

Existing methods of handling commodities are too costly : hence the Western producer can only realize half or less than half the price for which his produce sells in the Eastern market ; while he pays very high prices for what he buys.

Transportation and rehandling eat up so much of the value of his produce, and so raise the cost of his necessities that the producer has no living margin of profit. One bad season puts him in debt ; and thereafter interest eats up his narrow margin and each year he becomes more involved until his only remedy is bankruptcy and migration. The old home is sacrificed ; and the discouraged farmer seeks on new soil a new stage setting for the rehearsal of the old sad play.

A few examples will show how the western farmer will benefit by better and cheaper methods of handling commodities.

The farmer gets but 40 cents per bushel for wheat which sells at the seaboard for 85 cents ; while anthracite coal, which costs \$1.25 per ton to produce, costs him \$7 to \$9 a ton. The farmer, getting 40 cents per bushel for an average crop of 15 bushels, gets but \$6.00 gross per acre ; if he farms 160 acres his gross earnings are \$960 a year.

We expect to save $2\frac{1}{2}$ cents per bushel freight charge on his grain, and something on return freights, besides two or three re-handlings ; a total saving of at least five cents per bushel ; or 75 cents per acre ; or \$120 on \$160 acres ; or $12\frac{1}{2}$ per cent added profit on his business.

The farmer gets a yet smaller part of the final price of meat. If the cattle are sent live, he has to pay high railroad freights unaffected by water competition. If they are dressed at Chicago he has to pay high freights and the cost of re-icing the meat cars five or more times.

We will enable him to ship live cattle by steamer as quickly as by rail, and far cheaper and better ; while dressed meat will be