at first on milk and other dairy products, it is the expectation and belief that other groups of producers will see the advantages of this big program and will give sufficient financial support to enable the council to enter their fields and carry on an equally vigorous program. Apples and all other fruits produced in New England, poultry products, garden truck and any other food which can be produced to economic advantage here can well be included in the general program which will grow bigger as more and more lines are added to it.

The NEMPA believes fully in this plan of action. It will give new heart to the dairymen to know that this group of able business and professional men are giving their best thought to the big problem of encouraging New England agriculture. Dairying is at the base of all agriculture here and any serious set back to the dairy industry will surely react in a disastrous way on all farm interests. Every member of the NEMPA should stand back of this council program for it means better and more stable agriculture for the future, better conditions of marketing, increased demands through a better understanding of what New England has to offer in the way of food products.

OLD AND NEW (Continued from Page 4)

business practices and disseminate general or special information.

It is an interesting situation. The NEMPA is frankly pledged to co-operative marketing. It believes in consolidation and concentration on a co-operative basis. It believes in farmer owned marketing facilities with ownership adjusted on the basis of business handled. Its plan for co-operative marketing provides that the investment of each producer shall be in the same proportion to the whole investment that his business is to the whole business. Its plan has been

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