



THE KANSAS UNION FARMER

Organization

Education

Co-Operation



VOLUME XXI

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NUMBER 1

ONE THOUSAND MILES OF MEETINGS

It was a pleasant week, that of July 30 to August 4, and a reasonably busy one. The editor drove nearly 1000 miles, and must have talked for at least 48 hours at the meetings attended. No two meetings are alike—hardly similar, even. The weather was good for the most part, attendance and programs fine. Except for one day the roads were quite satisfactory. The detours were mostly very rough. Before a highway, is closed to the public, a substitute road should be selected and prepared to carry the traffic during the period of reconstruction. It would seem that, even though it is now known what sections of highway will be closed to use next year, no preparation will be made for the detour road until the day when the traffic is diverted. Then some one with a pair of miles and the sign posts sets out to blaze a new trail and to mark it. The average detour is an abomination. It would not be expensive to prepare a road in advance, and it would still be worth its cost after the highway was reopened.

A County Fair in the Open Country

It was my privilege to spend the evening of July 31st in a community southeast of Barnes, in Washington county, where the farm folks have actually secured the official county fair. The idea of having an agricultural fair held in the country was a new one to me. The occasion for the gathering the other night was a joint meeting of the farm organizations. Ralph Snyder, of the Farm Bureau, spoke on the tax issue in Kansas and outlined the proposals which the farm organizations are sponsoring for revision. It was a concise, clear statement of present facts and proposed changes. I spoke of the farm problem, and of the need on the part of farmers to protect their interests through the selection of officials.

Clyde M. Reed, present by invitation, made the principal address of the evening, and was followed by Congressman James G. Strong. Both were given a careful, attentive hearing and the meeting was much worth while.

This is the home of Banner Local, No. 512, and I am told that the first organized with this local was nine years ago. For a few years they carried it on as one of their activities, and when it became a fixed occasion in the calendar the whole community came to share in it. I have now provided a large building for housing exhibits, and for gatherings of any sort. A piano fund is being raised, and the old organ will soon be replaced. The sale of refreshments shows a promising future for the project. It is a real county community, cooperating at home.

Guy Steele, who is chairman, is a member of the farm organization and a director in the Linn creamery. Anthony Wray is secretary of Banner Local, and Ernest E. Clark is president. They report several new members added lately to the local. Mr. and Mrs. Clark extended the hospitality of their home to such part of the night as I remained, a kindness very much appreciated.

If you want to attend a county fair in the open country, 7 miles from the nearest town, the dates this year are September 18, 20 and 21. And you will enjoy it.

Osage County Stages Annual Picnic

Osage County Farmers Union held its big picnic in the park at Lyndon on August 1. Several excursions were on the ground but good order prevailed during the program. The Union conducted a refreshment stand, the profits from which were sufficient to meet all costs of the picnic. Probably 600 people were present in the afternoon, and at least double that number at night.

E. L. Bullard, county president, had charge of the program. The various locals in the county furnished special numbers on the program, all of which were good. The local editor gave a short address, thoughtfully presented and well received. Several of the business houses closed from 2 to 5 p. m. I understand that a very heavy patronage was given to the local stores in the evening—THE ONES THAT CLOSED FOR THE PICNIC!

I spoke in the afternoon, and folks listened patiently. The band shells is an aid to speaking and hearing, but microphone and loud speakers are really needed. State Senator Behrens suggests the purchase of such equipment by the interested groups throughout the county, and its use at all such outdoor meetings, which could easily be done. And it probably will be done.

Clyde Coffman has six mighty fine boys, and they were not overlooking any good thing. One of them hurriedly sought Clyde in the crowd and said, "Say, Dad, there's a foot race on for men over 40, and the prize is a dollar. Come on." Clyde won the dollar, and gave it to the boy, which was fair enough. Management is entitled to income. That boy has a future.

Milo Reno of Iowa, spoke at the big Clay Center picnic in the afternoon, and George Anderson went up to Clay Center and brought him in. Probably a thousand people heard him in an address such as Reno gives. He is always clear, and convincing. He pointed out that there are just two systems—that of competition and that of cooperation. We must choose between the two. He declared that other groups have long since abandoned the competitive relationship within their own groups, and cites the forming of corporations, mergers and trusts in the field of business, as evidence of this. He said that associations and unions in the realm

of the professions and labor. These all cooperate within the group, and in this they secure group-advantage. The farmer is last of all to attempt cooperation. He puts it squarely up to the farm folks—"If you think that anyone else on this earth is going to do anything to help your condition, it is just too bad for you, that's all. It won't be done unless you do it yourself. Join a farm organization and put cooperation over as between farmers." He discussed the political situation, and declared would stand on the declarations of the Corn Belt committee, in the matter of the national campaign.

The local W. C. T. U. put on a moving picture program, for which most of the crowd remained. It dealt with the liquor traffic of other days, under the title "Let's We Forget." It was vivid. We ought not to forget those days. Nor these days. Nor Mr. Mellon and the "enforcement" we now have. We should face the whole situation squarely.

The Bullard home provided again for the night, and from about one a. m. it was sweet sleep. The next morning I helped the boys dig fish worms and they caught six fish. This came from having well-selected worms, dug properly. But the boys insist it was from knowing how to fish. However, we all ate fried chicken and left off quarreling.

Franklin County Picnic at Ottawa

The Farmers Union folks in Franklin county treated themselves to a very fine picnic on Thursday, August 2, in the beautiful park at Ottawa. A nice crowd was in attendance, and a good program was put on. Among the features of the program was an address by Mr. B. Needham, Past Master of the Kansas Grange, who interested and helped his hearers.

I spoke for at least an hour too long, and listened to with great patience. Then a program of sports was enjoyed by all. They ruled me out of the fat man's race, but I had the fun of watching a lot of men who were blindfolded attempt to capture a cured ham suspended from a tree by a rope. They were supposed to knock it down with a club. The leader declared that he had asked advice as to the kind of ham he should provide. He was told to get a good ham, a big one, a Farmers' Union ham, and finally a PICNIC ham. So he got the latter. It seemed most fitting, and was cheapest. But he called it a "dancing ham."

When the men were blindfolded it was hanging within easy reach before them. But before a blow had been struck toward it it was hauled up safely some ten feet in the air. The way those men punished the atmosphere was a caution! They hammered each other's heads and shins with clubs and enthusiasm. The ham danced safely above them. Of course it was finally lowered and captured. It was a good stunt and plenty funny.

But it was for all the world like the method we have used in marketing. We know that unless we can get for our products a price adequate to cover necessary costs of production and a little surplus we cannot maintain our homes. We have taken our chances on weather and all natural hazards, and then also upon prices—the "dancing ham" of the price manipulators. It has looked fair enough and easy enough, this matter of getting an adequate return in the market. But we go into it, the blindfolded, and in a wild competition each trying to beat the other to it, and succeeding mainly in beating each other up. Of course, now and then, someone succeeds in capturing the ham. But even that depends upon when the manipulator is ready for it to be captured!

The cooperative marketing association is designed to put bargaining power into the hands of the producer. That is the rope which swings the price. Our creamery, for instance, is now marketing a finished product to within one move (retailing) of the consumer, and for the account of the producer. The development of the cooperative creamery has raised the whole level of dairy marketing. It has done more to improve quality, efficient production and provide efficient handling than all of the old line outfits ever did. The future is bright with promise. The cooperatives will, some day entirely dominate the industry, to the benefit of both producer and consumer. Yet every now and then one finds some one who prefers to take his chances blindfolded with the other fellow holding the rope, and the ham usually safely out of reach!

Manager Zerbe reports a good business, and the appearance of the plant indicates that fact. Local price competition gets pretty stiff at times, but due to the loyalty of the members and the efficient service rendered by the local business they seem to be able to overcome it. They had a lot of eggs, all the one day's receipts, when I visited them. This in spite of a local fight on prices, at times clear out of line with the market.

The weather was ideal and "a good time was had by all."

New M. F. A. Creamery at Clinton, Mo.

I had my choice of routes from Ottawa to Clinton—the supposedly direct one, and a very roundabout way. I chose the direct one. Later I had to choose between fording an angry creek or going miles around a bridge. That time I went around. I can swim, but cannot swim and carry an automobile. The distance east and west is not great between these two points, but counting the up-and-down travel over bumps, it must be well over a thousand miles.

The M. F. A. has just opened the first of their new creameries, the Clinton plant being the first one to start production. The picnic was in the nature of a celebration of that important event, and 5000 people were estimated in attendance. They had a good program, and it was a wonderful group to talk to. Mr. Stiles, who is a former president of the M. F. A., was present and spoke a few minutes, to the delight and profit of the crowd.

Mr. Barth very kindly showed me through the entire plant, of which they are justly proud. They have been handling a grain elevator and a poultry plant for several years, and the creamery unit opens another field of service to their members. The present they will market their product through the Land of Lakes organization. We predict a great future for them.

Colony Has a Good Rain and a Good Meeting

After driving from Clinton to Port Scott in the rain I welcomed sunshine and good roads when I reached Colony, about 1 p. m. I found that the picnic gathering in the park had been abandoned and that dinner had been served in the hall. The women folks had very thoughtfully saved a lunch for me—mostly a couple of trays full of everything from fried chicken to toothpicks!

The crowd was a bit slow about gathering, but when they all arrived the hall was well filled. The band rendered several numbers, greatly appreciated, and one local put on a song with flag drill in the shape. Probably those who were late realized they could hear me quite long enough after the first hour. Rev. Mr. Kelley, pastor of the local community church, was to have spoken, but concluded that the crowd had suffered enough

and left the room after explaining to the chairman. Mr. Lee Hettick, who as local editor is giving his community a mighty good paper, and who is the Democratic candidate for Congress from the Second district, spoke very frankly and earnestly on the campaign issues. His speech was well received, and he is held in high esteem by the local Farmers Union people.

President Griffith expressed himself as afraid that if the crowd was later and later in gathering for the quarterly meetings, soon many of them would miss dinner and some would miss supper. They agreed, however, to come early next time and bring a neighbor along. Howard Whitaker, who helped organize Anderson county, will be their next speaker. Rev. Mr. Kelley is also being invited to speak.

The Bellevue Junior Cooperators were present, of course. No Anderson county meeting would be quite the same without them. They have asked all the juniors in the county to unite with them, until such times as other local groups may be formed. This is a fine idea, and I hope the Union boys and girls will accept the invitation. Did you notice the letter this Junior local had recently in their department in the paper? They said "We are members of the Bellevue Junior Cooperators and we are interested in the union work and we intend to keep the Farmers Union going as long as we live." And they will.

The President appointed a committee of three members—Mrs. Gretchen, Mrs. Pierce and Mrs. Mann—to arrange a prize contest to stimulate interest in and attendance at the meetings. This committee will report at the next session. I am sure that the plan they present will be a carefully prepared one, simple enough to work easily, and effective. They will make full use of their next meeting will be a still better one.

MISSOURI RIVER NAVIGATION AND AGRICULTURE

The people of the Missouri Valley are demanding the improvement and navigation of the Missouri River along with the balance of the Mississippi River system as a relief to agriculture from the present high freight rates. The states through which the river flows are: Montana, Wyoming, Nebraska, South Dakota, North Dakota, Minnesota, Iowa, Missouri, Arkansas, Louisiana, Texas, Oklahoma, and Colorado. The river is 1,323,225,000 or 43.17% of the entire

United States crop. No other large agricultural extension in the world has as long and expensive rail haul in marketing its grain as does the Missouri Valley. It costs the grain producer of Kansas, Nebraska and the Dakotas more to ship their grain to Liverpool than it does the Australian or Argentine farmer because of the long haul. The Missouri Valley farmer gets from 8 to 14 cents per bushel less for his wheat than the Canadian farmer; from 10 to 12 cents a bushel less than the Argentine farmer; and from 2 to 4 cents a bushel less than the Australian farmer.

Some Comparative Rates on Export Wheat

	Av. Dist. All Miles Rail	Ocean Total to Rate Liverpool
From Nebraska (av. 15 points) to Galveston	980 28.83	plus 11 — 39.83
From Kansas (av. 19 points) to Galveston	859 27.85	plus 11 — 38.85
From Manitoba (av. 13 points) to Port Arthur	472 9.22	plus 17 — 26.22
From Saskatchewan (av. 10 points) to Port Arthur	795 12.06	plus 17 — 29.06
From Alberta (av. 11 points) to Port Arthur	1168 15.10	plus 17 — 32.10
From Argentina (av. rate to Buenos Aires)	144 11.74	plus 16 — 27.74
From Australia (av. rate to seaboard)	12.00	plus 24 — 36.00
Note—Rates to Liverpool do not include transfer and incidental charges.		

Every cent reduction in the cost of marketing a bushel of grain will add a cent to the price received by the farmer. Under normal conditions the Liverpool grain market establishes the price in the United States on the whole of any crop of grain, provided there is an exportable surplus of that crop. The price paid the producer for his whole crop, whether sold for export or domestic use, is the Liverpool price less the cost of delivery to Liverpool. If the cost of delivery is reduced the price paid the producer will increase proportionately and his whole crop will be sold on the basis of the increased price.

The rate on Export grain shipped via the Inland Waterways Corporation from St. Louis to New Orleans is 6.9 cents per bushel. The all rail rate is 10.8 cents per bushel, a saving of 3.9 cents a bushel. The export rate on wheat by the same route from the Twin Cities to New Orleans is 8.88 cents per bushel, and the all rail rate is 21.3 cents per bushel, a saving of 12.42 cents a bushel. Using the same one mile basis as that used in making the rate to the Twin Cities would give a water rate on export wheat from Kansas City via the Missouri River and the Mississippi River to New Orleans of 9.3 cents per bushel. The all rail rate is 18.3 cents per bushel, a saving of 9 cents per bushel. Deducting the transfer charge of 1 1/4 cents per bushel there would be a net saving of 7 1/4 cents per bushel. Add 7 1/4 cents a bushel to the price received by the wheat growers of Kansas, Nebraska and Oklahoma on the 1927 wheat crop and it would have meant \$26,723,000 more money to these farmers. Navigation on the Missouri River would mean a higher net return to all the farmers of the Missouri Valley on all they produce. It would mean a better price for hay and would enable

them to ship hay into markets where the rate is now prohibitive. It would mean a saving to them on freight on farm machinery, binding twine, fertilizer and all merchandise that could be shipped by water.

The net profit to the Kansas wheat producer for the year 1925 was 8 cents per bushel. (Department of Agriculture Statistics.) The 7 1/4 cents increase in the price received by the producer, as a result of lower transportation costs as shown by the above tally doubling the net profit to the estimate, would have resulted in practical growth.

The Canadian Government has spent and is spending many millions of dollars to give low transportation rates to its inland grain area. A Canadian railroad (Government owned) is hauling wheat 1,372 miles for 11 cents per bushel while the cost to the farmer of shipping from Salina, Kansas, to Kansas City, a distance of 386 miles is 10.8 cents per bushel. Canada is doing all she can to make farming profitable.

The Missouri River has been made an approved project from its mouth to Sioux City, Iowa, and the Government engineers are now busily engaged in improving the channel. It is hoped that the river will be ready to put the boats and barges into operation as far as Kansas City in two or three years. This work should be speeded up and larger appropriations made so that navigation can become available on the whole River at the earliest possible date.

Millions of dollars will be lost to the farmers of the Missouri Valley every year the opening of navigation on the River is delayed. This great wealth producing, agricultural district, water transportation on the Missouri River the breadbasket of the nation, needs River to make farming more profitable.

SMALL INVESTORS BEWARE

Do Wall Street brokers discriminate against the small investor? This question is raised in the current issue of The Nation by a New York business man who spent two months in the private office of the president of one of the well-established brokerage houses in order to learn the business. "Years of experience with ordinary business," says the writer, "who remains anonymous, 'had given me no hint of the practices I saw occur as every day procedure—in the main practices highly prejudicial to the average customer's interests.'"

He then gives six specific instances in which he says this brokerage firm discriminated against its small customers, sometimes in favor of a member of the firm, sometimes in favor of an important client.

How a member of the firm made a good profit out of a small customer is described as follows: "On Thursday, the partner of Mr. X, whose name I shall conceal, had bought some shares of Arabian bank stock at \$440 a share. This stock was not listed on the Stock Exchange but was dealt in over-the-counter houses (houses which deal in unlist-

ed securities.) These firms make their own prices, determined solely by the demand for the stock. There is usually a marked difference in quotations by these houses, and the practice is to call several of them before buying in order to get the best price. On Friday morning a customer of Mr. X telephoned an order to sell 50 shares of Arabian bank stock. Mr. X obtained his permission to sell 'at the best price.' He called to his partner, 'Want any more of that Arabian bank stock?' 'At what price?' answered Mr. Y. 'I paid \$440 a share yesterday.' 'You can have this for less,' said Mr. X. 'I've got a market order. The market is 415 bid, 445 offered. Want it at 415?'

"Sure," said Mr. Y. And the customer was informed that it was too bad he got such a low price—but after all, "we sold it at the market." This dishonesty of this transaction lies in the fact that if several firms had been called and the stock offered for sale, a better price could have been obtained, for this was an active stock in good demand with a wide difference between the bid-and-asked prices."

Large customer got the advantage in another incident described. "Incident No. 2: This firm was 'bullish' on a certain stock—they believed its price would go higher. Suddenly a panic developed in the stock and it began to decline at a rapid rate. The large and small customers who owned the stock all began selling at once. When the selling confirmation came in, Mr. X announced that no selling prices could be given out until all the orders were checked. In the next half hour Mr. X and his partners selected those sales which had brought the best prices allotted these best prices to their larger customers, and allowed the small fry to get what was left. This is obviously unfair discrimination. A record is kept by the order clerk of the sequence in which the selling orders are placed. Consequently, the prices of the sales should have been allotted in that order."

"Of course," Mr. X remarked, "we make most of our money from the large customers, and we must keep them satisfied." The writer claims that it would be simple to multiply such incidents and cite other practices of which the small investor or speculator remains completely unaware.

FIRE LOSSES IN KANSAS
Topeka, Kansas, Aug. 13.—In the history of the State Fire Marshal Department, there has never been so great a reduction of losses by fire as in the previous month, July. It is the best story that has gone to the newspapers of the state for many ears. It will be good news to the people of Kansas.

The fire losses for July total \$74,997. This is less than half the loss for July 1927, which was \$161,076. It shows what can be done in stopping this waste of homes and property when the people co-operate with this department and the fire fighting organizations of our towns and cities. The one fact that this big reduction demonstrated is that it pays to keep everlastingly at work in a good cause.

Only 40 of the 105 counties of Kansas reported fires for July. The heaviest county loss is reported from Sumner, where three fires destroyed \$13,508 worth of property. Jefferson county's loss was over \$12,000, and Wyandotte about \$6,000. The smallest county loss is that of Saline, \$10.

These big reductions are largely due to the splendid work of the field deputies of the department who are constantly on the trail of the arsonist and firebug.

W. A. ELSTUN, State Fire Marshal

When the meeting's called to order, And you look around the room, You're sure to see some faces From out the crowd below; They are always at the meeting, And they stay until it's through. The Ones that I would mention, Are The Always Faithful Few. They fill the many offices, And are always on the spot. No matter what the weather, Though it may be awful hot; It may be dark and rainy, But they are tried and true. The Ones that you rely on, Are The Always Faithful Few. There's lots of worthy members, Who will come when in the mood, When everything's convenient. They can do a little good; They're a factor in the meeting, And are necessary, too. But the Ones who never fail us, Are The Always Faithful Few. It is not for these faithful, Who should stand at the wheel, To keep the institution moving, Without a halt or reel. What would be the fate of meetings Where we claim so much to do? They surely would be failures But for—The Faithful Few.

—Author Unknown.

WASHINGTON COUNTY MEETING

Washington county will hold their regular monthly meeting at Greenleaf, Kansas, August 27th. The meeting will begin at 10:30 a. m. There will be a basket dinner at noon.

John A. Simpson, state president of Oklahoma, will be the speaker of the day. Mr. Simpson is an able speaker and understands the Co-operative movement and the farmers problems as well as any present day speaker who could be obtained. It will be well worth your time to spend it with us on that day.

Please send your delegates to this convention as it is important.

J. T. Poland, Co. Sec.

FARMERS UNION LIVE STOCK COMMISSION

In order that the members of the Farmers Union and the customers of the Farmers' Union Live Stock Commission may know the exact conditions of the business at Kansas City, and what your firm is doing there, we are submitting a condensed report showing the balance sheet of the Farmers Union Live Stock Commission, as of July 31, 1928.

ASSETS
Current Assets
Cash in bank.....\$6,791.30
Accounts Rec.....6,010.63
Interest.....206.19

Fixed Assets
Furniture and
Fixtures.....\$3,378.28
Auto.....577.00

Investments
Liberty Bonds.....\$25,205.10
Wichita Branch.....10,109.98

Deferred Charges
Stationery.....\$35,315.17
and Advertising.....1,200.00

LIABILITIES
Accounts Payable.....\$2,814.44

Capital Liabilities
Capital Stock.....\$16,126.00
Surplus and Undi-
vided Profits.....\$50,659.13

This balance sheet shows that the net worth of the firm with all accounts paid is \$50,659.13.

We are making a few comparisons of our business for the first seven months of the years 1925, 1926, 1927, and 1928.

The published reports of the receipts at the Kansas City Stock Yards for the first seven months of this year show an increase in the receipts of cattle, hogs, and sheep of not quite 5 per cent. All of this increase being in hogs and sheep this year.

The increase in our business for the first seven months of this year in number of head handled is 15 per cent, or a gain over the general receipts at the Stock Yards of 10 per cent.

A comparison of the earnings of this house for the first seven months of this year, as compared with similar periods for years 1925, 1926 and 1927 shows as follows:

As compared with July 31, 1925, we find an increase in earnings of \$4,958.96.

As compared with July 31, 1926, we find we have an increase in earnings of \$8,059.98.

As compared with July 31, 1927, we find we have an increase in earnings of \$11,585.65.

This increase in earnings has been accomplished in two ways: partly by an increase in business, but more largely by practicing the utmost economy in a substantial reduction of expense in all departments.

In comparing our expense account, we find that as compared with July 31, 1925, that the year 1926, showed a reduction of \$1,077.76; that the year 1927 showed a reduction of \$2,095.02 in expenses as compared with 1926; that the year 1928 shows a reduction of \$6,066.71, as compared with 1927 and that our total reductions and expenses for the first seven months of this year as compared with 1925 amount to \$29,239.29.

This increase in earnings has been brought about by the elimination of unnecessary help in the organization brought about by an improvement in the quality of the help and by keeping our general expenses down to the lowest possible point, consistent with good service.

This house is handling a business that reaches in volume practically \$1,000,000 per month. Every safeguard possible is used in handling this large volume of business for our stock men and it is gratifying to know that this business is in such an absolutely sound condition. If the volume for the remaining five months of this year keeps up reasonably well, this will be the best year the Farmers' Union has ever had in executing the one year 1924, and our stockholder customers will be assured of a very substantial dividend on the business done here.

E. E. WOODMAN, Manager.

I want to repeat here what I have lately said upon the platform in many places; namely, that our institutions are today rendering a greater service and with higher efficiency than ever before in our history. And that our membership, although smaller than at our highest point, is the most effective and influential membership ever recorded by the Farmers Union.

The strenuous years since 1920 have tried us severely and sifted out our weakly, but they have also taught us much. We are learning to cooperate in a fuller and more effective way. The above report is heartening.

Chairman Committee

committees also rendered efficient service for which we wish to thank them.

Here's hoping that next year will find us on hand and with the same or even a greater spirit of enthusiasm to demonstrate our ability to hold another and if possible, even better picnic than the one of 1928.

E. L. BULLARD

Stafford County Picnic

The eighth annual Stafford county Farmers Union picnic was held at Roehms Grove, two miles south and one and one-half miles east of St. John on Wednesday, August 15.

Program

From 10 a. m. until 8 p. m. the fun is on. 11 a. m. horseshoe pitching contest:

First game: North Star vs. Liberty. Second: Union vs. Livingston. Third: New Hope vs. Valley Center. With semi-finals and finals to determine, first, second and third place. 12 M.—big basket dinner under the shade of the big trees.

1:15 p. m.: Two numbers by each local. 2:15 p. m.: Athletic Races: Boys' 50-yard dash, 12 years and under; boys' 100-yard dash, 15 years and under; girls' 50 yard dash, 12 years and under; girls' 100-yard dash, 15 years and under; 100-yard dash, any one over 16 years; three-legged race for boys; flag race for girls.

Contests for women: Nail driving contest; Jiggs and Maggie contest. All events open to members and their families only. First, second and third places count 5, 3 and 1 point, respectively, in the contest for pennant.

There was a baseball game at 3:30 p. m., married men vs. single men.

A Wheat Tip

Twenty-two per cent of the wheat on the K. C. market last year graded "Smutty." Better TREAT YOUR SEED. Can you take a chance of raising Smut? What are you doing to get rid of Rye? Nine one-half per cent of wheat graded "Rye." Stafford county raised her full quota—and more. Have we whipped the Hessian fly, or are we still using our best knowledge to control the fly?

OWSLEY 2004

Owsley 2004 on August 2, held its regular meeting, being a good attendance and had an enjoyable time, tending to business affairs and putting on a program, and then the eats. There were a few visitors, Misses Effie and Pearl Farmer, Mrs. Jessie Nordica and son Gordon.

There is some illness here which kept a number from coming out, but we all hope to see them all out again soon. At the next meeting all members should come out, for there will be the fertilizer question to come up, as it will soon be wheat sowing time.

A MEMBER.

The Kansas Union Farmer

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C. E. HUFF, Editor and Manager

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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, AUGUST 16, 1928

HOW POWER INTERESTS INFLUENCE PUBLIC OPINION

What would be the effect upon Alberta's public life of the establishment in this Province of powerfully entrenched corporate interests in control of our power resources?

In every part of the world where such interests, as opposed to public interests, are in control, they exercise a great and strongly anti-social influence, rewarding their friends and punishing their enemies. Their political influence is largely exercised in the United States through the public press, the radio, and more directly, through the lobbies of legislatures.

Of the policy which the power interests are pursuing in the United States, George L. Knapp, Washington correspondent, gives the following account in a letter from the capital of the republic:

Washington, D. C.—In the South and Southwest, as well as in other parts of the country, the Power Trust has a corps of organized propagandists to corrupt newspapers, seduce college professors, "doctor" textbooks, invade high schools and spread "information bunk" over the radio.

These facts were brought out in the public utilities investigation of the Federal Trade Commission. One of the many letters put into the record was addressed to W. C. Grant, head of the power propaganda machine in Texas, and reads:

"If you have any informative bunk regarding public utilities that would be of value to radio listeners, please shoot me a copy.

(Signed) "JEAN FINLEY, "Director Radio Station WFAA.

Mr. Grant answered that his office was full of utility information, and that he was sure he could please a radio audience.

Wrote Stories, and Editorials

This Grant, whose official title is "director of the Texas Public Service Information Bureau," was the first witness of the week. He is a former Associated Press man, who kept a connection with the "AP" when he went into the utility game, and used this connection to put over news stories and editorials for his new employers.

He wrote editorials on utility subjects for several Texas newspapers, submitted them first to the heads of utility companies, and if they were satisfactory, sent them in for publication.

He prepared a set of four pamphlets dealing with utility questions, and had circulated 20,000 sets—80,000 pamphlets in all. He said that 350 high schools in the state had asked for these pamphlets. These documents, of course, praise "private enterprise" and denounce public ownership.

Revelations of Power Trust methods are already bearing fruit. The Board of Trustees of the University of Tennessee at Knoxville has unanimously refused to accept \$18,000 offered by the public utility companies of the state for "research work" in the electrification of homes.

The power interests which are gaining a foothold in Alberta are already launching upon an aggressive campaign which if successful may prove exceedingly dangerous to the future of publicly owned enterprise in this Province, and possibly to the standards of our public life in days to come.

In many parts of the United States the policy has been: "Develop in haste, at all costs, even though this means the alienation from the people of their most valuable natural resources." The consequence is that a new generation is being called upon to pay for the folly of their fathers.

It may be that the most urgent task confronting the people of Alberta is that of preserving the rights which future citizens of this Province are entitled to inherit.—U. F. A. Magazine, Calgary, Alberta.

FREIGHT RATE HEARING REACHES PACIFIC NORTHWEST

The Federal hearing on freight rate structures is being conducted in Portland now and is discussed in the recent number of the Oregon Union Farmer, from which we reproduce the following:

The Farmers' Union, Grange, individual farmers and the public service commission brought before the Interstate Commerce Commission, in Portland recently, evidence to warrant substantial freight reduction. A request for a 50% cut was filed by W. P. Ellis, attorney for the Oregon public service commission.

"We want a substantial reduction in rates on all grain and grain products in the northwest," said Ellis. "We want a general reduction on substantially 50 per cent. We intend to show that grain has been bearing more than its share in both interstate and intrastate commerce. We are making no suggestions as to who should absorb the loss in revenue, but regardless of the financial

condition of the carriers we insist rates should be reduced."

The case for the farmers of the Pacific northwest came out strong at the Friday session.

George A. Palmer, Hood River, master of the Oregon state grange, declared his organization is demanding a freight rate that will permit wheat growers of Oregon, Washington and Idaho to compete with Canadian wheat men. He said the Canadian wheat grower can transport his grain by rail seven times as far as the Oregon man can for the same rate. There is only one cent difference in the railroad rate, Palmer said, from Edmonton, Canada, to Vancouver, B. C., than from Dufur, Ore., to Portland.

The Farmers' Union won a fight for the introduction into the records of a letter from H. R. Richards, president of the union.

A. S. Roberts Represents Farmers' Union..... The letter, read by A. S. Roberts, Wasco county grain grower and state legislator, protested that Oregon farmers were penalized by high rates on short hauls. Canadian growers can ship their grain farther at lower freight charges and can, therefore, land their wheat at tidewater cheaper than can Oregon growers of grain, he said.

Roberts offered detailed figures to show that Oregon wheat growers are losing money. Asked if a 3 per cent reduction in railroad rates on grain would aid, he replied, "Every little bit helps."

Roberts said taxes have trebled in four years and freight rates have increased in the same measure. With the increase in the cost of labor added, he said, many farmers have been ruined and all are hit hard.

"With good crops and good prices, how many years will it take the farmers to get back to normal if the freight rates are reduced as requested?" Arthur Mackley, federal examiner, asked.

"It will take a long time, many years, as there isn't a farmer drawing interest on his investment, nor has he for three years," the Wasco rancher replied.

Roberts created a mild stir when he asked the federal rate officials present why it was that the railroads were guaranteed a certain percentage on their investment, while the farmers received no such guarantee.

A STORY IN THREE CHAPTERS

Here is a picture of the tragedy which has overtaken agriculture. The first clipping is from the Salina Journal of 20 years ago. Production costs were at that time probably not more than 50% of today's cost. Machinery prices were only about half those of the present. Taxes were less than half. The most significant thing of all, however, is that flour is also nearly double the price of 20 years ago. "Kansas raises the best wheat in the world," and more hard winter wheat than any other state. But this vast new wealth created every year all passes into other hands at once. The last two clippings are from a recent issue of the same paper.

Chapter I.

Good Old Days

(Salina Journal, Aug. 5-6, 1908)
The price for new wheat reached the highest point of the season when it went up to 82 cents today from 80 cents.

Chapter II.

Salina Local Market

Prices paid by local merchants at 2 p. m., August 6, 1928:

Grain

WHEAT—80¢@85¢.

OATS—65¢.

CORN—90¢.

Butter and Eggs

The following prices were announced as paid for eggs today: Grocers cash, 22¢; trade 23¢; produce houses 21¢.

Prices charged consumers: Eggs 28¢; creamery butter 50¢.

Flour

48 pound sack \$2.20; 25 pound sack \$1.20.

WHEAT FARMS AT MORTGAGE PRICES—I

have for quick sale, on exceptionally good terms, a number of good wheat farms in Mitchell, Ellis, Phillips and Rooks counties. I represent three loan companies who don't want land. These farms will be sold at half their value at prices from \$17.50 to \$37.50 per acre. We have title to several fine stock farms as well. Lock Box No. 4, Kan.

CIVILIZATION COMES VERY SLOWLY

To the strains of "All My Troubles are Over" and "Swing Low, Sweet Chariot" eight hundred Negro convicts marched out of the Aldrich and Flat Top coal mines in Alabama—marking the end of the convict-lease system under which Alabama had leased the services of prisoners to the private owners of the mines. It is to the great credit of Southern public opinion and of Governor Bibb Graves that Alabama has ended this survival of barbarism. The twenty years of its use have been marked by cases of horrible cruelty; one prisoner was beaten and then boiled alive, allegedly by the warden. When this was revealed in 1926—after it had been hidden two years by a false death certificate of suicide—it stirred the Alabamians to action, and the system has now been completely abolished. Along with the campaign against floggings in Alabama and the reduced number of lynchings this strikes the new note of progress in the South.—The Nation.

WHAT HAPPENED TO THE "PUBLIC" PRESS

There has occurred within the past 25 years a profound change in the character of the American press. The number of daily papers has been reduced by consolidations, and the decline of the press from a medium of expression of intramural opinion to the level of the five-and-ten-cent store has been almost tragic. Most papers are now owned as commercial ventures, the editors are employed as are managers of chain stores, and the whole policy hinges upon income. In Springfield, Ohio, there were a few years ago four daily papers. One of them absorbed two of the others, and now the owner of the fourth has purchased his only competitor—and will operate both. What chance for expression of public opinion, or honest shaping of opinion, can come from such a situation? Advertisers, business interests, that political group with the deepest purse—these are apt to determine the "thinking" of such commercialized sheets. This situation aids the utilities and others who fatten off of the public. Newspapers sell their influence too often as the butcher sells bacon, and with no more conviction. It is merely a business transaction.

KEEPING UP OUR GROUCH

Pincus hadn't seen Ginsberg for five years, but deliberately passed him on the street, as usual. And rushed into his office and yelled to his stenographer: "Mollie, look in the files under 'G,' and see why I'm sore at Ginsberg."—New York Evening Journal.

INHERENT RIGHTS

Mr. J. M. Harvey, of Ogden, Kan., called to our attention an editorial declaration in the Kansas City Star, of last December 22nd. The New England bloc is functioning very well, apparently, and has very strong support. The Star said:

"What a New England bloc?—'Frankly, the bloc is set up to cope with the western farm bloc. Senators Moses and Hale already have declared that New England states must not suffer because of farm relief. Others read that farm relief would advance the cost of living in New England. So, after all these years, while the West has accepted the protective tariff, paid the added cost of living in order that the industrial East might have prosperity, industrial New Eng-

land gets nervous lest the farmers may get something like a square deal. But it is not surprising. Beneficiaries of long standing favors finally grow to regard their favors as inherent rights."

IT WAS WORSE

We thought Chicago surely wasn't as bad as painted. And, sure enough, we learn that among the books stolen from the libraries there, the Bible leads.—Council Bluffs Nonpareil.

FARMERS ARE ALSO THE MINORITY

"Mother," complained little Marjorie, "you always give Eleanor the biggest piece of cake.

"But, you see, dear, she is the biggest."

"Yes, and she always will be if you give her the most to eat."

Children.

WE GIVE IT UP, YOU TELL 'EM.

Why does the hydrogen atom have a single proton in the center, and a single electron revolving around it? Why does the helium atom, first discovered on the sun through the spectroscopic, have four nuclei with two electrons revolving around them, and how does the formation of four grammes helium, from hydrogen, produce energy as great as though eighty tons of coal were burned?

WRITING LETTERS DANGEROUS

Not every person connected with the Utilities has had the stomach to stand the things which have been done, without protesting. The use of the schools—the preparation of text books to shape the thinking of school children—the use of the press—the scheming to use Chambers of Commerce as promotion societies—the piling up of rates to provide income for bond issues—all this has been sickening to many people in the Utilities game. The way in which the Utilities political game is played, even in Kansas, is a bit disconcerting to some old fashioned people.

But when the investigation of the Federal Trade Commission revealed the correspondence of Mr. John B. Sheridan, Publicity Director for the Missouri power trust, it gave the public a clearer insight into the whole program than perhaps any other single thing has done.

Mr. Sheridan seems to have a conscience, and it was troubling him somewhat. He wrote to Thorne Brown, managing director of the National Electric Light Association's Middle West Division.

What can we do when the financiers will inflate, over-capitalize, sell securities based on blue sky or hot air, and rates must be kept up to pay returns on said blue sky and hot air? Mr. Brown, the bankers in the electrical banking industry do not appreciate what a fat thing they have had in the last seven years. Huge profits for the bankers; increase in rates for the customers.

It would have been safer for Mr. Sheridan to have called on Mr. Thorne Brown and to have whispered it to him. "Artificial prices for farm products would be naughty and dangerous, if not actually impossible. But artificial prices for utility services are quite natural and desirable.

BEHIND THE POWER LOBBY

The public utilities investigation is adjourning until autumn, when the

REFLECTIONS

A QUESTION FOR YOUR OIL MAN

It is reported that Marland, the Long Oil Co., and the Standard of Indiana have withdrawn their protests on the gasoline tax, releasing the tax money for highways.

Might be well to ask your oil man whether his firm is paying the tax under protest, hoping to get it back later, and preventing it's being used for the purpose for which you paid it in. Every user is entitled to know whether his gasoline tax money goes to the highways or into court.

NOT THE MOVEMENT, BUT THE YIELD BROKE PRICES

"One thousand one hundred ninety-two cars a year ago. Four hundred twenty-two cars were loaded last week and weather conditions permitting, as many or more cars will be dug this week. Potato prices are very low, about 10¢ per bushel, 6th report State Board of Agriculture."

THE FARMERS HAVE NO WAY

Under a Jesuit by the interstate commerce commission the railroads are granted an increase of \$15,000,000 a year for carrying the mails, and are given a lump sum of \$45,000,000 back pay. The petition for the increase was filed in 1925, three years ago, and this back pay award amounts to virtually \$100,000,000 a year since the hike was asked.

Yesterday Postmaster General Nease estimated that his department would have a deficit of \$100,000,000 for the fiscal year, 1929, as a result of this increase.

Of course this has nothing to do with farmers. It seems to be socialism or paternalism or some other form of undesirableism for the farmer to go to Uncle Sam. Can't he work a little harder and thus rise above his lot?

But if the railroads go to Uncle Sam, or if other industries have protection by tariff, or even subsidy, it doesn't seem to make it any of these undesirableisms that threaten the nation with ruin.—Salina Journal.

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GLIMPSSES OF CO-OPERATION

SEVEN YEARS OF DAIRYMEN'S LEAGUE ACHIEVEMENTS

The biggest annual meeting in the history of the Dairymen's League Co-operative Association, Inc., was held at Rochester, N. Y., on June 21, 1928. More than 8,000 persons were in attendance, most of them members of the League. Detailed reports of the activities of this co-operative milk-marketing organization during the year ending March 31, 1928, were made by the officers of the association.

In the matter of gross sales the 1927-28 season was the largest in the history of the organization. Furthermore, the total of returns to farmers was larger than for any previous season. The gain in contract-members during the year was the largest in five years, more than 7,400 new contracts being received. The average number of participating members for the year was 38,735.

The association began operating as a milk-distributing organization on May 1, 1921. During the seven years ending with March 31, 1928, pooled milk amounting to nearly eighteen billion pounds was sold for approximately \$430,000,000.

In the early years of the association the greater part of the milk sold by the organization was handled in plants operated by the dealers to whom it was sold. The quantity handled in plants operated by the association is now 47 per cent of the total. From the beginning more than 85 per cent of all the milk handled has been sold as milk or cream. For the last three years more than 97 per cent of the gross sales have come from milk marketed in this way, as will be noted by the figures below:

Year ending March 31	Milk pooled in association	Milk handled in plants	Gross sales from plants	Per cent of total
1922*	2,585,476,805	27.3	\$61,943,832	85.8
1923	3,359,273,358	33.4	75,132,468	88.3
1924	2,677,431,478	40.8	65,048,895	89.8
1925	2,758,941,906	39.4	66,632,884	97.8
1926	2,270,526,840	46.5	73,716,900	97.8
1927	2,224,220,066	47.3	82,501,310	97.6
1928	2,420,384,585	47.3	82,501,310	97.6

* Fluid milk, skim, milk, cream.

** Eleven months.

The percentages for the various items making up the gross sales for the 1927-28 season were: milk sold to dealers, 52.7 per cent; fluid milk, skim milk and cream sold from association plants, 44.9; miscellaneous dairy products sold from association plants, 2.4 per cent. The sales values of some of the miscellaneous products were: ice

cream, \$517,041; condensed milk, \$503,074; cheese, \$470,850; skim milk powder, \$312,893; butter, \$91,296. The greater part of the milk is sold in 13 city markets.

At the close of the 1927-28 business year the association was operating 215 milk plants. Forty-four plants had been acquired during the year, 15 of these having been built by the association.

The average yearly gross price for pooled milk, with 3 per cent (3.5 per cent since 1926) butterfat content delivered at points within the 201-210 mile zone from New York City, has varied from less than \$1.90 to more than \$2.00 for each one hundred pounds. Deductions for the expense of pooling have varied from 6 cents to nearly 9 cents per 100 pounds. The figures for the several years as compiled from the annual reports of the association are given in the table below:

Year ending March 31	Gross price	Deductions	Net price to producers	Net pool deduction
1922	**\$2.0100	\$0.0500	\$1.9600	\$0.1680
1923	**1.9000	0.0695	1.8305	0.1376
1924	**2.1000	0.0871	2.0129	0.0957
1925	**1.8979	0.0832	1.8147	0.0747
1926	**2.1889	0.0669	2.1220	0.1000
1927	**2.4740	0.0620	2.4120	0.1120
1928	**2.0690	0.0600	2.5490	0.1110

* For use as capital. Certificates of indebtedness bear 6 per cent interest and are redeemed at the end of five years.

** Milk 3 per cent butterfat.

† Milk 3.5 per cent butterfat.

On May 1, 1927, the outstanding certificates of indebtedness issued at the close of the first business year (1922) were redeemed. The amount of certificates of indebtedness outstanding at the close of business, March 31, 1928, was \$11,156,260. These covered deductions made for the years ending with March of 1923, 1924, 1926, and 1927. The certificates issued at the close of the 1922-23 business year are now due for redemption.

A milk-education campaign in 35 New York schools was started during the past year, an appropriation of \$20,000 being made for the purpose. It is proposed to reach 36,000 children during the current year with instruction relative to the nutritive value of milk.

The work of the home department of the League has been expanded with the result that the women on the dairy farms are taking an increased interest in the welfare of the association. Thirty-three counties are now organized for women's work.

FIFTEEN YEARS AGO

PROFITS AND THE COST OF LIVING

An answerable letter from D. Beedy in which it is proved that the high cost of living is caused by the manipulation of capital in the interest of the wealth owners.

Dear Bro. McAuliffe:

The slogan of our order is to Organize, Educate and Co-operate. By these methods we hope for infinite good to the farmers. To quicken and broaden our minds, our last convention recommended a list of questions for discussion in our locals. The first question is: Who is responsible for the high cost of living?

Ladies' Auxiliary

NOTICE

ALL LADIES AUXILIARY DUES SHOULD BE SENT DIRECT TO THE STATE SECRETARY, MRS. MAY INGLE, MICHIGAN VALLEY, KANSAS.

THE AUXILIARY DUES ARE \$1.00. YOU KEEP 30c IN YOUR LOCAL. SEND 70c TO THE STATE SECRETARY. THEN 20c OF THIS IS

SENT BACK TO YOUR COUNTY ORGANIZATION IF YOU HAVE ONE. IF YOU DO NOT HAVE ONE THE STATE WILL KEEP IT IN THE TREASURY UNTIL YOU DO ORGANIZE. THEN YOU ARE ENTITLED TO ALL THE COUNTY DUES FROM DATE OF ORGANIZATION.

Junior Co-operators

MEMBERSHIP LIST
ADDIE HARDIN—Kincaid.
JULIA POWELL—Colony.
HELEN HOLCOM—Baldwin.
LORETTA SIMECKA—Delia.
NAOMI KITCHEN—Lyndon.
HELEN CENTILVRE—Mont Ida.
KEITH CENTILVRE—Mont Ida.
PETE CENTILVRE—Mont Ida.
CLINTON DONALD—Kincaid.
HOWARD DONALD—Kincaid.
GEORGIA GRACE COFFMAN—Madison.
HELEN BARTZ—Rush Center.
MILDRED NELSON—Ottawa.
MARGERY JEAN KRESIE—Meriden.
PHYLLIS TURMAN—Ransom.
NADINE GUGGIBERG—Burns.
MARIE NEWTON—Utica.
VERA FUNK—Utica.
DOROTHY KRAISINGER—Timken.
LUCILE GRETTE—Kincaid, Kansas.
GEORGANA OLEJNIK—Rossville.
NADINE E. NEIDENTHAL—Timken.
RICHARD SCHIEFELBUSCH—Oswatimie.
LUCILLE WILSON—LaCrosse.

Dear Aunt Patience:
This is my second letter to you. My brother, Donald, wants to join the club. We belong to the Reg'lar Fellars club. I see Helen Newton is a member. I wish some of Junior Co-operators would write to me. I am 10 and my birthday is January 12. Next year I will be in fifth grade. My teacher is Miss Mary McGreevy. For pets my brother and I have three dolls whose names are Helen Louise and Billy Jean, Buddy Lee. For pets we have a brown Leghorn and 2 An-

conas and one Batam. We have a dog and shetland pony and 8 kittens and 3 cats. I haven't any sisters, but a brother.
Well, I guess I'll sign off now.
Marjorie Jean Kresie,
Meriden, Kansas.

JUNIOR CO-OPERATORS
I think our Juniors write by "spells." I was just beginning to be so lonesome for some letters and what did come in the mail but the wonderful news of the organization of the Bellevue Junior Co-operators, this was such good news that I thought how nice it would be if every one of our Juniors could belong to a club of this kind. Any girl or boy who is twelve years old is old enough, with the help of some older person to organize a Junior club in your neighborhood. Why can we not have several Junior clubs before the State Convention? We have had two letters from Marjorie Jean Kresie at Meriden, who is really glad to hear from Marjorie Jean. She says that her little brother Donald would like to belong to the Junior Co-operators. I am going to tell Marjorie Jean just how he can be a member. Marjorie you get a pencil and a sheet of paper and find a nice comfortable place for Donald to sit, and show him just how to write a letter, maybe you will have to guide his hand to make some of the letters and tell him how to spell all of the words, but when he has written just a little letter and signed his name to it, he will be a member and we will publish his letter and add his name to the list of Junior Co-operators. I will every girl who knows how to cook send a recipe of something she particularly likes to make?

INTOLERANCE

By Ethel Whitney

All people are struggling and working for a common purpose—happiness, or at least, satisfaction but the difference in the methods lies in our ideas of what will make us happy and our understanding of how to proceed determines the way we go about obtaining this result. It is like a group of people setting out for a certain city, some go by one route, some by another, some may go by rail, others by auto while the quicker way would be by aeroplane. Some of these ways are better but all will ultimately reach the goal, all things being equal. Saul of Tarsus and the early Christians had the same purpose or aim, the building up of the Church yet their lack of understanding, their intolerance, caused them to fight and destroy each other. Saul was so bitter and hated the Christians so intensely that he could not bear to see their success. These forces working within his body brought on complete blindness. He was then forced to be quiet and it so happened that he fell among the very sect he had been fighting. He was then brought into an understanding and love with them and then he learned that they were working toward a common cause. His sight was restored by the purging of his consciousness of hate, malice, and revenge. Perhaps he called it the working of the law of love but it can also be called the law of understanding. Shakespeare recorded this: "There is nothing good or bad but thinking makes it so." Here Saul had thought bad of the Christians, and they of him but when they ceased their bad thinking of each other they could work in harmony.

And so it is among the people who are struggling to bring about better world conditions. They each believe that their own particular way is the way and they criticize others for not proceeding in the way they are "sold on." The Jews who crucified Jesus were convinced that they were furthering religion. We do not believe this was true. Galileo's persecutors were sure they must save the world from his destructive ideas. Time has proven this struggle to have been worse than folly. We are prone to believe that anything that differs from our own personal opinions cannot be true. The Christ said, "Ye shall know the truth and the truth shall make you free." Free from what? Intolerance, for one thing. Let us be tolerant enough to think that other folk have

as good intentions as we have, until we are sure that this is not true.

MISTAKES

What a world of mistakes
Any one of us makes!
Good or bad,
Great or small,
Just a chain of mistakes
Till head throbs and heart aches!
Yet, in truth, since we know
That wherever men go,
Young or old,
Mistake on mistake
With them all this is so;
It but helps to make us grow.
Each mistake we have made
Helps us quicker to aid,
Makes us kind,
Makes us true,
To the world of mistakes,
That the other man makes.

Prevalent Mixture Drives Ants Away
Housewives in many parts of South Dakota have been troubled recently by invasion of their pantry shelves by ants, according to letters received by the Extension Division of State College. During late July dozens of letters came from women wanting information on how to get rid of these pests.

The best way to rid a house of ants, according to A. L. Ford, extension entomologist at State College, is through use of a repellent mixture in which the important ingredient is sodium arsenite. For a mixing formula Mr. Ford suggests half a teaspoonful of this chemical in a glass of heavy syrup.
Sodium arsenite is a violent poison and therefore care must be exercised in using it. The safest way, Mr. Ford says, especially where children are concerned, is to cover old rags with the mixture, put the rags in tin cans, then close up the cans and punch holes in them. In this way the poison cannot be reached by children and is still effective for ants. Another less safe method is to put the mixture in shallow containers, such as tin-can covers. In any case, the repellent should be placed on shelves, at places where ants are thought to be entering the house, and wherever they may be found.
The arsenite-syrup preparation will not kill ants, for the simple reason that they won't eat it. It does, however, repel them, and will usually serve to drive them from a house.

If the fingers of your gloves stick together after washing, use a curling iron to stretch them.



5946. Ladies' Morning Frock
Cut in 6 Sizes: 34, 36, 38, 40, 42 and 44 inches bust measure.
42 and 44 size requires 3 1/2 yards of 36 inch material to go with 1/2 yard of contrasting material. The width of the Dress at the lower edge with plaits extended is 2 1/2 yards. Price 15c.

6239. Girls' Dress with Bloomers.
Cut in 3 Sizes: 2, 4 and 6 years. A 4 year size requires 2 1/2 yards of 36 inch material, together with 1/4 yard of contrasting material. Price 15c.

FASHION BOOK NOTICE

Send 12c in silver or stamps for our UP-TO-DATE FALL and WINTER BOOK OF FASHIONS, showing color plates, and containing 500 designs of Ladies', Misses' and Children's Patterns a concise and comprehensive article on dressmaking, also some points for the needle (illustrating 30 of the various, simple stitches), all valuable hints to the home dressmaker.

Pattern Dept., Kansas Union Farmer, Salina, Kansas. Box 48.

THE DRYGOODS BOX

Beatrice, Kansas, May 6, 1928.

Dear Editor:
Just a few lines. I am like Wm. Rogers, all I really know is what I read in the papers. Now our Union paper is always coming in and I am a member. And all writers seem to be against him, but as it is a cinch he will be elected president November 6, 1928, so why poison the minds of our Union members against him. There are lots of good Farmers Union people who won't vote for Smith so let's stay with our own man. Not that I am defending Hoover, but to be just to man and man.

The farmers seem to think that Hoover fixed the price of wheat at \$2.20 per bushel when we thought we should have had \$3.00 per bushel. Now in 1917 the Allies were complaining about the high price of wheat and were insisting that \$1.50 to \$1.80 was enough to pay us. And at this juncture Sir Hoover as he was food commissioner at that time appealed to the president to appoint a committee to ascertain what a fair price the farmer should receive for their wheat. This committee included several high farm authorities as Dr. Watters, president of Kansas Agricultural College; the late Senator Ladd, then president of the North Dakota Agricultural College; and last but not least C. S. Barrett, better known as Chas. national president of the Farmers Union and Mr. Shorttill, secretary of the national council of the Farmers Co-operative Associations, all good men and should have been working for the interests of we farmers. Now Hoover says, these men fixed the price. "Did they? Or did they not?"

Let's hear from President Barrett so that we may all get off on the



AUDELS GARDENERS & GROWERS GUIDES
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If members of the Union have anything to Sell or Exchange, they should advertise in this department. Rate: 8 cents a word per issue. Count words in heading, as "For Sale" or "Wanted to Buy," and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

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IMPROVED FARMS \$10 per acre up, corn, wheat, oats and all kinds of tame grasses, clover, sweet clover, timothy, blue grass, alfalfa, best of water. J. C. Ireland, Mound City, Kansas.

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FREE Film Developing: any prints & each. Film Film Co., Spokane, Wash.

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right foot before it is to late for it is a sure thing Hoover will be the next president. Facts are what count.

J. D. Stasz.
Editor's note:—A full explanation of the question, Mr. Stasz asks, is being prepared and will be published in the near future.

RESOLUTIONS OF SYMPATHY

Whereas, an all-wise Providence has taken Bert Turner from our midst, we the members of Walker Local, hereby express our sorrow over his departure, and extend to the family our sincere sympathy in their bereavement.

Signed:
H. F. Janssen
Henry E. Jansen
A. G. Crowl
Committee.

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\$6 PER THOUSAND
ENVELOPES
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High Class Job Printing at Low Prices

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But Service First!!

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I want to thank you for your very prompt settlement of the policy my deceased husband carried with you, check for which together with accumulated dividends has just been delivered to me.

I received this money from you just 60 hours after my husband's death. I hope that your company will be able to interest many other people in becoming policy holders as this was all that my husband had been able to leave me.

Very respectfully,
(Signed) Harriet Riley.

That is the message of one woman to all woman-kind and to all mankind.

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DEPARTMENT OF PRACTICAL CO-OPERATION

NOTICE

To The Produce Pool Members:
The Erie Produce Pool local meets on the first Monday night of each month. All members expected to be present.
CHAS. NORRIS, Pres.

ANDERSON COUNTY

BELLEVUE LOCAL NO. 2043
Meets the first and third Thursday of each month. Jno. T. Anderson, Kincaid, Kansas.

WALNUT GROVE LOCAL NO. 2159

Meets first and third Monday of each month. R. D. Northway, Sec.

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MILLER LOCAL NO. 1929
Meets each second and fourth Thursday. W. H. McCandless, Sec.

GREENWOOD COUNTY

SUMMIT LOCAL NO. 1817
Meets the second and fourth Friday. Alice Ames, Sec.

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BUCKEYE NO. 374
Meets first Wednesday of each month. Roy Immon, Sec.

MIAMI COUNTY

INDIANAPOLIS LOCAL NO. 1677
Meets the first and third Friday night of each month. Mrs. Della Burns, Sec.

NEMAH COUNTY

LIBERTY LOCAL NO. 883
Meets the second and fourth Monday of each month. Bob Steele, Centralia.

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COOK LOCAL NO. 1849
Meets the third and fourth Thursday night of each month. Mrs. A. S. Lee, Sec.-Treas.

WASHINGTON COUNTY

SCRUBY LOCAL NO. 1921
Meets the first Friday evening of each month at the Scruby School house. Mrs. Ben Doehle, Sec'y.

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From now until November 15, 1928

The Lincoln Star daily with Sunday for \$2.00, daily without Sunday for \$1.60. Subscribe now and keep posted on the political news. Please mention this offer in subscribing.

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Cures Malaria and quickly relieves Biliousness, Headaches and Dizziness due to temporary constipation. Aids in eliminating toxins and is highly esteemed for producing copious watery evacuations.

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Money Back Guarantee With Every Order.

For advertising purposes we are offering this compound for a short time only at the reduced price of \$2.75 a box, post paid to any address in the United States.

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Application cards 20 for 5c	Farmers' Union Song Leaflets, per dozen 10c
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Calves
Many interesting facts on handling calves are brought out in this booklet. It is a must for every calf raiser. Some of the subjects are: How to select the best calves, how to handle them, how to feed them, how to breed them, how to market them, how to prevent blackleg, how to cure blackleg, how to prevent other diseases, how to cure other diseases, how to prevent other diseases, how to cure other diseases.

CO-OPERATORS HOLD NOTABLE SESSION

(Continued from last week)

The American Institute of Cooperation closed its fourth annual session at the University of California, Berkeley, July 28. It was the most successful session in the history of the institute as to size, territorial distribution of attendance and quality of discussion. Approximately 600 persons vitally interested in agricultural cooperation attended the sessions from 31 states, two territories, three provinces of Canada and the foreign countries of Russia, England, India, Germany, Wales, China and New Zealand. The high points of the session were:

1. A discussion of ways and means by which cooperatives can work together in a national way followed by a vote requesting the formation of a national committee of seven persons to study the possibility of cooperative setting up a national service agency for the movement. The appointment of this committee was placed in the hands of Charles W. Holman of Washington, D. C., secretary of the institute, and its personnel will be announced at a later date. This committee will study the problem in its various phases and among the questions it will consider is the advisability of calling a great national meeting of cooperatives to be held later in the year to discuss and act upon any plans which may have been formulated by the committee.

2. The possibility of cooperatives widening their markets by means of an intensive and continuous advertising campaign.

3. The evolution of cooperatives' membership policies toward a selective membership basis.

4. The proper relationship of the manager to the board of directors of cooperatives.

5. The best means of adequately financing cooperative associations for processing and marketing their products.

6. The possibilities and limitations of clearing houses whose members consist of cooperatives and the competitors of cooperatives.

The institute opened formally at Los Angeles on July 9. Then followed a week of sessions in plants and offices of the more successful California cooperatives in connection with inspection of grading and packing methods. Two weeks of general sessions were held at the University of California after which a delegation of Easterners who had been attending the institute left for Oregon and Washington to visit the cooperatives of that region as the guests of the Oregon and Washington States Cooperative Councils.

California's Cooperative Marketing Problem

There is no single solution to the problem of marketing California products, Ralph P. Merritt, managing director of the California Sun-Maid Raisin Growers' Association, told the American Institute of Cooperation in opening the second week of its sessions at the University of California. "Cooperative marketing organizations that may be successful in one locality may fail in another," said Mr. Merritt. "Or a cooperative that makes a success in handling one sort of commodity, may make a dismal failure in trying to put across another. The organization must be built to fit the case."

Cooperative marketing as defined by the speaker is the act of working together of producers of agricultural products to improve their opportunities in marketing by the adoption of methods best suited to the point of view of the producer, to the commodity and to the channels of distribution.

Describing the situation as concerns the agricultural products of California, the speaker pointed out that there are three types of crops to be marketed: those that are staple, the specialty crops, and sometimes semi-perishable; and the perishables.

Telling the story of the increase in the raisin industry of California, Mr. Merritt said that there are now some 350,000 acres of raisin grapes producing in California, where before the war the acreage was about 100,000. Add to this, he said, the fact that Great Britain is giving empire preference to Australian raisins where subsidy is given the growers, that Smyrna is supplying raisins from vineyards that represent no investment because they were seized as spoils of war, and that Afghanistan, South Africa and Greece are increasing acreage, and some idea of the difficulties of marketing the California crop are gained.

"The problem mainly is one of uncontrolled surplus," he said. "The human and economic problems are interlocked, and dominate to a great degree the mechanical problem involved in the cooperative marketing of farm products."

Cooperative Marketing in Oregon

Cooperative marketing associations must keep their minds on their business and must not endanger their lives by getting off on side issues, J.

M. Newhouse, Portland, Oregon, manager of the North Pacific Prune Exchange, told the American Institute of Cooperation at the University of California.

"We sometimes have too many frills, we try to give too much service, we spend too much time, money, and energy on house organs, advertising campaigns and banquets, when we should be devoting ourselves to the selling of our commodities," said Mr. Newhouse, in discussing the paper by R. P. Merritt of the California Sun-Maid Raisin Growers' Association.

He described the history of cooperative marketing in Oregon, where, in 1920, he said the situation was critical, and four big cooperative associations were compelled to go out of business.

"But Oregon solved the cooperative marketing problem," he said, "by getting the growers' viewpoint and hearing it. We determine our policy by its desires, and this we secure through growers' meetings where they are free to express their opinions."

"In 1924 our growers were broke, credit gone, and they needed their money. They told us they must have their return in cash and quickly, or they would sell indecently. On this basis we started anew, and we have succeeded."

Five points were set forth by the speaker as deemed necessary in Oregon in 1920 for a successful cooperative: a five year binding contract with no withdrawal period; centralization of all activities and plant ownership; handling of as many commodities as possible; elimination of the middleman and on the other hand giving service to grower members; price determination through tonnage control; and standardization and increased sales activities.

Today the policies have changed to:

perpetual contracts with annual withdrawal privilege; responsibility and plant ownership centered in local associations, the central organization being only a sales agent; handling only one crop, prunes, although other fruits are now being added; realization that prices cannot be controlled and that business efficiency must replace tonnage control; no service or frills; and that advertising is profitable, in that it merely shows one another commodity off to let another on, and that the money is better spent in standardization and improvement of the pack.

Cooperative Marketing Problems

Cooperative marketing organizations must in a broad way take care of their entire industry, as well as the interests of their own members, to protect their own interests, said Emil Gundelfinger, manager of the California Peach and Fig Growers' Association, in addressing the American Institute of Cooperation in session at the University of California. He decried the idea that the cooperative associations "should selfishly look after their own members and let the rest of the growers go," as being short-sighted policy which would bring disaster to the cooperative associations.

In discussing the problem of cooperatives generally Mr. Gundelfinger said he considered it vital that the growers must be kept informed and must be consulted on the major points of their association.

"However, it is not well to give the growers too many of the details of operations to think about," said he. "They are interested mainly in how much they are going to get for their products and when they are going to get it. They are not so concerned about the small details of management that arise from time to time."

Mr. Gundelfinger discussed the problem of the peach and the fig industries, as they relate to the dried fruit marketing problem, and told some of the difficulties that the association has experienced in the handling of those commodities, as well as some of the things that have been done to solve these problems.

Market Control Vs. Sound Business Management

Market control, a high percentage of association handling of a given commodity, has been overemphasized, according to a paper written by M. L. Corey, Glen Haven, Florida, secretary of the Tobacco Growers' Cooperative Association, and read before the American Institute of Cooperation in session at the University of California.

"Cooperative marketing is a business with a definite business aim for the merchandising of farm products for such prices as will pay production costs and a fair return upon the invested capital. Agriculture's business test is the same as the test in any other business activity. Success or failure in a practical sense is determined by the success or failure in determining that definite aim."

Mr. Corey pointed out that thousands of corporations, organized under the same law with practically identical charters begin operations

under similar conditions and equal opportunities; but that some fail while others succeed. The mortality of cooperative marketing associations he said, is negligible as compared to other businesses.

"Cooperative marketing is not a substitute for individual initiative and thrift. It should aid and stimulate these essential characteristics. Sweat is still the most important farm cosmetic."

"Cooperative marketing has not nullified the business standards by which, despite the handicaps of unorganized marketing, some individuals have succeeded. It affords machinery by which the best minds may serve the united groups."

"Market control makes the problem of business success easier. Market control is desirable. It will come in any given commodity, when the management proves its capacity to handle the problem wisely. So, after all, business management is the foundation upon which the cooperatives must build."

"There is no more striking contrast as to what may be accomplished through sound organization than is afforded by a comparison between the business and agricultural groups in their recovery from the effects of the disastrous post-war deflation. How could capital, labor and industry reconstruct their broken fortunes while agriculture still finds itself impotent? Over-expanded business, over-indebted, reduced overhead costs, junked up less plants; refinanced; consolidated, developed mass production; interest on new markets; adapted itself to the changed conditions with amazing speed and facility. Agriculture remains in distress because it has not organized its business efficiently and effectively."

Production of farm crops, said the speaker, has increased wonderfully in the last 50 years from the standpoint of efficiency but the methods of marketing in many instances have not been improved.

Mr. Corey listed some of the essentials in the organization of a sound cooperative marketing association. Membership contracts with a sufficient percentage of the producers of a commodity to give it a real bargaining power, adequate financing, membership loyalty, skillful standardization and packing; aggressive marketing development; and efficient business management.

"Market control," he said, "within proper bounds and for legitimate purposes, will be acquired by many groups of agricultural producers. The control will not be the basic basis for only his share of the market."

"The control of surplus production, or over-production, is the big question before American agriculture today," said Mr. Teague. "There is distress in many lines of agriculture due to over-production which often is due to the lack of proper distribution in their development of markets. If, however, after the cooperative has done everything that is possible through economic distribution, national advertising, cutting down the margins between the producer and the consumer, taking advantage of all avenues of consumption, then indeed a real problem is presented."

"Men will work together if they see the profit in it, but when you ask the grower to leave his crop in the field or on the tree, or otherwise dispose of it at less than the market price, cooperation is likely to fall apart."

The speaker told the Institute how the orange situation had been worked out through national advertising campaigns, upon which more than a million dollars are spent annually. While the orange production has increased 300 per cent in the last 20 years, the population of the United States has increased but about 33 per cent. This was met, he said, by creating new demands and by orderly marketing.

The lemon situation, however, has presented a different aspect, said Mr. Teague. Huge surpluses were produced that could not be marketed in the United States nor could they meet the competition of Mediterranean lemons in foreign markets. There was formerly a growers' reserve clause in the contracts with the Exchange. This was, by agreement, eliminated, said Mr. Teague, and part of the crop diverted into by-products. By this method, the market was not glutted, the price held up, and with the returns from the by-products, the returns to the growers for lemons in the heavily over-produced years have been greater than the independent shippers have been able to give.

"Surplus problems will stare every cooperative in the face, sooner, later, or always, and I have yet to hear of a plan that is workable under all conditions," said he. "A reasonably successful plan of one organization may prove disastrous when adopted by another."

Haack described the surplus disposal of his organization, where the local markets first are supplied, then the cities outside the state, next the eastern and finally, further surplus is barreled or processed. When the markets become supplied, growers are directed to ship a certain percentage of their crops to the canners, or outside markets may be tried, or the fruit barreled. By this diversion, he said, markets are not glutted.

"As fully 90 per cent of the strawberry growers are members of our association and as the percentage of surplus from each member is the same, there is no complaint," said Haack. "The growers thoroughly understand that even though they are

California. Unless the cooperative marketing organization can handle a sufficient percentage of the crop, it cannot hope to dispose of the surplus at a figure that will come near returning a profit to the grower, he said.

Citing the experience of the rice growers of California, Mr. Adams said they controlled in their organization about 80 per cent of the crop, which he said is about 25 per cent of the United States production, but only about 1/2 of 1 per cent of the world production. About 80 per cent of the California crop, the speaker said, can be sold in domestic markets, but from 10 to 30 per cent, varying with the year, must be marketed abroad.

He described how this was done in 1928, through the cooperation of the growers and the millers. The growers voluntarily agreed to let the association export half their crop, if necessary; and the millers agreed to turn over 50 per cent of the rice purchased from independent growers for this purpose. The result was, said Mr. Adams, that there was 100 per cent cooperation all around. The rice exported to Japan brought 15 per cent less than that sold in the United States, but local prices were increased 35 per cent, resulting in an increase of about 30 per cent, or some \$2,000,000.

Price setting is dangerous, in the opinion of the speaker. If that price is too high, a sales resistance is set up, substitutes are encouraged, consumption is decreased and the production is increased; fair prices on the other hand, hold production within reasonable bounds, increase consumption, interest in markets, and react favorably for the producer.

Surplus Disposal and Control of Citrus Fruits

Control of surplus production can be effected only by a well seasoned cooperative organization handling a large percentage of the commodity.

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Surplus Disposal and Control of Berries

Surplus disposal, after all, is merely using good business judgment in disposing of a crop, E. T. Haack, manager of the Central California Berry Growers' Association, San Francisco, told the American Institute of Cooperation at the University of California.

"Surplus problems will stare every cooperative in the face, sooner, later, or always, and I have yet to hear of a plan that is workable under all conditions," said he. "A reasonably successful plan of one organization may prove disastrous when adopted by another."

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"As fully 90 per cent of the strawberry growers are members of our association and as the percentage of surplus from each member is the same, there is no complaint," said Haack. "The growers thoroughly understand that even though they are

organized; they can't beat the law of supply and demand, and that if all the berries were shipped to the markets during the peak movements, the prices would be less than the cost of production."

This plan has worked well with strawberries, he said, but with raspberries, the problem is different. The Chicago market handles the bulk of the shipments, and two brokers are used. They establish a minimum price and when the market is so well supplied, this cannot be maintained, the fruit is re-shipped to other cities at prices slightly less, to make up the difference in transportation charges. Surplus Disposal and Control of Milk

Speaking on the subject, "Surplus Disposal and Control," I. W. Heaps, secretary-treasurer of the Maryland State Dairymen's Association, said he preferred the topic "Surplus Control and Plans for Disposal."

"It is my opinion," said Mr. Heaps, addressing the American Institute of Cooperation at the University of California, "that we should endeavor to control production first and then plan to dispose of the surplus later, because if we control production we can largely eliminate surpluses. I feel the time has come when cooperative marketing, coming should be more than bargaining associations. They should endeavor to set up such marketing plans and policies as are fair between producers and will tend to control production to an amount equal to the consumptive demand."

"The problem of controlling the surplus of farm products generally resolves itself into two major issues: regulating production of the product from the seasonal standpoint, and controlling production of the product, as far as possible, the consumptive demand of the particular product. In any attempt to regulate the seasonal demand, the weather factor will be found to be the most serious consideration. The second problem, of controlling production through a definite policy among the farmers of a commodity organization, may be found almost as difficult."

"However, very definite results can be obtained by ascertaining the amount of the product normally consumed and allocating to the producers a basic amount equal to the consumptive demand, based on the individual producer's production over some definite period of previous years. The quantity of that product produced over and above the normal demand becomes a surplus and should be marketed as such. No producer should be limited in production, but each will receive the basic price for only his share of the market."

This has been done, Mr. Heaps said, in the Baltimore milk market, and there the penalty of over-production has been shifted to those individual farmers who will not comply with economic market conditions in their production program.

"When the control of production of any product, to equal the consumptive demand, has been set up the surplus or excess production once becomes a value, and the producer's net returns for his total production are increased. We not only have received more money per unit for the product but we have had a greater return per acre, due to the fact that effect which we have had on production or surplus milk had on the market."

Cooperative Purchasing in the East

In America, cooperative marketing occupies the center of the stage, but in Great Britain, the land of the Rochdale pioneers, cooperative purchasing is the dominant form of co-operation, said Clifford C. Taylor, of Blacksburg, Virginia, of the Virginia Polytechnic Institute, in addressing the American Institute of Cooperation at the University of California.

"The English Cooperative Wholesale Society had sales of 76,000,000 pounds in 1925, and in 1924 retail distributive societies which are members of the Cooperative Union of Great Britain distributed to their members in 1924 commodities worth 177,000,000 pounds," said Mr. Taylor. "The rapid development of this form of co-operation among our farmers suggests that perhaps this form of co-operation will come to share with marketing the spotlight in America."

"There are three large wholesale cooperative purchasing associations in the Atlantic seaboard, the Eastern States Farmers Exchange at Springfield, Mass.; the Cooperative Grange League Federation Exchange at Ithaca, N. Y.; and the Virginia Seed Service at Richmond, Va. There are a number of others in the east of the Mississippi, but the first two of the 'big three' mentioned are the largest."

"At the time of their origin all three of these cooperatives planned to do both cooperative purchasing and marketing, but in time the marketing plans were dropped. They all are striving to achieve the same economic ideals; to gain absolute control of quality in farm supplies through farmer ownership and farmer control of the manufacturing and distributing organization to supply the exact kinds and qualities of feeds, seeds and fertilizers that are recommended by the college of agriculture; to make substantial savings in the cost of these supplies through reduced credit losses, centralized buying power, voluntary ordering, capacity operation of plants, car door and other simple distributing methods, the integrity of the farm with the warehouse and the mill, to exercise specialized buying ability for farmers, selecting and testing for invisible qualities which farmers want and to educate the members in proper use of farm supplies. The Eastern States Exchange employs 14 traveling field agents, the G. L. F. has eight and the V. S. S. has three. In addition, each publishes an educational house organ. Each has for its primary purpose service and savings to its members rather than profits to its stockholders. Each of them has come to recognize that lowering the cost of those farm supplies is of secondary importance to the question of getting the highest quality products. Each has forced its line companies to scrutinize more closely."

"Each of the 'big three' carries on its work through four departments: feed, seed, fertilizer and mail order. Distribution is made through four classes of local dealers: a pooler with car door business, a pooler with his own warehouse, a local cooperative association with a retail business, or

an established private dealer. In addition to these each of the 'big three' sells directly to its patrons. This is particularly true of small goods which cannot be economically shipped in car lots. The Eastern States Exchange has about 400 local distributing agents at 569 railroad stations in nine states, the G. L. F. has 55 and the V. S. S. has about 700.

Farmers' Elevator Group Buying

Cooperative buying by farmers has been as successful as cooperative marketing by them of their products, according to J. W. Shorttill, Omaha, Neb., secretary of the Farmers' National Grain Dealers Association, who addressed the American Institute of Cooperation in session at the University of California.

Mr. Shorttill described the two types of cooperative buying: one by which orders are taken from the farmers, made into one big order, the purchases made and deliveries made at the car door upon arrival; and the other by which the farmers' needs are anticipated, the purchases made and deliveries accepted by him as he needs them.

"Our farmers' elevators anticipate the needs of their community and buy the supplies," said Mr. Shorttill. "The elevator company pays for them and then sells them to its patrons practically the same as do other dealers. The supplies are stored in a warehouse until the member needs them."

The supplies handled usually are coal, salt, twine and some building materials and fencing. He said the best plan is to sell at the regular retail cost, then deduct handling charges and rebate back to the farmer proportionately at the end of the year.

The farmer, said the speaker, has for years bought as an individual when and where he has wanted to. Many of their purchases have been sold to them by itinerant salesmen, he said. "This has made each farmer but one of the entire army of buyers who buy the things he buys and he has acted as an individual unit, not as a part of a great army. The result is that the farmer has loaded onto himself a burden due to inflated costs of modern distribution. And now he has come to appreciate that the only remedy for all these ills and burdens lies in group buying."

By group buying, said Mr. Shorttill, farmers can save money on their foods and their buying organization renders them a further service by securing the foods they ought to have. This can be done by cooperation with the extension departments of the agricultural colleges so that the farmer will get the benefit of the experiments of the colleges in the food he buys," said the speaker.

The farmers' elevators are now buying great volumes of supplies for the farmers of their communities. The volumes are increasing rapidly and the next few years will see this cooperative business increased and multiplied many times. The cooperative method, or patronage dividend, also is being adhered to more and more. The permanency of the business will be measured exactly by the degree to which the cooperative patronage dividend principle is adhered to.

Cooperative Oil and Gas Stations

How the farmers of Tulsa county have cut their spray bills in two, have reduced the cost of gasoline and lubricating oil and have saved proportionately on fertilizers, was told to the American Institute of Cooperation by W. S. Winans of Lindsay, Calif., secretary of the Farm Bureau Supply Company.

"In 1922 we were paying 26 to 28 cents a gallon for lime-sulphur," said Mr. Winans. "I thought that was too much, and we organized the Supply Company, which is made up of farm bureau members. Each member paid \$1 an acre on his farm, as an initiation fee, and the only other membership requirement was that he be in good standing in the Farm Bureau. We cut the cost of lime-sulphur spray to 11 cents."

"Then we went after fertilizers. Our farm advisors told us we needed only simple nitrates. Dealers tried to sell us mixed fertilizers. So we got what we wanted, and at a much reduced price, direct from the importers."

"Later we went into gasoline, and we contract for members on tank wagon delivery, at a saving of never less than a cent a gallon, often more. We run a service station, where we sell to our members at 2-1/2 cents under the regular service station price. We handle tires, too, at a big saving."

"We make no refunds, but give our members their savings in every purchase, their costs being ours plus only the handling charge, which we make as low as possible. Our directors are elected annually from the membership."

"Our greatest difficulty is in buying, for we undersell the regular dealers, and advertise that fact. We have some 500 members, and as a result of our company, although it is county-wide, we have the largest farm bureau center in the state."

(Concluded in next issue)

STOCK MARKET

FARMERS' UNION LIVE STOCK COMMISSION

Your firm scored another triumph this week when we topped the market on a load of 797 pound mixed yearlings belonging to Carls Brothers of Wakarusa, Kansas, sold at \$10.75 on Monday. This was a new top on mixed yearlings since war times. Johnnie Hannan, made the sale to Cadash.

STEERS: Most of the run today consisted of the plainer corn fed and grass steers, the market closing around 25 to 50¢ lower on this class, and holding steady on the most desirable fed steers. Bulk of sales on lighter weight fed steers ranging from 1000 to 1200 pounds bringing from \$14.50 to \$15.50, with the top at \$16. Best quality of grass fed

steers, where there is feeder competition, bring from \$12.50 to \$13.75. Plainer grass fed steers bring from \$9.50 to \$11. Stockers and feeders are closing steady for the week, and there was a good demand for all classes. Dogie steers selling from \$7 to \$8.50.

Cows, heifers, mixed yearlings, bulls: General fat cow and heifer market closing steady for the week. Bulk of fat cows are bringing from \$8.50 to \$10 and fed heifers from \$13 to \$15.25. All other classes of butcher stuff steady. We sold an odd yearling steer at \$16.50 this week and cows from \$11.50 to \$12. These cattle were consigned to us from the Manhattan, Kansas Shipping Association, and were the top of the market. All classes of stock cows and heifers fully steady; Whiteface cows \$7.50 to \$8.50, reds, \$7.25 to \$8, heifers about \$1 over the cows. Light-weight stock heifers bringing from \$11 to \$12.50, good to choice quality. Bulls steady. Bolognas \$8 to \$8.50, fair kinds \$7.50 to \$8.00.

CALVES: The veal calf market is \$1 higher for the week. Good to choice calves \$12 to \$15, with a few fancy ones higher. Medium weight and heavy killing calves, strong. Good to choice \$12.50 to \$14. Fair to good \$11 to \$12. Stock calves strong. Good to choice Whitefaces \$12 to \$15.50. Shorthorns \$10.50 to \$11.50.

HOGS: Fairly active and uneven. All buying. Mostly steady with Wednesday's average. Shipper trade a shade lower than Wednesday's best time. Packer buying strong to 10¢ higher than the market Wednesday. Bulk of desirable 170s to 270s, \$11 to \$11.15. Top \$11.20 on choice 190s to 200s. 280s to 325s \$10.75 to \$11.11. Packing sows \$9.35 to \$10.15. Stock pigs strong to 10¢ higher, \$14 to \$10.75.

SHEEP AND LAMBS: Killing classes steady. Top Colorado lambs \$15. Idaho \$14.50. Best natives \$14.50. Most sales \$14.25 to \$14.50. Colorado ewes \$7.00. Farmers Union Live Stock Commission.

CHICAGO MARKET

Farmers Union Sales at Top Prices

CATTLE—Wm. Seltzer, Manhattan, Ill., 25 steers 1180 lb. @ \$16.50; Francis Murphy, West Branch, Ia., 86 steers 1188 lb. @ \$16.50; Otto Brieske, Molestein, Ia., 40 steers 1250 lb. @ \$16.50; E. A. Knick, Iowa City, Ia., 42 steers 1185 lb. @ \$16.00; Chas. Firkens, Shabbona, Ill., 22 steers 1233 lb. @ \$15.75; W. J. Vogel, Odebolt, Ia., 25 steers 1407 lb. @ \$15.40; John Auman, Breda, Iowa, 50 steers 1100 lb. @ \$14.75.

Sold by Farmers Union

HOGS—H. E. Coffard, LaSalle, Ill., load 221 lb. hogs \$11.75; M. C. Corder, Nodaway, Iowa, load of 205 lb. hogs \$11.70; Farmers Union S. A. Gibson, Iowa load of 208 lb. hogs \$11.70; R. Challand, Shabbona, Ill., load 210 lb. hogs at \$11.65; A. V. Rutenebeck, Lost Nation, Ia., load 200 lb. hogs at \$11.70.

Your Own Commission Firm

SHEEP—Farmers Shipping, Kirksville, Mo., lambs at \$15.00; Wyandotte Shipping, Wyandotte, Mo., lambs at \$15.25; Yakima Sheep Co., Yakima, Wash., lambs at \$15.50; Medall Shipping Assn., Medall, Mo., lambs at \$15.25; C. M. Cognignie, Yakima, Wash., lambs at \$16.00.

Ship to the Farmers Union

Choice Cattle Higher—Medium Grades Lower

Monday's and Tuesday's small run of cattle resulted in 25 to 40¢ advance on all grades but Wednesday and Thursday this advance was about all lost on account of heavy receipts. Top reached \$16.75 for yearlings and \$16.65 for lighter yearlings. The medium grades and short feeds suffered a decline amounting to 25 to 50¢ as the week closed. Choice to prime yearlings selling now from \$15.75 to \$16.65. Fair to good kinds \$12.50 to \$14.50. Best heavy steers from \$15.50 to \$16.25. Fair to good kinds \$13.50 to \$15.00. The butcher's trade showed a little easier tone late in the week. Grain fed yearling heifers topped at \$16.00 to \$16.35. Good to choice kind \$11.50 to \$14.50. Fair to good heifers \$9.50 to \$11.50. Common to fair heifers \$7.50 to \$9.50. The best grade of Koshor cows brought \$11.00 to \$12.50. Fair to good cows at \$8.50 to \$10.50. Fair to good bologna bulls \$9.00 to \$9.60 with common to fair kinds \$8.00 to \$9.00. Cattle sold at \$6.75 to \$7.25 and low grade cows \$6.00 to \$6.50. The feed market reached a high point of \$18.50 to outsiders, packers paying \$16.00 to \$17.50.

Hogs Reached \$11.75—Year's High Top

Hogs reached the year's high point Tuesday, top price \$11.75 for hogs sold by Farmers Union Live Stock Commission. Today's top \$11.70 for choice 190 to 210 lb. hogs. Bulk of good 170 to 240 butcher hogs now selling \$11.40 to \$11.65. Heavy weights 250 to 300 from \$11.10 to \$11.40. Choice 140 to 150 lb. hogs \$10.75 to \$11.25. Packing sows mostly \$9.80 to \$10.25, top on good sows \$10.40 sold by the Farmers Union this week. The market has been supported chiefly by eastern demand. Farmers Union led in hog receipts Wednesday. While the run is light it is more important than ever to bring a big volume of hogs under farmer-cooperative control. Ship your hogs to the Farmers Union and you will receive full market value and good fills.

Naive Lambs \$15.25—Western