



The life of any marketing cooperative depends largely on keeping its members interested.

WHO GETS THE CREAM?

For the information of dairymen who cannot understand why distributors pay low prices to farmers and charge high prices to consumers for milk, attention is respectfully directed to the big salaries the distributors pay their officers. A list of the officers of the Borden Company and its subsidiaries is given on page 9, February 15 issue, of The Missouri Farmer. A list of the officers of the National Dairy Products Corporation and its subsidiaries is given below. All of these executives receive in excess of \$15,000 per year, and these salaries, of course, are not the only reason why dairymen are having hard times. Nor are the distributors named in the two lists questioning all of the distributors. Pevely, for instance, is left out. These 83 executives, included in the two lists, receive \$2,190,974.37 per year in salaries, and this sum does not include stock dividends any of them might receive. That is as much income per year as thousands of farmers receive who milk the cows. It would appear that there is much more profit in skimming the cream off the milk than there is in milking the cows.

Salaries paid to executives of the National Dairy Products Corporation and its subsidiaries amounted to \$2,626,777.89 in 1935, according to the Federal Trade Commission. These salaries were paid to 232 officers.

In its study of the agricultural processors, the FTC finds that the dairy industry has the highest average compensation per company.

Thomas H. McInerney	\$108,000.00
J. L. Kraft	75,000.00
L. A. Van Bommel	60,100.00
W. S. Scott	40,000.08
C. H. Kraft	35,246.54
J. H. Kraft	35,000.08
E. J. Finerman	32,500.00
James Bruce	30,000.00
V. F. Hovey	29,566.68
B. S. Halsey	28,850.00
F. J. Bridges	27,600.00
H. N. Brawner	27,000.00
J. R. Moulder	26,999.84
H. C. Horneman	25,100.00
L. A. Stickler	25,000.00
Lester Closter	25,000.00
Louis Josephson	25,000.00
E. J. Mather	24,999.84
C. W. Ebling	24,300.00
A. O. Blackburn	23,999.92
G. C. Pound	23,000.00
Fred Kraft	22,499.22
F. J. Bahl	21,250.00
N. J. Dessert	21,000.00
F. A. Wills	20,064.34
R. S. Gordon	20,000.00
H. L. Bauer	20,000.00
J. Henry Geissler	19,999.92
G. C. Mahle	19,440.00
Harry Breakstone	19,333.33
F. J. Andre	18,000.00
H. S. Van Bommel	17,773.32
H. N. Woolman	17,000.00
J. I. Christopherson	17,000.00
Norman Kraft	16,975.00
R. A. Page	16,700.00
R. M. Wellwood	16,633.32
H. St. Tutthill	16,500.00
H. B. Wilkerson	16,155.20
D. W. Fisher	16,079.20
Clyde H. Shaffer	16,000.00
Morris Breakstone	16,000.00
Samuel Claster	16,000.00
David Breakstone	16,000.00
R. B. Keator	15,999.92
W. A. Klepper	15,750.00
J. A. Rhode	15,000.00
E. E. Stewart	15,000.00
Total	\$1,229,974.37