



THE PRESIDENT ON THE JOB

By FRANK PARKER STOCKBRIDGE
©Publishers Autocaster Service

III—FARM RELIEF

WASHINGTON, D. C., April 14, (Autocaster)—In two years or so, President Hoover believes, the program of developing farmer marketing organizations under the direction of the Federal Farm Board will have begun to make a dent in the agricultural situation in the United States.

It takes time to build up any genuine business. It is the purpose of the Farm Board to cooperate with the farmers to build up solid marketing organizations, farmer-owned and farmer-controlled, which organizations can give stability in their markets and eliminate waste in the marketing system which will reserve initiative and character of the farmer and the control of his products.

Already the Board has proceeded to the creation of such marketing organizations in cotton, grain, livestock, wool, and some branches of the fruit industry, by consolidation of the chief cooperative marketing organizations in those lines into definite national organizations, the stock of which is subscribed by the cooperatives. Those organizations are already functioning and the Farm Board has loaned to them, for purposes of extending facilities for handling commodities, and for conduct of their business upwards of \$150,000,000.

As I have said, to build up these organizations requires time, just as it took time to build up the U. S. Steel Corporation with 40 per cent of the steel of the U. S., and just as the U. S. Steel Corporation acts as a buffer to maintain stability in the steel business, so it is expected that these marketing organizations will act as a buffer to maintain stability in each of the agricultural products.

But it took years to build up personnel and organization, experience and method in the Steel Corporation. To go to it in any other fashion, without laying sound foundations, would simply be a fly-by-night proceeding which would be of no permanent value to the farmer.

Those and other reforms must be brought about by the ownership and work of the farmers themselves. The Agricultural Marketing Act places the power to do these things in the farmers' hands. Neither directly nor through the Federal Farm Board does the Government of the United States assume responsibility for the success of the new marketing system, or authorize to say to any farmer or group of farmers or region or state what crops they shall grow, in what quantity, or what price they shall get for them. But through the economic control of marketing facilities made possible by the five hundred million dollars which the Farm Board is authorized to lend to properly organized and properly managed farmer marketing organizations, farmers who unite to avail themselves of the financial backing thus made available will have an advantage over those who adhere to the old methods, competing with each other to sell their products.

It is not expected that every single farmer in the United States will join in these organizations. If they were able to command the output of 40 per cent of the farmers' product, they would be in position to stabilize the agricultural market. Many farmers will want to continue to sell their products through existing agencies, but the competition of the solid farmer-owned organization with the existing individual agencies will undoubtedly stimulate these existing agencies to greater service for the farmer.

The Agricultural Marketing Act is not a panacea for all the ills the farmer is heir to. If there were any such panacea it would have been discovered and applied long ago. But it is a long step toward the goal of putting the American farmer on an equal economic basis with the manufacturers and business men of the nation.

In agriculture just as in manufacture, there must be an ultimate adjustment of production to demand. Farmers cannot go on producing a surplus any more than a manufacturer can go on producing a surplus and have expectations of finding a profitable market. Therefore, the Farm Board has taken up this question in its campaign to reduce both wheat and cotton acreage. In these two commodities there have been tremendous shifts in the last ten years. In wheat, the opening of the great semi-dry farming area of northern Texas, western Kansas and Nebraska, and application to it of large scale, mechanical farming, has developed a wheat area where wheat can be produced and sold at a profit for somewhere around 75 cents a bushel.

Due to discoveries in mechanical devices, such as the combine and tractor, together with development of methods for retaining moisture, there has been created practically a new wheat-producing area in this territory and the expansion of wheat acreage in these localities has been greater than the expansion of Canadian acreage. Therefore the farmer in a locality which cannot produce wheat for less than \$1.00 a bushel is faced with an economic competition that he must not disregard. The administration has advocated higher tariff on flax, soy beans, and other crops which might be adapted to replace wheat in these localities in competition with this new low-cost area.

Much the same thing has happened in cotton, which can now be produced in large sections of Texas

and many others over a period of seven or eight years. It meets the President's basic theories of government, which might be stated something like this:

Government to be effective must in the long run be self-government. And no Government can be permanently successful unless it is based upon facts.

The program of Farm Relief under the Agricultural Marketing Act is self-government in every respect. The entire machinery is in the hands of the farmers themselves, with only so much guidance and control from Washington as may be necessary to get the machinery properly set up and running smoothly. It will take just as much as if they were owned by the farmers themselves, with only so much guidance and control from Washington as may be necessary to get the machinery properly set up and running smoothly. It will take just as much as if they were owned by the farmers themselves, with only so much guidance and control from Washington as may be necessary to get the machinery properly set up and running smoothly.

Of vital importance in this connection is the President's view of a strong tariff protection for agricultural products, so as to give the American farmer the substitutes with which he can replace these great shifting commodities.

Still further part of the President's program is the development of a strong tariff protection for agricultural products, so as to give the American farmer the substitutes with which he can replace these great shifting commodities.

There is one phase of the recent situation which has not been well enough known. The great business slump which started with the stock crash in Wall Street, through its direct and indirect action brought about a panic in the price of agricultural products. Such a panic in 1922 caused a drop of 50 per cent in the price of the things the farmer had to sell.

The Federal Farm Board by making large advances to the already established farm marketing organizations, has enabled them to purchase large quantities of wheat and to hold cotton owned by the members of the cotton cooperatives, and by this courageous and strong action stop the panic in agricultural products. Had it not been done, wheat, according to the grain trade, would have touched 70c a bushel at Chicago. People have regained confidence and the tide has turned and the price of wheat is again \$1.15, the drop in this national slump being not more than 10 or 15 per cent as compared to 50 per cent in 1922, and the situation is on the way to recovery so that the whole program is beginning to function and make progress.

The outlook on the whole for agriculture is in the long view optimistic, as the administration sees it. The movement from the farms to the towns and cities is a natural force operating for the benefit of those who continue to make farming their vocation. The steady increase in the nation's population is preponderantly in the cities. The generally upward economic standard of living when maintained by increased buying power on the part of the people generally tends to enlarge the demand for farm products in all lines. And the various industrial enterprises founded upon the utilization of farm wastes can be reasonably expected to grow and provide an enlarging outlet for the farmer.

We increase our consumers by 1,500,000 a year, and we are not increasing the amount of land brought into cultivation except in the very special case of wheat in the last few years. There are, broadly speaking, three classes of land from the agricultural point of view.

There are the completely unproductive lands which do not enter into the equation at all, the first-rate tillable lands, which can be made to produce crops economically, and the so-called marginal lands, on which crops can be grown, to be sure, but only at a higher cost than on the best lands.

The tendency in America has been to develop these marginal lands, on which the farmer operates under a handicap at best. During the war acreage of marginal lands under cultivation was greatly increased. All of the signs point to the gradual abandonment of these marginal lands, perhaps their reforestation, and the confirming of agriculture to the first-class farmland. And, with the exception of some comparatively small tracts which need only irrigation to put them in that class, all of the really good farm land in the United States is under cultivation today.

There is no natural incentive, therefore, to the extension of agricultural operations but rather a strong pressure to curtail them.

The tariff on farm products which will keep the virgin lands of the growing younger nations from competing in our home market will produce prompt results in many lines, the President believes. We have been so long accustomed to think of the United States as a young nation, which it is by comparison with Europe, that we overlook the much younger nations, in point of development, in the Southern Hemisphere, and which are now the strongest competitors in the world markets for the agricultural staples.

The dairy industry is an example of agricultural operations which have had the benefit of a high tariff for several years. It is today in a highly flourishing condition and is capable of considerable expansion. We are importing beef today, but it is the President's expectation that that will be remedied under the new tariff. The pork situation and that of fruits and vegetables may also be expected to improve from the same cause.

The method which has been adopted for Farm Relief, the cooperative marketing system on a national scale and to include eventually all farm products, is not a revolution but an evolution. It did not originate with President Hoover, but is the result of the examination of facts by himself

thought the new law should be administered by men of experience in cooperative marketing of farmers' products and whether they should not also have a leading business man on the Board. The unanimous reply was that that was exactly what was wanted.

These cooperatives have been in business of marketing the products of their members long enough to know that the problems involved called for the highest kind of ability and acumen. The President then dispatched telegrams to the various associations asking them to suggest men who had this basis of experience. Five of the men appointed to the Board were the five who received the largest number of recommendations from the existing cooperative associations that were themselves actual representatives of the farmers. There had to be representatives from some sections of the country where there were not sufficiently strong cooperatives and the President added to the Board Mr. Alexander Legge, whom he induced to give up the Presidency of the International Harvester Company to become its chairman.

The Board is truly a farmer's board and its purpose is to build up farmer owned, farmer controlled organizations for marketing the farmers' own crops.

The cooperative marketing idea is no novelty to the American farmer. As the President pointed out in his message to Congress advocating the passage of the Marketing Act, cooperatives owned by the farmers themselves handled and sold for their members one-fifth in value of the total agricultural production of the nation in the 1928-29 season \$2,500,000,000 out of a total of \$12,500,000,000. Only one or two of these cooperatives were organized on a national scale, however, so that their existence was hardly known to the general public. Washington knew all about them, however, and knew which ones had been most successfully managed.

The work of the Farm Board has brought some bitter criticism from the grain dealers who have objected to the building up of farmer owned organizations of the type provided in the marketing act. They are probably more scared than hurt. The whole organization has been created for the benefit of the farmer to bring about a great measure of farm relief.

The act provides, for the protection of the elevator men and others, that if the marketing organizations wish to take over their business they must give adequate and proper compensations, etc. There is no tendency on the part of either the farmers or the Farm Board to do injustice to anybody. The primary purpose is to build the farm up in strength so that the farmer controls the destiny of his own crops.

It is interesting to note the method by which the Farm Board was selected that would truly represent the farmers themselves. As soon as the Marketing Act was passed, and even before, certain political farmers in Washington began to demand that none but dirt farmers, including themselves, should be appointed. Administration by emotion is as repugnant to the President as legislation by emotion. He wanted the facts. Telegrams were sent to several hundred of the leading agricultural cooperative associations asking direct questions—whether they

thought the new law should be administered by men of experience in cooperative marketing of farmers' products and whether they should not also have a leading business man on the Board. The unanimous reply was that that was exactly what was wanted.

These cooperatives have been in business of marketing the products of their members long enough to know that the problems involved called for the highest kind of ability and acumen. The President then dispatched telegrams to the various associations asking them to suggest men who had this basis of experience. Five of the men appointed to the Board were the five who received the largest number of recommendations from the existing cooperative associations that were themselves actual representatives of the farmers. There had to be representatives from some sections of the country where there were not sufficiently strong cooperatives and the President added to the Board Mr. Alexander Legge, whom he induced to give up the Presidency of the International Harvester Company to become its chairman.

The Board is truly a farmer's board and its purpose is to build up farmer owned, farmer controlled organizations for marketing the farmers' own crops.

DR. H. C. HUGHES
DENTIST
Office in the Telephone Exchange Building, Chestertown, Md.

INSURANCE
ALL CLASSES OF INSURANCE WRITTEN AT THE LOWEST CURRENT RATES
RELIABLE COMPANIES
INSURE FROM ONE DAY TO FIVE YEARS—
Special Attention Given to Insurance on Grain in Both Bays and Shock.
Prompt and Careful Attention given All Business. Write or Call on
JAMES G. BECK, Agent
CHESTERTOWN, MD.

SPECIAL
Klenzo Dental Cream (Large Size)
Klenzo Tooth Brush
85c Value
39c
A. L. Sterling
Chestertown, Md.

THE PRESCRIPTION STORE
STAM DRUG CO.
Phone 30
Chestertown, Md.

THOS. W. PERKINS, Inc.
Established 1917
CORRESPONDENT OF
WEST & COMPANY, Bankers
Philadelphia
Members—New York and Philadelphia Stock Exchange
HIGH GRADE INVESTMENTS
STOCKS AND BONDS
ACCOUNTS CARRIED
SHORT TERM TRUST NOTES
Correspondence Solicited
Office
159 Court Street, Chestertown, Maryland
Telephones 109
Feb. 10-11

W. H. THAWLEY
PLUMBING and HEATING
Town and County Work Solicited
Will Go Anywhere
Phone 86
Chestertown, Maryland

WM. PEPPER CONSTABLE
Attorney-at-Law
Maryland Trust Building
In Elkton, Md., Tuesdays
Baltimore, Md.

THE TOLCHESTER COMPANY
TOLCHESTER BALTIMORE FERRY
SPRING SCHEDULE
Weather Permitting
Effective March 7th, 1930
STEAMER "EXPRESS"
Leaves Baltimore week days at 8:00 a. m., and 3:00 p. m.
Leaves Baltimore Sundays at 8:30 a. m., and 3:00 p. m.
Leaves Tolchester week days at 10:15 a. m., and 5:15 p. m.
Leaves Tolchester Sundays at 10:45 a. m., and 5:15 p. m.
Adults tickets one way 60 cents;
Round trip, good 1 day \$1.00;
Round trip good 30 days \$1.10;
Children half fare.
Saturday and Sunday Special Round Trip, good one day 75c.
Autos and Trucks at low rates.

THE TOLCHESTER COMPANY
Pier 16 Light St., Baltimore

—Advertise in the Enterprise.

Do Your Fencing With
CAMBRIA FENCE

Field and Poultry Fencing, the fence with the hinge joint, cut stay of standard design, smooth heavy galvanizing, uniform in size of wire, weight, distance between stays and firm Flexo joint.
Barbed wire, fence posts, staples etc.
Get Our Prices

H. D. OREM & SON
Phone 217
Chestertown, Md

THERE'S A TREND TO VALUE AMERICA IS CHOOSING

BUICK

ACCEPT THIS INVITATION—

Prove BUICK supremacy in traffic, on hills, on the straightaway—choose the car that's winning. two-to-one buyer preference in its field.

May we make just one suggestion: Take the wheel of a BUICK and experience the full measure of its abilities before buying any car. Then buy according to results!

Performance! That's what you want... performance plus the exceptional beauty of Body by Fisher... and a ride in any one of the 15 Buick models will prove a revelation of power, flexibility, swiftness, smoothness and stamina.

Fine car owners everywhere are preferring Buick. In fact, so marked is the trend to Buick that America is awarding it from 35 to 50 per cent of the combined sales of the fifteen makes in its price class. But be your own judge of Buick's performance and value. Come, take the wheel!

BUICK MOTOR COMPANY FLINT, MICHIGAN
Canadian Factories: **McLaughlin-Buick, Oshawa, Ont.** Division of General Motors Corporation
Builders of Buick and Marquette Motor Cars

THE N-B-R MOTOR CO.
High Street - - Chestertown, Md.

Special Sale of
SPRING COATS
At Remarkable Price Savings

The finest that the season has to offer—coats graceful in line and distinctive in workmanship, with smartness apparent at a glance, made doubly chic by the fine furs used on the collars and cuffs... astonishing in variety, this display of coats will enhance you... you will be delighted too, by the modest prices that prevail during our special sale.

These coats authentically conform to the mode... stamping the wearer as one alive to the fashion tendencies of the moment.

A. L. SPARKS
CHESTERTOWN, MARYLAND