N. Y
Adams Centre Mar 7. 1912

Dear Miss Tarbell.

I wish to make three statements—

1 — I do not expect you to answer these letters

2 — I shall not long have time to write. In the summer. I am too busy to speak the truth

3 — If people would print what I write, my friends would not have to suffer.

When I was "getting converted" to Mental Science, or, in other words, when I began to find out about "souls and things" I wrote to Henry Wood — He wrote me one letter. Afterward he mailed me one or two things.

The fact that he knew (and cared) that I was alive, helped me a lot.

I think there is nothing that aids us more than the consciousness that one farther along the pathway sends back to us a cheery "Hallo!" It must be

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lonely for the head me!

Now you are one to whom I can look up, as we go higher, we find fewer to whom we can look up — Let one look up to you, and feel that once in awhile your thought touches Morganfarm!

I did not write to tell you the above, but to reflect on paper, & send it to you —

I have been thinking how, all unexpectedly, I have put my finger on two very sore places in American affairs.

The cities are congested, with consequent suffering and waste of human life and mistaken ways of living — The price of living is increasing perilously.

My manner of life, if copied largely over the County would ameliorate this condition —

We have learned to live at so little cost, that that question has ceased to exist for us,

When we can put up our fresh home grown and home raised fruits, vegetables, cattle and hogs, and we can by cutting

II

I The Canner

out II The Wholesaler

III The Retailer.

and selling direct to the consumer, afford to furnish to the consumer a fairly good article at a fairly reasonable price.

I find that a No 1 can of pork and beans costs 8 1/3 cents. Now a No 1 can is very very small. I have a No 3 can filled with pork and beans, coated with onions, tomatoes and sugar, which I shall probably not charge more than 20¢ for, at most It may be that I can sell it for less.

a bushel of beans costs $2.25 It will put up about 96 cans or possibly only 90. If it put up 96 cans, the cost of the can would be

Beans	2 1/2	Now we must add to this seven
Onions, Tomatoes, Sugar	2	cents (which I think is a fair all
Pork		estimate — perhaps the pork, onion
Cans (Label, etc)	2 1/2	& sugar might cost more —
	7 ¢	— we must add enough in

the way of wages to make it attractive, and add the cost of boxing & delivering to the R. R. station four miles away. Then the buyer must pay the freight and the cartage. An awful tax, which, as well as the express or freight charges would be done away with by Parcels Post

According to directions, the beans have to be cooked under steam pressure for three hours. — Thus, we could not cook very many in a day unless we got a large canner and spent

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into it right. There are other things there is more money and less trouble in, as it is a lot of work to prepare the beans for steaming, but I want to do some good and show how much the Barons are robbing the people — also how much the middle Gentleman pockets, & how much the refusal of the parcels post costs us. Now of course a good sized Canner would necessitate some interest charges. but even at that, I believe I can supply a 100 therms balanced ration at less, far less than Armour is doing.

It may be that I am misjudging, and that these goods are produced as cheaply as possible but I shall know, after the season is over.

It makes me furious to read about the increased cost of living, and the puerile reasons given therefor.

Do you know that we are getting 1.62¢ a pint for our milk? Do you pay 8¢ or 9¢? We get 3.24 a quart. The average for the year in from 2½ to 2 3/4 ¢ a quart. this is our high time Where does that difference go? You ought not to have to pay that price for milk. For one thing, there is a great waste of labor in the way the milk is delivered, men who deliver cross each others' trail continually

There should be a municipal ownership of the milk traffic. and it should all be done under a central management. The milk should be delivered with auto trucks. and cash should be demanded so as to avoid the loss from bad debts. Where parents are too poor to buy milk for the little ones it should be donated. and that should be paid for by the benevolent associations.

In reading over this to my son, he says the auto trucks would only have to be used to get the milk from the R. R. station

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and deliver it to the distributing stations.

From the distributing stations the distances would be short, so it would not make much difference whether auto delivery wagons or horses were used.

The point would be that each building would be supplied with milk from one source of supply, at one cost, instead of twenty, as now.

I want to tell you that from Adams Center, it costs (32) 3½ ¢ to deliver a 40 qt can to the N. Y. station. So you see what your milk in New York, at the R. R. station costs. The average price has during the highest year we have ever had, was 2.6 a quart. Adding 1¢ for freight it is in N. Y. at a cost of 3.6. (a little less) I should be interested to hear these figures verified there in New York. In the summer we generally get 2¢ a quart. The highest point we have ever reached here is 3.76 a quart. During the time when the least milk is being produced, is when these high (?) prices are paid the farmer.

The farmer figures that for his years work, with a cow, if he gets the manure as net profit, he is doing well. Now this cries to Heaven for publicity. How long would the people in the city consent to this, if they knew it?

This is the finest dairy county in the world, yet I wish you could see the unpainted houses around us! There are no autos among our farmers, — not those who depend on dairying!

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I am afraid this letter is a little scattered.
I wrote it at different times and got led off from canning to dairying. I am so glad to have secured your attention to this milk deciting, because I know you well enough to know that sooner or later your voice will be raised and you to whom people listen will do what you can to restore to the people their share of food — why it would honestly make your heart ache to see conditions here!

I never shall forget one scene that met my eye. A dapper young fellow, with his hat "on three hairs" came spinning by with a buggy and a fast horse. A few skips further on, I saw the farmer he worked for — a poor scarecrow looking object — thin, and his ragged clothes flapping in the wind. all he took in went to pay wages & feed and he came out owing money —

When I realize what I myself have undergone in the way of hard toil here for four years. and what my fine son — well educated — has done in the way of constant attention to cows, (feeding & milking twice a day for six years, never off the place, hauling manure etc) when I think of how we do all that and come out behind the game (I have put in $5000 in four years, & not much to show for it) do you wonder I boil when I think of the Borden's and some others?

"How long — oh how long?"

And then we have to sit here and read the guff that J. J. Hill and others whose hands are soft and white. — many who never did an honest days' manual labor in their lives ____ hand out as the reasons for the increased cost of living!

And you can imagine the bitter enmity that Taft laid up for himself when, instead of vetoing the ~~present~~ tariff and a few pension bills, he set himself to "bull through" the Canadian Reciprocity Treaty, thereby ham-stringing every farmer in this section!

And you can also imagine how it makes us feel to never have access to any paper where we can speak out the facts and have them read! We feel like an engine, built to run on a track, enclosed in a concrete building and the engineer firing for dear life, steam getting higher and higher and no way of moving. — just stay there and throb! What's the matter? Is it with us?

I wrote to the Literary Digest, telling them how the Taft business struck us, and told them I thought it was most almighty strange that they would publish extracts from all sorts of unimportant articles and never notice the editorials in the agricultural press, which hit the nail <u>bang!</u> on the head.

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The farmers are a pretty sensible hard-headed set. The Lit Dig. answered courteously & will publish both sides of the question. but that is all. I called attention to another, — a criticism on the gruff handed to the public by a gathering of R.R. men. but they paid no attention Herbert Collingwood, of the Rural New Yorker, knows what he is talking about. and so does Judson Welliver of the Farm & Fireside

If the American people want to be freed from the cost of living, just let them demand Parcels Post, and establish centres and buy direct from the farmers New Zealand knows how to do it.

The government there is a true father to the farmer and to the people.

I am sore on another point. I have been bled right and left since my husband died, and I find that women who never have had any business training are being left with money to be victimized by men, and so far as I know, there is no organization for the protection of ignorant and helpless women. They go to their nearest and dearest male relations and they simply grab what they have got without any compunctions. My relations were the ones who relieved me of some of my feathers, and I find from women' confidences that that is frequently the case. When they go to strangers it is the same. I look all about me & find no one. My lawyer in Chicago is not doing right — yet if I change I am no better off. I would like to organize a society of women for their own protection financially. I have lost thousands in 7 years. I have a good many details worked out — I know we need something Yours truly Ellen Eames deGraff.

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