



THE KANSAS UNION FARMER

Organization

Education

Co-operation



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PLAIN TALK FROM CHARLES S. BARRETT

Washington, D. C., Feb. 16.—To the American Farmers:

We are facing the task of shaping a policy for rural America which may determine for a long period of time whether we are to have better conditions in farm life and the possible return of prosperity. Success or failure depends largely upon the farmers themselves. Because of this, I am sending you this message. I hope it may have some value in the development of your plans for the improvement of the farm situation.

Farmers Have Trusted Me

I feel justified in talking to you plainly at this time. For nearly a quarter of a century, I have been honored with leadership of a great national farm organization which spent many thousands of dollars in educating me for greater service. For a generation farmers have trusted me and have accepted my leadership. They have seen that organization grow in numbers and accomplishments until those loyal souls have built up cooperative institutions extending into many fields of business activity, approaching an annual business turnover of near a billion dollars.

Get All Farmers

The lesson learned through all these years is that organization of the mind, heart, and inclination of the farmers is the primary necessity for effective cooperation. I want to say now, with all possible emphasis, that the first step in the solution of the farm problem is to get more farmers, if possible all farmers, into a good farm organization which constantly proclaims, builds and lives the spirit of unity of purpose and unity of action. With such an agency for self-help farmers may hope to achieve successful cooperation.

Many Propositions Will Not Work

There are many men, too many in fact, who have big ideas and remarkable theories on this farm problem. They are numerous and likely they will continue in undiminished numbers. The only trouble is that what they propose will not work. Look at the many sad wrecks and bitter failures for indisputable evidence of this. The crime of it, and it is nothing short of a crime, although frequently committed innocently, is not the monetary loss so much as the loss of faith, the blasted hopes and the resulting growth of suspicion in the minds of the farmers. Self-seekers have played politics with the farmer ever since they found out that he had such an insatiable appetite for the promises made to him. The farmer has been promised more than anybody on earth. He has had more done for him than he ever got than any man in any calling.

An Agency of Service

No one can say definitely what Congress will finally do. It can and likely will pass farm legislation which will provide a Board for administration and appropriate from three hundred to five hundred millions of dollars to be utilized in the aid of cooperative marketing associations. The all important feature lies in the personnel of the board to be appointed. The money administered by this board should be used for the aid, support, and encouragement of farmer-owned, controlled, and operated cooperative institutions. It should not in any way put the government into the business of the farmers. It should not meddle in farm organization affairs. It should be an agency of service subject to call and certain to respond when called. Such service of necessity can be extended only on a sound basis to institutions worthy of aid.

Should Organize in Order to Use the Service Provided

Farmers already organized and served by their own cooperative institutions will be able to reap immediate benefits. Those who have neglected themselves and their industry will be out of luck until they can organize and set themselves in order to deserve and use the service that has been provided for them under proper safeguards. The assistance to be rendered to cooperatives by the government should go to the point of creating national marketing agencies for all of the cooperatives where they may all unite in their sales.

Things to Work on in the Coming Season

I want you to know that I know there are some other things in the way of legislation which ought to be done but this particular farm legislation is the thing we are going to work on in this approaching special session of Congress. It is certain that such will be disappointed in what we shall get out of the coming farm relief session of Congress. They are looking for an agency which will compel all the farmers to do something; which will guarantee prices, direct farmer organization and in reality put the farmer under government control. Many are asking for something that they would not want if they should get it. Such men overlook the fact that farmers, like all other free citi-

zens, want to build their own organizations and institutions, that our industry is the same as any other industry; and that the business end of it must be organized and operated by those in the industry if it is to be saved from ultimate peonage or servile pauperism under government paternalism.

We can develop profitable operation, we can meet the problem of production, we can determine something about the stabilization of prices under a good and far reaching marketing organization. We can do the thing that has not yet been done if we will profit by the lessons of the past and avail ourselves of the opportunity of the present by building an organized agricultural structure commensurate with the magnitude of a potential power of the industry. The greatest service that leaders of farm organizations can render now is to immediately drive for building marketing organizations. Get increased numbers within the fold for the benefits that can only come to the farmers of the industry who are so organized as to set up good sound cooperative institutions meeting assistance which seems how near a realization.

Must Organize for Practical Co-operation

When farmers can realize that the greatest government on God's footstool is sympathetic with the idea of organization and that they must organize for practical cooperation, the reaping of the benefits of financial aid, the doubting Thomases and those who have never known anything but the use of the hold back straps will be found pulling on the traces.

We have a long roadway ahead of us to travel but we will be stimulated and encouraged by something we have never had before. We will have recognition by our government of the justice and importance and imperative necessity of organization. We will have sympathy, encouragement and assistance for our organized cooperative institutions.

Either Ignorant or Fearful

I urge farmers everywhere to get their organization houses in order, that they may not be caught unprepared and unready for the opportunity to do something for themselves. Of course, there are those who say the farmers can not be organized. They are either ignorant or fearful. Just think of the senselessness of such a statement. Fifteen or twenty years ago, we really had nothing sizable of organized cooperation. During this time, what has been done is a marvel of accomplishment and the work is only started.

A Battle All the Way Through

We have had to contend with every obstacle imaginable. We have never had a moment of time when there was not inside or outside controversy which made progress difficult. Every trail had to be blazed. There was no experience to show the right or wrong way to go. The whole story of cooperation had to be written. The rules of the game had to be made. The players had to be trained. The program had to be paid its own way, cov- ering its own mistakes, battle down its opponents and survive without even friendly recognition from high places.

Visualize, if you will, this modern miracle. For over a hundred and fifty years, the matter of organization in the world, no change marked the methods of agricultural business. The real start in efforts at organized farmer owned, controlled, and operated cooperative enterprises was made less than twenty years ago, fifteen years to be exact, and is now witnessed by thousands of institutions with a business turnover of better than two billion dollars annually. There is nothing like it in the history of any other industry.

What Has Been Done in 15 Years

In the face of these facts stern and powerful as they stand out, the indisputable and glorious record of having started with nothing and within such a short period and against such difficulties have assumed this magnitude in might and power, simply and plainly indicates that the man who continues to say that the farmers can not be organized and will not cooperate when they are organized is entitled to the championship blue ribbon so long in custody of Annanias.

Double Work in 5 Years

The thousands of cooperative institutions scattered over this proud America of ours, the fruits of farmer organization only possible because of organization, abound in such numbers and are operated under such sound methods as to both merit attention and keep busy for quite a while any enterprise of the government which may be set up to work with the aid of sound cooperatives. What has been done in the past fifteen years can likely be doubled or even more within the next five, and in succeeding years growth will be even more rapid. Experience and results, the stern rules of progress, make this possible.

Should Compel Recognition

The fact of the matter is it is easy for the farmer to organize or be organized and to stay organized. All he needs is to sign his name and have a couple or three dollars to gain his membership and then have three or four dollars a year for his dues.

If we follow the course as defined by experience, stop our foolishness, look to ourselves and attend to our business, that day will sometime dawn when the American farmer will occupy the position to which he is entitled in the councils of the republic; in the marts of trade; in the chambers of finance, in the social structure of the nation; denied to him now only because of his own failure to do the things necessary to compel recognition.

Government Recognition

We now face the possibility of the greatest incentive for rapid building of an organized farm structure. We now seem nearer to an achievement that I had scarcely hoped to realize in my time, but by the grace of Divine blessing, is nearly within our grasp. That is the recognition by our government of the justness of our cause, the importance of our organization, the need for nation-wide cooperation of the producers in the conduct of our institutions without the curse of patronage or government control.

In return for this, our government will witness a revived and rejuvenated agriculture, conducted by a grate-

BOARD ACTS REGARDING PAPER TO DELINQUENTS

The Board of Directors in session on Friday, Feb. 22nd, after considering all phases of the question of sending the Kansas Union Farmer to delinquent members reached the conclusion that it was neither legal nor right so to continue it.

Such a practice is contrary to postal rules. It is expensive. The member who pays must provide funds for his own paper and his portion of the cost of the paper for the man who does not pay.

Doubtless there is some gain in offering information as to the value and worth and achievement of the organization to these delinquents through the paper. But it ought not to be necessary.

There fore the Board has instructed me to remove from the mailing list on April first, 1929, the names of all members whose dues have not been paid for 1928, and on July first all who have not paid for 1929.

Members should see that their dues are paid. Local Secretaries should use special effort to collect and remit before the dates indicated.

C. E. BRASTED, Secretary.

FARMERS CAN BEST APPLY GROUP EFFORT IN MARKETING AND PURCHASING

Group action is required in certain phases of the farmers' business today. Any forward-looking program must consider efficient production, economical marketing and purchasing, and better living, declared Chris L. Christensen, economist of the United States Department of Agriculture, in an address before the Farmers' Institute, at Anderson, Indiana, February 19.

Farm production under present-day agricultural conditions is primarily an individual act, but marketing farm products and purchasing farm supplies he said, can be done most effectively through group action. Mr. Christensen described the progress of farmer cooperation during the last fifty years, the development of large-scale organizations in the last ten years, and more recently the tendency toward the consolidation of cooperatives.

"The American farm of to-day," he said, "is no longer a self-sufficing

unit. Many farmers are specializing in the production of a single crop, and must purchase most of their food. Cash outlays for feed, fertilizers, farm machinery and seed also form a large part of the expense of operating many farms. Group action is required in the purchase of supplies and in the marketing of products.

"Cooperative organization enables farmers to apply modern business methods to the assembling, grading, financing, distribution and selling of farm products. The farmer as an individual has no control over the conditions under which his crops or livestock products are sold, whereas farmers associated in groups are in a position to exert such control and to secure the results of more efficient marketing."

Mr. Christensen cited, as illustrations of recent tendencies of cooperative organizations to consolidate, two types of large-scale cooperative asso-

ciations: the federation and the centralized large-scale association. The federation of 450 cooperative creameries in Minnesota and Wisconsin was cited as an example and also the large cooperative livestock commission agencies.

"We have today 25 cooperative livestock commission agencies operating on 19 central markets," said Mr. Christensen. "These cooperatives are expected to handle this year livestock valued at about \$200,000,000." The California Fruit Growers Exchange was also cited, a large-scale organization composed of 220 local packing-house units which are federated into one selling and distributing agency.

The 16 large-scale cotton marketing associations, it was stated, are centralized organizations which are now establishing local units and becoming more nearly like the federations in form of organization.—U. S. Department of Agriculture Press Service.

J. D. STOSZ SENDS CLIPPING ON THE CATTLE MARKET

St. Joseph News-Press Says "Want Fewer Cattle"

"As a temporary remedy for the unusual depression that has featured the beef cattle market recently, the big packers have advised that fewer cattle be sent to market for the present. Reasons advanced for this action and for the demoralization in this branch of the live stock industry are a stagnation in the demand for beef;

the glutted condition of all Eastern markets; prices for hides lower than at any time in the last five years; the beginning of the Lenten season which generally has a depressing effect on the market; and a kosher beef strike boycott in New York City which decreased buying power.

The serious conditions surrounding the cattle trade for the moment may be judged from the fact that during the present period of depression, which began the first of the year and has recently become acute, receipts of cattle at 20 markets approximated 1,301,000 as compared with 1,563,000 last year, a decrease of 262,000 head. Prices for the general run of beef cattle are anywhere from \$1.50 to \$2 lower at the present time than (Continued on page four)

On the Farmer's Back

W. A. White in Emporia Gazette.

One of the major troubles of agriculture is rooted in an old economic law, a law hard to repeal, the law which declares that the source of wealth comes from the soil. This is not entirely true; for much wealth comes from the inventions of man. But most wealth has its primary source in the earth and the fullness thereof.

So when a tax law is passed no matter where the tax starts, whether the first taxpayer is the banker, the doctor, the merchant, the manufacturer, the laboring man or whoever, the last taxpayer is generally the farmer. The others pass their taxes on. The merchant and manufacturer raise the price of their goods. The laborer, being organized, raises his own wages. The doctor, lawyer, teacher, preacher, writer, artist and all professional people, being organized, put up the price of their products. They repeal the law of supply and demand in the field. He will have his sulkey plow, his tractor, his labor saving farm machinery—or revolution! He demands to take his place with other civilized men in this civilized country and not to let the man with the hoe in this aspiration he should have the support of all good citizens, which alas, in the end amounts to about three cheers and little more.

Wherever we can in Kansas we should cut down the tax burden; take it off the farmer where we can. If there is one inspector doing another inspector's work in any line of government, consolidation of bureaus should follow. If any state, county or city officer is doing less work than his full capacity, his job should be junked and put under other hands. There can be no question that some reduction of land taxes could be made this way.

The courthouses are full of statesmen who should be appointed by the commissioners and paid as clerks. The state house contains half a dozen statesmen who should be appointed by the governor and hired at the market price, which would save a little. Lux— (Continued on page four)

THE COOPERATIVE, THE CHAIN STORES AND THE ANSWERS

By ALBERT S. GOSS

There is nothing new in the chain store idea, but there is something decidedly new in its application. Almost over night there has been developed in America a system of merchandising with a volume of business running into hundreds of millions of dollars per year. This has been made possible largely through centralized buying, and by doing business on cash. Cooperatives should have been following this system for years. It was originally intended, but they have extended credit too liberally, and, with additional delivery costs, selling prices have been forced higher and buying ability limited to wholesalers willing to "carry" the account. This naturally resulted in higher costs of merchandise, thereby sending the careful cash buyer here and there for so-called specials. Result—increased credit sales and decreased cash sales. The Chain Store has grown by leaps and bounds while the progress of the cooperative has been a set back by reason of chain store competition.

Can the Co-Operative Meet Chain Competition

Two questions naturally present themselves: Wherein does the difference lie, and can the cooperative enjoy the advantages of the chain store and meet its competition?

The answer to the first question is found in a study of American cooperatives which reveals the fact that they do not actually cooperate with each other in buying. We have visioned the day when we would be able to pool and absorb the entire output of a line of factories, or to own the factories; and this possibility is absolutely sound.

The writer has had the opportunity to be intimately familiar with a cereal product over most of a period of thirty years, and has watched the changing methods of distribution with keen interest. Thirty years ago the manufacturers used to figure roughly that it cost 10 per cent of the cost of raw materials to manufacture the product, and ten per cent to sell the product, which was all handled through the jobbing trade. With the advent of high powered advertising and salesmanship, the competition became keener and keener until fifteen years ago the selling costs had increased to 60 per cent while the manufacturing costs had actually declined. Today the selling costs approach 100 per cent with the manufacturing costs a trifle lower. Facing such a situation, is it any wonder that when a chain store manager comes along with a contract taking the entire output of the cereal factory, that the manufacturer welcomes him with open arms and confines his energies to manufacturing problems, being content with a modest profit, and leaves the selling problems to one who has been able to eliminate most of the costs which invariably piled up on the manufacturer.

Did Not Buy Through Own Co-Operative Wholesale Dealers

This is what the American cooperative store set out to do, but how have we done it? A survey of one of the cooperative "chains" recently made, showed that less than 16 per cent of the goods sold were bought through their own cooperative wholesale organization, where approximately 65 per cent could have been bought through that organization as cheap, or cheaper, than the prices actually paid. Other chains have fared even worse, so that nowhere in America have the cooperatives placed themselves in a position to get their merchandise at figures as low as anyone else.

A survey of another cooperative chain has shown a high percentage of failures over 50 percent of which are due to the unwise extension of credit. Efforts to establish the stores on a cash basis brought the universal objection that the extension of credit was the only way to meet chain store competition.

If the chain store is to get all the cash business (and if prices are materially lower, those deserving credit will get the money and pay cash) and the cooperative store has to content itself with the leftovers, the sooner the cooperative movement quits, the better, because failure is inevitable.

Proper Organization

However, there is no such necessity in fact, the cooperative store has a marked advantage in the matter of cash and credits, if we but organize properly to take care of it.

What has actually happened is very simple. Some gentlemen, with both money and brains, have frequently the vision of the cooperative commonwealth and have set about establishing a privately owned system of merchandising in its place. They sensed the uneconomic spread in costs of distribution, and set up a volume of business able to cut out a lot of these costs. Then, to sell these goods, they employed salesmen, and paid them for the results obtained. These men were not allowed to spend their

thought and energy in buying. Their job was to sell goods. Expert buyers were employed to devote their full energy to buying right. Goods were not bought to suit the whim of some customer, or local manager. This would never lead to owning factories and no such "monkey business" was tolerated for one moment.

Quantity Buying

Quantity buying, plus expert salesmanship, for cash, was the prescription, and when it was not varied from success was inevitable. The secret lay almost entirely in concentrating the buying in one spot. Any other course is bound to suffer under an unsurmountable handicap.

The chain stores have been making wonderful progress, and have been making money; they have also made their share of mistakes, and their future is not all roses. They have built their business upon price, and their success has been a flock of competitive chains, who have decided the business so that the cost of operation has been steadily rising. In their zeal to cut prices, they have been none too careful about quality or full measure, until today one goes into a chain store fully expecting to keep his eyes open, lest he get the worst of it. They have not built the good will in confidence of the buying public. They are fast gaining the ill will of the farmers by making leaders of butter, eggs or other farm products, thus breaking the markets to less than the cost of production.

Private Store Increases Business

One successful private store has a chain store on either side, and the manager informed the writer that his sales had increased when the first chain store moved in, and increased again when the second chain store started up. Their advertising brought the people, and by displaying better vegetables and other wares, he got the trade of the discriminating buyers. Herein lies one of the answers. This brings us to the answer to our second question—Can the cooperative store meet the competition?

One Program With Four Distinct Features

I would say that there were four answers to the chain store available to the cooperatives. Or to be more exact, the answer to the chain store is one program with four distinct features.

First—There must be pool buying. Cooperative stores must unite at least in this. Failure is inevitable without it. It may be delayed by stressing the other three phases of the corrective program, but sooner or later some store which puts into effect the full program will put the lone buying cooperative out of business. The cooperative, which learns from the chain and puts the chain store man available in full charge of the buying, thus releasing the manager to devote his full time to selling, is on the high road to success. This buying department must be under the control of the member stores, who will establish this policy, but the buyer's authority to complete transactions must be undisputed as it is in the successful chain.

Not only will such a move be reflected soon in lower prices, but also in greater sales, for the member can devote his entire attention to his customers, and toward getting new ones.

Second—Stressing good quality and full measure. The cooperative is particularly fortunate in this respect, for as it spreads its educational work, people will come to realize that, since none of the employees share in the profits, there is no incentive to sell poor merchandise, or give short weights. Such a reputation spells solidity and permanence.

Third—Better service. Personal service does not follow the cut price plan far. The family atmosphere of a true cooperative store cannot be surpassed as a holder of trade. Deliveries are sound, if prices are based on cash basis, it is desirable business. The problem is to select this desirable credit customer.

Credit Associations

The cooperative store has available the best possible facilities for making such a selection. There lie in two directions. First in the credit union type of credit arrangement, in which the members (and possibly non-member customers) organize their own credit association with loan committees who pass on applications for (Continued on page four)

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Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success.

Change of Address—When change of address is ordered, give old as well as new address, and R. F. D.

All copy, with the exception of notices and including advertising, should be in seven days before the date of publication. Notices of meetings can be handled up until noon Saturday on the week preceding publication date.

Communications and Questions—Communications are solicited from practical farmers, members of the F. E. & C. U. of A., are at liberty to ask questions on any phase of farm work. Answers will be either published or mailed.



THURSDAY, FEBRUARY 28, 1929

NOT TO GO ON A SPREE OF TARIFF INCREASES

When revision of the tariff in relation to agricultural products was approached every interest in America was on hand to secure some change favorable to itself. Commodities now on the free list were to be added, and the duties increased on everything now "protected."

For a time it looked as though any benefits accruing to the farmer from increases in his favor would be overcome by similar or greater increases along the line. Such an action would leave the farm disparity just as great as it has been, with the cost of living increased and the whole situation aggravated.

But President-elect Hoover has let it be known quite positively, if reports are accurate, that no such thing as a blanket upward revision of tariff schedules is to occur if he can prevent it. Higher rates hinder commerce and make the domestic situation less healthy than now.

Farmers are reassured by this declaration of attitude on the part of Mr. Hoover, and difficult as the situation is apt to be to control, they will hope for the best and help as they can.

INTEREST IN FARM LEGISLATION AGAIN INCREASES

We hope that our readers will carefully consider the message of Chas. S. Barrett, published elsewhere in this issue. The plea is primarily for organization—and there was never a time when the farmer needed it more, or when it could fairly promise him so much. Every local, every county union, every state organization should redouble organization effort. For the sake of those who are new members, as well as for those who are not, the outsider must be made an insider. Surely, with the experience and present attainments of co-operatives, and with the future prospects and possibilities in the field of co-operative marketing, increases in membership can be secured!

But aside from the plea for organization, this article should be studied as a reflection of the possible or even probable direction which the coming

legislation will take. From another source I have information that there may be developed flexibly constructed marketing corporations which may be used jointly by co-operatives, beginning that joint use at the point where their present services end. That is to say, a wheat corporation might thus centralize the entire receipts and handlings of all co-operatives for world marketing, and for as much of the domestic marketing as is desired by the co-operatives themselves. The Corporation would of course be co-operative, also, and farmer-owned.

Interest in the matter is bound to increase from this time forward, and farm organizations will watch most carefully the developments. It has been proposed that the major farm organizations should meet jointly prior to the opening of the special session, and this may be done.

LEGISLATIVE SESSION DISAPPOINTING

There were three matters of major interest to Kansas folks with which the present session of the legislature had to deal—highways, taxation and schools.

The highway matter has been disposed of in a way which no one was pleased. So it must have been fair. Those who wanted more money for the 93 per cent of highways outside of the state system feel that they were outfigured as to the division finally agreed upon, and that at the least these roads should have had a percentage of receipts instead of a flat amount. Increasing income would then have benefited them proportionately.

The boosters for the state system not only did not get money enough, but they are irked because they are limited to the building only 100 miles per year of hardsurfaced roads.

All should be happy in the knowledge that no one else got all he wanted, anyway. And probably it will work out nicely.

The tax program, developed with considerable care and made a fundamental part of the campaign, seems to have hit a snag and to have gone down in mid-stream with all souls aboard. It seems that a gross production tax on oils and minerals would interfere with local programs in the areas of production. Great public improvements have been made, bonded debts created, and all with the expectation that they would be paid by the local tax upon these properties. The fact that the tax so collected is passed on and paid by the whole public does not lessen the local disappointment at any interference.

The proposal to tax cosmetics, tobacco and other prime necessities brought in a flood of protesting petitions. From druggists and dealers in articles on the tax list, they came in like a ton of brick. Notwithstanding the fact that the petitions, many of them, looked phony, members grew pale and trembled at the threat conveyed. Some of the lists submitted in protest seem to have been made up at a movie show. Schoolgirls were lined up as objectors. But it worked pretty well.

The graduated income tax, we are told, is unconstitutional. So that is just that. It is hoped that an amendment may be submitted by this legislature as a referendum to the voters at the next election, by which this handicap may be removed if the people wish it so. And a tax commission is to study for two years more, in search of some method of taxation which will lift some of the burden from the farmer. There would be no trouble at all if a way could be found to relieve the farmer of a part of the load without putting it on somebody else. But nobody else wants it. And everyone would be glad to reduce the whole load of taxes if that could be done and yet leave the same amount of money to spend. But no one using tax-derived funds wants to do with any less. So the farmer will go on paying a proportion which everyone admits is unjust, and a total which is helping to destroy him. This is a sorry flattening out of the high proposals and declarations made, and is humil-

ating to the farm organizations and to the administration. Possibly something may yet be done, but it does not seem probable.

The school matter awaits action. The report of the School Code Commission shows great care in preparation and a fine vision of needs and possibilities. It is a fundamental principle in public education that every child shall have an equal opportunity with every other. Under the present plan of local financing, the rate of taxation necessary to provide something near equal opportunity varies from less than one mile to as high as 19 miles. This is manifestly unfair. A better basis for distributing the cost of public education can easily be found. But along with the better plan of finance comes a lessening or loss of local control. Manifestly, if the costs are to be distributed widely, determination of costs cannot be local. And the recommendations of the Commission seem to have the fatal defect of asking a great increase in the total amount to be expended. This legislature is not apt to pass any measure calling for or requiring increased taxation. And so it seems likely at the moment that little or nothing will be done.

Some very good bills are being passed. A lot, both good and bad, are being slaughtered. Perhaps some poor ones will get by. The general situation which exists is less the fault of this legislature than it is their hard luck. But the whole thing seems disappointing at this stage of the game. There may be a rally later. Mebbly.

LOYALTY BETTER THAN LAW

(Editor Herron, in Nebr. Union Farmer)

Some of the members of the legislature are again working to secure the enactment of an anti-discrimination law with "teeth." They want a law that will prevent such unfair practices as an old-line creamery paying more for butterfat in the territory of a co-operative creamery than in other territory, or of an old-line oil company selling gasoline and other products at lower prices where there is a co-operative oil association.

If the lawmakers can enact a law that will stop such unfair practices, well and good. But we are not very sanguine about meeting this problem by legislation. The United States Supreme Court in passing on the Minnesota anti-discrimination act declared that individuals and corporations cannot be denied the right to make different prices in different localities in order to meet competition. This leaves a loophole that makes it difficult to have an effective anti-discrimination law.

Co-operators have the most effective way to meet unfair price discriminations, and that is to patronize their own co-operative institutions steadfastly, no matter what baits or inducements other concerns may offer. Old-line concerns cannot defeat a co-operative whose members patronize it through thick and thin.

Our co-operative creameries are in existence today only because hundreds of loyal farmers sent them their cream constantly, directly and through stations, in spite of temporary periods when old-line creameries were offering higher prices. Within the past year several of our co-operative oil associations have been saved in the same way against price wars waged by old-line oil companies.

This kind of loyalty springs from co-operative spirit and vision—the spirit of mutual effort to establish better economic conditions, and vision to see beyond the immediate present and realize that when old-line concerns resort to unfair discriminations they are simply trying to kill the co-operatives and have the field free to practice exploitation.

Loyalty is the sure remedy for price discriminations against co-operatives. It works whether the anti-discrimination laws and their enforcement are good or bad. And, after all, isn't it a bit absurd for co-operators to ask the state to keep old-line concerns from offering them baits—to keep them from being disloyal and to helping to destroy their own co-operative institutions?

every community and surely no loyal member of the F. U. will vote to cripple the work of his own business.
C. E. PINGREE, Treas.

AN OLD FRIEND TRIES CALIFORNIA

Mr. Gus Eckwall, of Falun, a long-time reader of the Kansas Union Farmer, is leaving shortly for California, where a daughter lives. Inasmuch as he cannot be happy without the paper he dropped in the other day and arranged for it to be sent to him there. Mr. Eckwall is intensely interested in the farm movement and has been in close touch with the Union for a great many years. He says the paper was never better than it is now, which we appreciate.

FARMERS EXCHANGE ADVERTISING

The columns of the Kansas Union Farmer should afford the best possible means for our members to advertise products for sale, or for commodities wanted. Particularly at this season of the year almost every farm has poultry, eggs, breeding stock, field seeds, etc., for sale, or needs machinery, or live stock, or feed, or poultry. We ought to do business with each other. As far as possible these sales and exchanges should be "family" affairs. That is cooperation, when the member who has something to sell and the member who wants to buy deals with each other.

The Board of Directors in session the other day recognized this, and arranged to make it easier for members to carry on such exchange. For the next few months members will be given a 50 per cent discount on their classified ads. It is hoped that a large use will be made of this column. Send in your copy now before spring work begins and let the Union Farmer work for you.
(Continued on page 4)

FARMERS MAY NOT CARE TO BECOME INDUSTRIALIZED

With the prospect of a special session of Congress in the Spring for the purpose of enacting legislation for farm relief, the views expressed in a survey conducted by a New York banking house are of particular interest to farmers in the Middle West. In their minds, perhaps, the survey will seem to support the contention often heard in rural districts

SOCIAL SERVICE COMMISSION REPORTS

The Federal Council of Churches of Christ in America created at the very beginning of its career a commission on Social Service. For the past 20 years this Commission has carried on studies, formulated reports, projected activities. Representing as it does the principal Protestant groups in the United States it has cooperated with the National Catholic Welfare Conference and with the Central Conference of American rabbis, thus bringing to the social problem of the day the mature thinking of Catholic, Protestant and Jewish leadership.

So great has been the influence of the expressed convictions of the religious group upon industry that in few instances has the condition complained of continued unchanged. As an example, although the steel industry had rejected the appeal of the President of the United States for the abolition of the twelve hour day, it was not long after the publication of the conclusions resulting from a study of the industry by these groups that awakened public opinion fairly compelled the abolition of the long shift. The most recent report of the Commission covers briefly the history of the past 20 years. It is an inspiring sketch of an important work. But from reading it one would not discover that the church is aware of any rural problems whatever, although it is said that there are 25,000 abandoned churches in rural America, and despite the fact that social conditions have been undergoing rapid and often disastrous changes. There are two lines in the report in reference to agriculture at once. The equity would be his. The Farm Organization Headquarters approved the bill. They did not presume to speak for all farmers. Instead, they did their own membership. But they did examine the bill in its relation to farmers and expressed the belief that it was sound and helpful.

In the course of the debate Noah Bowman made a monkey of himself by describing the farmers as sheeplike and the leaders as goats. He was quoted as saying: "These farm leaders are just like packing house goats. They are always leading the lambs to the slaughter pen or to be sheared, but they never get under the scissors, or knives themselves." Someone replied pointedly that probably the farm leaders came as near representing their members as legislators do their constituents. After the bill was defeated, the report was current of the sidelight, that a large mortgage company in Topeka

REFLECTIONS

THE TWENTIETH CENTURY

By E. A. Havlock

Not unto us, O Lord, the praise
For what is wrought by sea or coast,
Through babel shouts and words
That boast
Of conquest, comes the master
phrase—
"Not unto us."

Along the wires the currents fret
Or fly where there is none to guide
The railway climbs the Great Divide,
And lingers said secure—but yet
"Not unto us."

Factory, office, mine and mill—
The shuttles shift, the threads remain:
The garment still is Love and Pain
When woven. Therefore, say we still,
"Not unto us."

From confident material ways,
From civilized complacent word,
From this our age, O save us, Lord,
And give not unto us the praise—
"Not unto us."

—The Canadian Forum, Toronto.
(Reprinted from Literary Digest)

PASS THE GLYCERINE

Tears were streaming down the movie actress's face. Reverses had come—she was in a pawnshop. Slowly, silently she drew from her pocket a little package, and laid it down on the counter before the eyes of the hardened pawnbroker.

"How much?" she asked, and wiped her eyes with a tiny handkerchief.

She was pawing her six wedding rings—Life.

WHY THE CAMEL HAS THE HUMP

An elderly man approached one of the attendants in the traveling menagerie.

"Can you tell me what that hump on the camel's back is for?" he asked.

"The keeper scratched his ear." "What's it for?" he murmured. "Yes; what use is it?" "Well, it's a pretty useful sir. The old camel wouldn't be much use without it, you know."

"Why not?" exclaimed the keeper in surprise. "Well, you don't suppose people would pay to see 'mi if he adn't got an 'ump, do you?'—Tit-Bits (London).

THE DRY GOODS BOX

POLITICS

The Union Farmer:

In those cool sequestered groves surrounding our state capital there seems to be a political ring not entirely pleased with the governor and the legislature selected by the farmers of the state. We say so because the selected theses. At least the farmers and other folks elected the members of this administration without consulting. Yea, in spite of very strong opposition from the "bosses" who by birth and position feel the divine right to dictate the policy of the state. In spite of political pockmarking the present governor got the inside track and won the race at a walk. This unspeakable disgrace has eaten into the vitals of the disgruntled victims of the political power and has come to the surface in a number of ways. The prominent symptom being a running off at the mouth.

It is possible that the governor's activities in sponsoring the farmers in their fight for equitable railroad rates may have had something to do with his unpopularity in certain sections. At any rate there was a number of sentinels out to find an opening for a body blow. It came almost immediately in the governor's session that there would be no wild party thrown nor alcoholic lobbying while the legislature would be in session. Now on the face of that, supposing there was any grounds for such fears, it should have been the legislators or their constituents who move is evident. In any case you need someone with you. If the people of Topeka could just be made to feel that the governor held them in contempt an air of local discontent could be originated that would hamper the governor in his work.

We do not believe, nor do we think, Clyde Reed believes that there is anything wrong with Topeka. Our idea is that Topeka ranks high in morality and lawabiding. It has the appearance

of an overgrown village of retired farmers. How so much political venom could originate in its peaceful lanes is more than we can understand.

From the start a certain portion of the capital press has conducted a skillful propaganda to make the administration an object of ridicule. The governor was a big boss, the governor expected the legislators to jump like trained lions whenever he cracked the whip, etc. It is not likely that the dissatisfied part of the press will be satisfied without the legislature would pass a sales tax for raising the revenue from taxation and enabling the business men to collect the money to pay their taxes in a less visible way. "Oh, money, money. Thy love is the root of all evil." Some wish to rule for the emoluments and power of office. Some would control for the purpose of securing special privilege. Both these factions attract to themselves soldiers of fortune of tongue, typewriter and pen who can make a chocolate color. The press when not owned by big interests is mostly controlled by them. The power of wealth is no insidious that perhaps many of those who write or publish propaganda hardly realize that they are the throwed nor alcoholic lobbying those work they do. No, we don't think they are bad fellows. Most of them came from the farm. Some of them may have grown to think they are more original and after that the brother they left on the soil but the majority of them are hale fellows well met. The temptation to eat sweet and easy (no pun intended) is so great that most journalists find themselves believing what the boss wishes them to believe.

There seems to be a lack of tact in the proposition to bar any reporters from senate sessions. So long as the reporters behave themselves courteously they should be allowed to attend and write what they see and hear "as they see it." When any journalist writes with a bias it is so evident that no damage is done. All write for those who wish to receive their message. Our influence is very

limited but an ounce of action is worth a pound of precept. And this is politics. This is the thing that controls our welfare and order coming and going. The packers own rights and property. Secures our liberty and provides for our defense. How little we are yet at the present stage of our development. How much of the sordid and avaricious and how little of the idealism can only see just the few little members of our own clan. Just the small things that directly interest us. Politics and government are no better than the people comprise them and we are all little yet.

C. E. HEDGES.

EVILS OF DIRECT BUYING
In watching the hog market, I notice that whenever the packers have to go into the open market to get their supplies the market begins to advance. But whenever they have a supply and do not go to the open market till late the market begins to decline.

So it is very plain to me that there must be something done. If we could in some way stop the direct shipping to the packer we would get several cents more per pound than we are now getting.

A few cents more would give us feeders a profit while the way it is we are not making a profit.

But since there seems to be no lawful way to hinder the packers from buying direct as long as the people will keep on selling that way.

I believe the only solution to the problem is to form an association of hog feeders of the whole country and get a majority to sign an agreement not to ship to the packers or sell to anyone who does.

But this agreement should not become binding until a certain number of feeders had signed the agreement. Let a farm and market paper agitate this question until something is done.

I believe that a majority of the farmers are convinced that direct shipping is what is the matter with our hog market, and they would sign this kind of contract if given a chance. I am ready to sign up who will be the next.

L. J. PORTER.

uratively in economics. The farm is a home.
The farmer has a pride in his acres, a love of his own soil, that is his heritage from generations of farmers in all nations for centuries. The most loyal employee of a factory can have no such feeling for the plant in which he works. If he owns a home he may somewhat understand how the farmer feels toward his farm.

Economists too often try the rationization to eliminate human nature. It can't be done.
The best way to find out the difficulties of the farmer would seem to be to conduct a survey from the point of view of the farmers who are having difficulty, not from the point of view of impersonal economics which, dealing in terms and indexes, overlook human nature and individuals.

Chicago Herald and Examiner.

NEIGHBORHOOD NOTES

A Good Month For Jobbing Association

In submitting the January report, Manager Witham says: "If we can keep up this lick for the whole year we will show a fine profit. We can do this by all pulling together."

The report shows that the Jobbing Association handled a very considerably larger volume of business than for January of last year, having gross profits of \$7,596.86, and net profits of \$2,129.88.

It has not been usual for the January income to equal costs, but for the third successive time a profit is shown. In 1927 the profit was \$411.97, in 1928, \$1,924.46 for the month. The surplus at the end of January was \$10,780.11.

The increasing business results from the service rendered, and not from any unusual promotion tactics. Every Farmers Union elevator ought to use the Jobbing Ass'n for every bushel of grain going into the Kansas City or Salina markets. It pays.

FARMERS UNION SAVES GROWER \$200 ON CAR WHEAT

The Salina office of the Farmers Union Jobbing Ass'n turned a nice deal a few days ago for a farmer with a car of wheat to sell. It happens that there is no co-operative elevator at this farmers' shopping point. Under such circumstances the old line buyers seem less determined to save the farmer than they are where the co-operative is in business.

This farmer got the best bids he could secure on his wheat, and then concluded to ship it himself. He was further induced to do so by the reluctance of local buyers to bid on his damaged wheat at all, and by the very low price offered for the best of it.

It is most conservative to say that the car of wheat netted him \$200 more than the most favorable offer he had. Of course he is delighted, and believes that his neighbors will also try the co-operative way. There is no line buyers seem less determined to save the farmer than they are where the co-operative is in business.

agency does, turned it over to the grower. There was no "take-off." A fair charge was made for the service.

And speaking of dues in the Farmers Union, this man could invest his \$200 in government bonds and pay his dues at the present rate for the next 17 million years with less than one-third of the coupons. Or he could pay his membership for life with about one-fourth of this single saving. Membership is not an expense. It is an operation pays—if you use its agencies.

HIGHLAND

The Highland Farmers Union Local No. 1669 held its regular meeting Friday, February 15th, 1929. Despite the fact that the roads were in bad condition, there was a goodly attendance. The referendum ballot was read and really discussed, and the passage of the amendments was unanimously endorsed by those present. After the business session, the Entertainment Committee presented a one act play entitled "Betty is Engaged," after which all enjoyed delicious refreshments served by a committee of men. Our next regular meeting will take place March 1st.

NOTICE

The Middle Creek Local, No. 1905 of the Farmers Union, will meet at the Elmdale High School, at 2 o'clock P. M. Saturday, March 2nd, 1929. All members and friends are requested to be present. Come prepared to discuss and vote on the Referendum. A good meeting is desired. Come, bring some one with you.

PAUL B. WOOD, Secy-Treas.

UNION LOCAL

Womens county club met with Mrs. Alice Kendall Thursday, February 14. About twenty-five present. The receipt of comic valentines by four of the members from unknown source and the eloquent speech by one of our prominent club women, Mrs. Geo. Brown, were features of the meeting. A covered dish dinner was served at noon. Visitors present were Mrs. Ira Pound and Miss Rusmisl.

Local meeting Friday night largely given over to organization of 4-H club. Captains of membership and dues drive Mrs. Wm. Hohner and Geo. Brinn.

The following officers of 4-H club were elected for the year. President, Dorothy Hunley; vice president, Pat O'Connor; 2nd vice-president, Lorene Rodke; Secretary-treasurer, Jane O'Connor. Club leaders, A. J. O'Connor and Mrs. John Hoyer. Fourteen members in club, it meeting February 22.

LOIS RODKE, Club Rep.

MIAMI COUNTY

The Miami County Farmers Union No. 58 will hold its second quarterly meeting at Paola in city hall on March 19 at which time a basket dinner will be served by the ladies of the different locals. Dinner at noon. In the afternoon a program will be rendered and each local is requested to furnish at least one number for the program. Have your locals send in some resolutions. Get your delegates out early for there are several important matters to be considered. Every union member is requested to be present and help boost.

M. J. PRESCOTT, Secy.

RILEY COUNTY

The first quarterly meeting of the Riley County Farmers Union No. 45 will be held at Oak Grove schoolhouse Saturday, March 9, 1929, at 10 A. M. Dinner will be served a noon. Everybody invited.

GUST LARSON, Sec.

FRANKLIN COUNTY

The first quarterly meeting of The Franklin County Farmers Union No. 72 will be held in K. P. hall, Ottawa, Thursday, March 7th at 1:30 P. M. All Farmers Union members of the county are requested to be present. The temporary board of the county and oil bulk station proposition, are especially requested to be present.

As for raising of our dues, Mr. Editor, I think the question has been very ably discussed. However, I think it simply a business proposition, we could not expect to carry on any work without sufficient funds and here is much need of "Missionary work" in

:: Neighborhood Notes ::

(Continued from page 2) STATE BOARD IN SESSION

The Board of Directors of the Kansas Farmers Union met at Salina last Friday, all members being present. Sessions continued throughout the day and into the night. Many important matters were disposed of, and particular attention was given to organization work, just now getting under way. We shall have some most encouraging reports soon from this activity. Old members are paying up, many new members are in prospect. Due to the division of the president's salary and that of the stenographer between state and national offices a total saving of \$1,100 per year will result. This will aid in organization work.

Minutes of the meeting will be published in an early issue. This was probably one of the most constructive meetings held in a long time, and results of it will be far reaching.

Vice President W. P. Lamberton could not attend on account of conflict of dates. Postal clerks of Kansas were taking advantage of the holiday to hold a meeting in Topeka,

which it was rather necessary for him to attend.

TREGO COUNTY CO-OPERATIVE HAS GOOD YEAR

Nearly 15 years ago Trego County was organized for co-operative handling of grain and merchandise. For several years the organization flourished and prospered. But quite naturally it suffered during the years of deflation, and its capital stock became impaired.

The institutions carried on, however, and during 1928 did a very large business. Profits for the year were \$22,000 net, putting the organization again upon a sound financial basis. Their capital is \$180,000, all but a small part of it having been acquired from profits.

W. R. Walker, who is Secretary, was a pleasant caller at the Salina office a few days ago, and we enjoyed a pleasant visit.

ELLIS COUNTY FARMERS UNION

The quarterly meeting of the Ellis County Farmers Union will be held at Hays on Saturday, March the 9th, at one o'clock.

Leo Rajewski, Sec-Treas.

UNCLE ANDY SAYS



"When self the wavering balance tends
It's rarely right adjusted."

The game of grab has again started in Washington. A revision of the tariff has begun. A committee of Congress is conducting hearings. Every interest wants to get its feet in the trough.

What was intended as a revision upward of tariff schedules on agriculture to put it on equality with other industries, threatens to degenerate into a general game of grab.

The whole protective fabric is threatened by greed and hogwash. When all are benefited by protection none are benefited. The whole system will become a delusion and a snare.

Of one thing we have reason to be proud; the farm leaders so far have acted harmoniously. They have shown a friendly spirit of give and take toward all branches of the farming industry.

For be it remembered there is considerable diversity of interest among farmers. The eastern dairyman and the California poultryer would like cheap corn and feed. The north central farmers would like cheap fruit and vegetables.

Corn raisers would like to shut out Cuban molasses; while others would like cheap cotton, while the South usually wants cheap bacon and mules. The public generally wants cheap bread and sugar; still the wheat and beef raisers must have living prices.

It will be the biggest of a victory if farmers with all their varied interests can agree to a general raise of tariff rates without a fuss. The general average of all industrial protective tariff rates is 40 per cent ad valorem, while the average of farm rates is about 20 per cent.

It will be seen that agriculture is well within its rights seeking an equality of tariff rates, but we'll have to watch our step if we don't get out-generaled in the game of grab that is now threatening.

Senator Smoot brings a hopeful note from his visit with Hoover in Florida. Mr. Hoover it seems is opposed to general tariff revision, but believes that only the farm schedules and a few other inequalities need adjusting.

Here's hoping that Mr. Hoover can hold them to it and keep all hands from getting their feet in the trough at once, but it will be some job. We read that Mr. Grundy of Pennsylvania, the tariff boss, is on his way to see the committee with blood in his eye and tariff hunger in his soul. And there are others.

Our Governor Clyde Reed walked all over the Interstate Commerce Commission at a hearing in Washington and just the week before President Coolidge had roasted the same gentlemen for their do-nothing policy.

It seems Senator Capper has a resolution demanding of the I. C. C. a reduced rate on grain for export equal to the Canadian rate, which is 8 cents a bushel lower than the U. S. rate. That's what Governor Reed and the Kansas farm leaders were interested in.

The trouble is, as our Governor showed them, that not only do the U. S. wheat growers have to take 8 cents less for grain exported, but that sets the price on the whole crop. Railroad rates is one subject that Governor Reed is thoroughly potted on.

Surely with all our boasted efficiency our railroads should be able to compete with the Canadian roads and give the U. S. grain raisers an equal chance in the world's markets with our Canadian competitors.

The grain rations may be slightly increased as pullets show a good reserve store of body fat before they start laying. Otherwise they will not stand up so well under the strain of laying and may fall considerably short of the possible maximum egg production. For that reason, many poultry men make a marked increase in the quantity of grains fed to the pullets as their combs begin to redden. At the same time, they cut down on the mash and animal food; beef scraps or similar material. The grain is fattening, whereas the animal food being no longer required for muscle building as the birds reach maturity, may start egg production before it is desirable.

It is usually considered better not to force pullets into premature laying by feeding large quantities of mash. Instead, the mash until pullets are quite ready to lay and, by feeding a greater amount of grain, to get them fat. Such a ration emphasizes the fat making material and by withholding the egg-making material, removes the danger of too early maturity. Mash should not be entirely eliminated, as it contains materials by withholding the egg-making material removes the danger of too early

young fowls. Too much of it, however, may precipitate egg laying before it is desirable. Give the developing pullets all the grain they will eat during early all and after they come into normal laying, gradually decrease grain with a corresponding increase in mash feeding.

If pullets have been properly developed along the lines just described above, they should begin laying just as they are put into winter quarters. Their quarters should not be changed once they start laying. Such a change will usually cause a molt and falling off in the egg yield. Furthermore, pullets should never be housed with older hens. The more mature hens annoy the younger ones and that too interferes with their laying. From this point on the usual rules for feeding and handling laying hens will apply to pullets developed especially for winter egg production.

Livestock Market

FARMERS UNION LIVE STOCK COMMISSION

Kansas City, Mo.—From V. R. O'Leary, Leonardville, Mo. "Last Thursday Mr. Garrison sold my hogs at top price in their class. Nothing better could be expected. Also put them over the scales with but small shrinkage. Such account sales sure pleasant to receive. Many thanks, Mr. Garrison."

STEERS—With lighter receipts on all markets this week than last, shipping demand has improved and packers have been forced into more active competition. Trade on yearlings and better classes of steers shows improvement, and prices on killing classes have advanced from 50 to 75c over last week's low close. Best steers sold from \$11 to \$12, with tops on choice yearlings up to \$13.50. Plainer classes, showing some feed, sell mostly from \$9.50 to \$10.75. Stockers and feeders finished 25c higher for the week, with demand enough to keep the yards cleared up.

COWS, HEIFERS, MIXED YEARLINGS, BULLS—The better grades of cows and heifers reacted this week and are closing 25 to 35c higher than a week ago. Canners and cheaper kinds of cutters about steady. Bulk of fat cows are selling from 8.00 to 9.25, and heifers from \$9 to \$12, with the demand being for the lighter weights. Yesterday we sold a load of 850 pound heifers from Randolph, Kas., at \$11.35, and today a load from Lyndon, mixed steers and heifers weighing 700 lbs. at \$12.65. Canner cows are bringing 5.00 to 5.50 and cutters 6.00 to 7.00. Stock cows and heifers in better demand at steady prices. Bulls 25c lower. Good to choice, 8.00 to 8.50. Fair to good, 7.25 to 7.75. Common, 6.00 to 7.00.

CALVES—The veal calf market is \$1 higher for the week. Good to choice \$12 to \$14.00. Fair to good 9.00 to 11.00. Canner calves \$8 to \$7.50. Mediumweight and heavy killing calves 25 to 50c higher. Good to choice 300-450 lb. fat calves \$9.50 to \$11.50. Fair to good, \$9.00 to \$10. Light weight baby calves weighing from 450 to 600 lbs. are 50c higher selling from 10.50 to 12.00. Stock calves steady. Good to choice White-face steer calves \$11.00 to 12.00. Reds 9.00 to 10.50.

HOGS—Market fairly active closing strong to 10c higher than Wednesday's average. Top \$10.35. Bulk desirable 170 to 300s, 10.00 to 10.30. 140s to 160c, 9.40 to 10.15. Stock pigs steady 7.75 to 8.65. Packing sows 8.75 to 9.60.

SHEEP AND LAMBS—Lambs active, 10 to 15c higher than Wednesday's general trade. Sheep steady. Top fed lambs 16.00; others 15.50 to 15.90.

50% discount to members on Classified Ads. Cooperation pays.

To protect the tractor for the winter, pour a little lubricating oil through the spark plug openings, then give the motor a few turns.

Take Your Home Paper First

Then Subscribe for

The Kansas City Star and Times

The Star and Times, reporting the full twenty-four hours' news each day in thirteen issues of the paper each week, are furnished to regular subscribers in Missouri and Kansas at the rate of 15 cents per week.

As newspapers, the Star and Times have no rivals. No other publisher furnishes his readers with the full day and night Associated Press reports, as does the Star and Times. This should recommend the papers especially to the progressive merchant and farmer.

Price List of Local Supplies

Application cards 20 for 5c
Credential blanks 10 for 5c
Dimit blanks 15 for 10c
Constitutions 5c
Local Sec'y's Receipt Books 25c
Secretary's Minute Books 50c
Farmers Union Buttons 25c
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.
WRITE C. E. Brasted, Box 51, Salina, Kansas.

Farmers' Union Song Leaflets, per dozen 10c
Business Manuals, now used instead of Ritual, each 5c
Farmers' Union Song Books 20c
Farmers' Union Watch Fobs 50c

HONOR ROLL

CLAY COUNTY	
Chester	1125
Prairie Star	944
Pleasant Valley	1025
COWLEY COUNTY	
Busy Bee	1986
ELLSWORTH COUNTY	
Swanson	1191
Little Wolf	1376
MIAMI COUNTY	
Jingo	1737
SCOTT COUNTY	
Pleasant Valley	1526
TREGO COUNTY	
Silver Lake	679
GREENWOOD COUNTY	
Neal	1313
LANE COUNTY	
Amy	5164
LINN COUNTY	
Pleasant Home	2055
LYON COUNTY	
Bushong	579
LEAVENWORTH COUNTY	
Stamwood	1330
JEWELL COUNTY	
Pleasant Valley	1309
CHEROKEE COUNTY	
Melrose	2059
RUSH COUNTY	
Lone Star	917
Sand Creek	804
RUSSELL COUNTY	
Pleasant Hill	728
RILEY COUNTY	
Rock Island	1199
RICE COUNTY	
Chase	1563
Pleasant Hill	1387
CRAWFORD COUNTY	
Quick	765
Maple Grove	1803
Mt. Carmel	1706
JEFFERSON COUNTY	
Grantville	2055
SEDGWICK COUNTY	
Greenwich	1875
SCOTT COUNTY	
Beaver Flatts	2117
CHASE COUNTY	
Saffordville	1936
THOMAS COUNTY	
Sunflower	1181
BROWN COUNTY	
Temple	1431
Carson	1035
ELLIS COUNTY	
Pleasant Valley	1804
Wiles	834
WABAUNSEE COUNTY	
Chalk	1580
Turkey Creek	1868
WOODSON COUNTY	
Liberty	2148

THE CO-OPERATIVE, THE CHAIN STORES AND THE ANSWERS

(Continued from page one)

credit. With this form go certain limited mutual guarantees, and the co-operative store extends credit only to those whose accounts are guaranteed by the credit association. This is the most satisfactory form of handling credit, for not only are losses guarded against, but also the store finds the guarantee by the credit association makes of its list of accounts receivable good bankable security so that, in effect, it is the same as cash business.

Chain Store Will Always Handle Some Trade

The second form of credit is to have all applications for credit approved, with definite limits, by a credit committee made up of members who are well acquainted with the customers, or who make it their business to know and to get security where desirable.

It is obvious that the chain store, dealing with cut prices and a transient trade, cannot establish such intimate credit relations with its customers as a co-operative store can with its own members or their neighbors. So here the co-operative finds another distinct advantage which few are using.

The chain store has come, and come to stay. It will always have a certain class of trade, and get its share of the business. It is high time that the co-operative store boards of direc-

tors recognize this, and prepare to meet the competition by providing equal value for their customers through effective pool buying, and by providing such types of service as the co-operatives furnish particularly well, and better than the chain stores. In this, they are doing their community a real service by keeping the money at home. They should let this fact be known to all.

It is high time that we stop crying about the unwarranted competition of the chain store and criticizing our members for lack of loyalty. It is rather up to us to practice a little more practical loyalty to the basic principles of the cooperative movement, and to minimize it and keep its abreast of the business developments of the day. Our principles are sound. If wholeheartedly carried into effect, they will provide the remedy for the economic inequalities and injustice which prevail today. There is just as much reason for a religious loyalty to our principles as ever, but there is need for more aggressive and constructive business practices. Cooperative distribution is a business, not a religion; and sound, strict and efficient business methods must be applied in order to meet present day competition. Here lies the test. Are we big enough to meet the new situation?

J. D. STOSZ SENDS CLIPPING REGARDING CATTLE MARKET

(Continued from page 1)

at the beginning of the year. This decline has especially hit producers who bought feeding cattle last fall and later. Last week in Chicago there were instances where weighty steers had to sell much lower than the original cost to feeders and it is presumed that similar conditions prevailed at other markets.

That a check may be placed on the lower drift to prices and an opportunity afforded to open up clogged

beef channels, the suggestion of the packers is timely and where producers are in position to hold cattle off the market, they should do so until the present demoralized trade rights itself. Continued liberal cattle supplies at the principal markets will only add to the congestion now prevailing at Eastern ports and will mean further recessions in prices and losses to live stock producers."

ON THE FARMER'S BACK

(Continued from page one)

ury taxes, inheritance taxes and income taxes on individuals are hard to pass along; pile them on to those of us who can so well afford to pay them and let us row our weight in the boat. Kansas has the highest type of farmer on this continent. Our Kansas farmers buy and use more comforts and luxuries from the great factories than any other American farmers.

Here in this state under the leadership of Governor Reed we may as well work out some tax problems that will increase the farmer's dollar a few cents. Then of we can secure a sensible readjustment of freight rates, if we can help with a national marketing law that will save the wastes of the market, and finally if we can secure for the farmer seasonal credit at low interest rates, we may lift that dollar from 85 to 90 or

95 cents. But today the farmer's cheap dollar is the danger point in the American economic system.

If we are to have prosperity we must have contentment. The Kansas farmer has waited patiently and long. He has followed no false political gods. He has been a good and faithful servant.

But the time is coming—

50% discount to members on Classified Ads. Cooperation pays.

In England, water pipes made from lead were found to be in serviceable condition after being in use for 500 years.

50% discount to members on Classified Ads. Cooperation pays.

PULLETS FOR PROFIT WHEN WINTER COMES
Depend on the Youngsters for Heaviest Laying in Fall and Winter Months When Prices Are Highest, Says Dr. L. D. LeGear, V. S., of St. Louis, Mo.



How to Raise Poultry
By Dr. L. D. LeGear, V. S.
Dr. LeGear is a graduate of the Ontario Veterinary College, 1892. Thirty-four years of veterinary practice, including five stock and poultry. Eminent authority on poultry and stock raising. Nationally known and lecturer.

Editor's Note: This is another story in a series of 52 stories on poultry raising written by the well known national poultry authority, Dr. L. D. LeGear, V. S., of St. Louis. The entire series will appear in this paper. Our

readers are urged to read them carefully and clip them out for future reference.

"Youth will be served" so runs the old proverb. Of course, no reference to poultry was intended, but it happens to fit just the same. As a rule, pullets lay more eggs during their first laying season than during any subsequent season. Consequently, if hatches are correctly timed so that plenty of pullets will be brought to maturity some time during the latter part of August or September, a bumper winter egg season is bound to follow. Pullets hatched during February or March, according to breed, should begin laying just about the right time for winter eggs.

Pullets should not be allowed to come into maturity too quickly. Normally, a pullet starts to lay eggs as soon as she has reached maturity and her body has ceased to grow. Sometimes laying starts somewhat before full growth has been reached and further growth may cease. Such pullets may remain undersized and their eggs may be defective and small. If pullets are maturing too rapidly their mash and animal food should be re-

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