



# THE KANSAS UNION FARMER

Organization

Education

Co-operation

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## Pool Has Reduced the Grain Trade's Margin

Executive Committee Relates Many Results Accomplished Through Pool—Members Must Stick and Not Become Tools of Opposition

The advantages which have come to every farmer in Kansas because of the existence of the wheat pool in the state and the desperate efforts being made by the grain trade to kill the pool were vividly portrayed by actual facts and figures at a spontaneous and wholly unplanned "testimonial meeting" held recently in Wichita, the occasion being the meeting of directors of the Kansas wheat pool.

President C. E. Cox announced that Lem Bowser of Reno county was present and wished to make a few remarks. Mr. Bowser said that he and the members in his neighborhood were dissatisfied with the results of the pool and wished to disband. He said that the principle of the pool was exactly right but that he thought they should stop handling wheat until 60,000,000 bushels had been signed up and then they could actually control the market and they could start operating again. He said that the elevator in his town had paid an average of 93 cents a bushel the past year and that members around there had received a less price than that.

Mr. Cox replied that he had heard many of the figures scattered by the grain trade in their efforts to discredit the pool and told of actual audits made which showed that the figures given out by local elevators and the grain dealers' meeting were untrue and exaggerated as much as ten cents a bushel. Another member said that many elevators took the price paid each day of the year divided that by the number of days in the year, and called that their average price. The injustice of such an average is easily shown when it is known that 85 per cent of the wheat was sold by the farmers at less than 80 cents a bushel.

**Court Decision Great Victory.** C. E. Cox said: "This is certainly a mighty poor time to start talking about quitting. The recent court decision about mortgaged wheat is the biggest thing that ever happened to cooperative marketing in Kansas. Bankers who were unfriendly or at least neutral are now coming around and asking 'What can we do for you?' Last year we lost thousands and thousands of bushels of mortgaged wheat. This year we will get a great price. I can tell you we are a great victory for us that decision was it was the biggest blow to the grain trade and unfriendly bankers that ever was given them."

W. F. McMichael stated that before the pool was started in Kansas an investigation was carefully made and it was discovered that the margin on wheat from the local elevator to the terminal was from 35 to 50 cents a bushel. Today the benefit is around 18 cents. The benefit thus given to every wheat grower in Kansas is a direct and genuine result of the wheat pool and the man who brags because he may get a few cents more than some pool member ought to realize that he is simply riding to success on the back of his neighbor who is broad enough and big enough to belong to the pool.

**Only One Thing—Stick.** Mr. McMichael said: "The grain trade has not reformed. Oh no. Just the minute this pool should go back to its old-time margins and they would make the farmers pay for the profits they have lost the past two years, over and over again. Seventy-five per cent of the wheat was bought last year at less than 80 cents a bushel and yet they try to make you believe their average price was around 93 cents a bushel. You can't afford to do but one thing—stick."

A. T. Faeth gave an example of another farmers' elevator which was not making a cent of money, because it was trying to pay enough for wheat to discourage the poolers. He stated that the elevators did not figure their average fairly and told of some of the ways they had of arriving at what they were pleased to call their "average price." He said that the recent court decision had accomplished a great deal and that bankers in many cases were not fighting the pool as they had been.

Senator H. R. Green of Moline said that three years ago he saw the books of a country elevator which was offering 67 cents for wheat. That wheat would have brought \$1.07 in Kansas City. They were then operating on a margin of 40 cents a bushel. That same elevator now is operating on a margin of 14 cents a bushel. It is situated in the heart of the pooling territory and the manager and the bankers there are frantically fighting the pool. In other words, every farmer there is gaining 23 cents for every bushel of wheat simply because of the pool. Yet some people wonder if the pool has been a success.

In one town, Senator Green visited, they were actually paying more than the Kansas City price for wheat at a line elevator where the wheat pool was strong.

"How do you afford to do it?" asked

ed Senator Green of the elevator manager.

"Well, we more than make it up at our other elevators where they don't have these damn pool members," answered the elevator man.

All Done for Purpose.

Senator R. C. Gates added further testimony to the "mountain of evidence" which was being piled up to prove that the pool had been a success and that to stem the tide of pooling. "Four or five years ago the grain trade was prosperous," said Mr. Gates. "Grain men were building great mansions in Hutchinson and other grain centers. Farmers' elevators were paying big dividends on their stock. What has happened today? The big grain firms in Chicago are trying to unload their properties onto the farmers. Grain firms are going broke by the dozens. Farmers' elevators are losing money, taking their old reserve to keep going, letting their properties run down, and taking a little profit on coal and salt and using it to make their deficit on wheat. It is all done for a purpose. Are we too narrow, too selfish, too ignorant to realize these things and to give them a chance to get back into the harness and run things to suit themselves as they did for years and years before the pool started?"

Senator Gates went on to cite actual instances to support his contention. The elevator at Seward last year claims to have averaged 90 cents per bushel. The directors never received one cent of interest. They have let the elevator run down. The directors have signed \$9,000.00 worth of notes to keep the place going.

They tell us said the senator from Seward, that the crop shortage in Canada has made the price go up. "I've seen short crops in Canada before," he said, "but this is the first time that the farmers of Kansas ever got the benefit. Is it not plain enough for any one to see that the advance in price is being made just because the grain trade is in desperation, is trying to kill the pool?"

**Must Start Slowly.** The idea of trying to get 60,000,000 bushels before the pool operates was discussed by John Vesceky of Timken, a practical elevator manager of years' experience. This is something that must be built up slowly, said Mr. Vesceky. For a new concern to just start right in and try to handle sixty millions of wheat without experience, without facilities built up gradually, would be nothing but ruin.

The child first learns to creep, then to walk and gradually to run, he stated. He said that the organization by handling only small crops for two years was now in a position to handle the much larger bushelage which was coming in and that only by this slow and gradual growth could success be attained.

**Lose Only One Crop.** Down in his county one of the "smart-alecs" was telling a farmer that he would not get a cent for his wheat if he put it in the pool. "You mean I'll lose all this year's crop?" the pooler asked. "You sure will," said Mr. Know It All.

Just this one crop? asked the farmer. "Yes," replied the Town Boss. "Thank the Lord for that," said the farmer. "I'm sure willing to lose if and lose it all if I can keep the grain trade suckers from getting it as they have now for 25 years."

That was a pooler who was not suffering from cold feet, according to Mr. Vesceky.

**Reynolds Testifies.** G. H. Reynolds of Hazelton told of an elevator that had for 18 years been paying 10 to 50 per cent dividends annually. For the last two years, he added, no dividend had been paid. The property hasn't been kept up. Why? Because the wheat pool competition had forced them to pay more than the wheat was worth and the grain trade was spending tens of thousands in their effort to kill the pool and some pool members even scattering their propaganda, because the grain trade is getting to the position where it must either kill the pool or get back to its old margins of profit or else go out of business.

**Must Help Neighbors.**

P. A. Tobin of Salina made an appeal to the discouraged member to remember that there were other things in life besides money. "For 25 years I have been more or less intimately connected with farmers' elevators. I have come to realize without helping our neighbors. I believe that 15 to 20 per cent in any community is the limit of those who really make for the betterment of the community and bear the brunt of the expense in promoting objects for community improvement. There are other things besides money," stated Mr. Tobin, "and sometimes we think we suffer because we promote and assist these plans for the general good but in the long run you don't lose anything."

"Be loyal now," pleaded Mr. Tobin.

"and I feel sure that your wheat will show you a profit over what you would have been able to sell it for on the outside. Assist one more year. I feel sure that you will be the most pleased man eight months from now that you ever have been. The Association is trying to do a wonderful work. It is not trying to take any money from you."

Mr. Tobin then told of his actual experience with the association. Two years ago he had not been a member. In 1922 the average price of wheat in Kansas City was considerably more than the average price in 1923. In 1922 he tried to pick the high market, something which every farmer thinks he can do. In 1923 he had his wheat in the pool. He had 4,800 bushels. And in 1923, with the average price in Kansas City much less for wheat, he got more dollars for the same number of bushels than he did in 1922 outside the pool.

**Why Discouraged?** M. O. Gessner of Bison related a story of discouragements that had been experienced at his local town which might have entirely killed the cooperative movement. They bought a run-down, no-good elevator and had to sell it for almost nothing. Then they made countless other mistakes, all costly, but they kept on and finally won out.

He said that he knew how it felt to have folks outside the farmers' organizations stand back and poke fun at the cooperators but declared that one must not let such things discourage him. He told the story of the colored man who went fishing. He landed a big eel. He decided that the eel would do him no good so he skinned it and threw it back in the water. He came again the next year and caught the same eel, which in the meantime had grown another skin, and again the colored man skinned the fish and threw it back. "The third year the same thing happened. The fourth year as he approached his favorite fishing hole the eel was seen crawling along the ground, approaching the fisherman, waiting to be skinned. 'Some folks get skinned so often they actually seem to like it,' said Gessner.

"Yet it does not seem possible that a farmer of intelligence, after having been skinned by the grain trade for year after year, is willing to deliberately give up his own organization and go back and let them continue to skin him."

**"Pin Them Down," Says Riegel.** "There's no use talking," said J. M. Riegel of Great Bend. "Pin these fellows down who are doing most of this loud talking and you usually find that they have nothing to kick about."

In this respect, it was pointed out by another speaker that the man who headed a petition in Reno county expressing dissatisfaction with the results, never had a bushel of wheat in the pool. He insisted on joining a year ago although he had only 8 acres of wheat, all of which he would feed, because he "wanted to help the cause."

Usually the speaker is a chronic trouble-maker, stated one of the men at the meeting, and if he isn't making trouble in the pool he is making trouble with his church, his school or starting a scandal about some neighbor.

One of the men who was "hollering" in Barton county was pinned down by Mr. Riegel. He finally admitted that he got four cents a bushel more in the pool than he could have gotten outside. One of the biggest "kickers" in Great Bend told time after time that his wheat in the pool was No. 1 wheat of 12 protein. A glance at records showed that he had No. 3, 4, 5 and Sample grade, with a little No. 1. Much of the wheat was smutty and otherwise inferior. Yet he knew all these facts, and still told over and over again that his wheat was No. 1 of 12 protein while all of it was under 12 protein, and tried to influence folks against the pool by telling his average price, he even refusing to admit that he drew 8 cents per bushel storage, not counting that in, in the figures he scattered broadcast.

"The pooler who is kicking," declared Mr. Riegel, "evidently wants to go back to the time when the farmer simply asked, 'How much will you give me for my wheat?' and then went over to the store and asked, 'How much are you charging for flour and sugar?'"

Every director is doing everything possible for the good of the pool, he stated, and they are asking the mem-

bers to be true; they are asking the members to be firm in sticking up for the pool at this time, and asking them to not become tools in the hands of the men who are opposing the pool.—Wheat Growers Journal.

### DIVIDED FORCES.

By J. W. Batcheller.

Scripture states, "the kingdom of heaven is likened unto a man which sowed good seed in his field but while he slept his enemy came and sowed tares."

The South Dakota Farmer's Union has for some years been recognized as a farm organization that was unconquerable, invincible and unsalable, nor have conditions materially changed for the Farmer's Union is still unscathed, its officers have not been afflicted with "itching palms" or political fecklessness or the pirate's coin and our organization is today recognized as the most powerful factor or unit in the state but the enemy is sowing tares and the question arises, "shall we go out into the fields and uproot them as they threaten the harvest?" when the proper separations and classifications can be made?

For two weeks I have been meeting with new locals and new county organizations, that have been recently put on in the west river country, by our whirl wind of an organizer, Mr. P. F. Morgan of Philip, Haakon county, who is now giving all his time to the Union and to say that prospects are promising would be putting it mildly for 80 percent of the farmers where Morgan has worked are now signed up in the Union. It is evident that the farmer is moving toward the front for the Farmer's Union has at its disposal, for the farmer, every benefit and service that is possible through organization or collective action, which would be sought through buying, selling or legislation.

But while we are working in various parts of the state, making long drives and defying the natural requirements for sleep, the enemy has been busy sowing tares and through strong concerted drives, bearing the earmarks of graft and foreign domination and in our strong Union territory, have been offering our membership a short cut to glory if they would fall down and worship them, or the benefits of organization without organization, without the arduous task of self-determination, without the laborious system of building their own commercial and political machinery and manning some of blazing their own trails, initiating their own programs and achieving their own victories.

The Producer's Alliance, The American Federation of Farmers and other so-called farm organization drives are now on signing up the farmers with a vengeance, and since this is a presidential year, a time when the disruption of the farm group is especially sought, the inference lurks that the same kind of money that was so flagrantly available in 1920 is again being lavished on those who only consider signing up a prospective service is the little matter of sufficient remuneration.

As these plagues progress from county to county, bidding high for Union officials for the benefit of their influence on others, they leave in their wake a fourfold, the memory of "his again," a bit of paper indicating the price of the experience and a stronger prejudice against our only avenue of escape, collective action.

The faith or credulity that would take a flock of promoters at their word is enough to make angels weep. Cost of production plus a profit sounds good but the forming of new organizations every year, instead of leading in that direction is defeating the very end which it proposes to promote.

For many years the Farmer's Union has been appearing before state and national bodies, seeking either relief or a square deal, only to find itself in a motley assembly, a babe of tongues, owing to the sower of tares, the wolf in sheep's clothing and the strategy of the enemy to divide our forces and dissipate our power but our problem is not to prevent the intrusion of the proselytizers who would steal our members and postpone the day of our emancipation but instill a loyalty in our membership that would guarantee us immunity from their attack for their very existence is incriminating evidence against us, an indication that carnion is near, so let the buzzards hover and fulfil their sanitary mission in nature's plan but if the farmer ever makes any advancement in the economic or political programs it will not be via the buzzard route but through his own self-help efforts.

which the Farmers' Union seeks to promote.

"We can't stop birds from flying over our heads but we can keep them from building nests in our hair," we may not be able to prevent attacks on our Union and its officers but we can make every attack the occasion for development and power and the time is at hand when we are going to need it, that we may be assisted in collective buying and selling and in the forcing through of some honest legislation. The Union is a strictly farmer organization and will be just as effective as we make it.

### FIGHTING FOR LIFE.

Farmers in Northwest Missouri who ship to the St. Joseph market are being treated to the ravage of literature directed against the Farmers Union Live Stock Commission Association at the above mentioned market, sent out by the St. Joseph Live Stock Exchange who are showing great concern over the fact that the farmers are supporting their own organization of the stock market.

Farm Bureau members in Northwest Missouri have an agreement with the Farmers Union concern, and this cooperative pays patronage dividends to Farm Bureau members who ship to the concern along with the members of the Farmers Union, and a great many Farm Bureau members have received these circulars derogatory to the livestock market co-op.

The action of the members of the St. Joseph Exchange tallies up exactly with that taken by old line commission merchants on every market in the United States where the farmers have, by their own efforts, set up marketing organization and made great savings through their operations.

Natures first law is the law of self preservation, and so the St. Joseph Exchange, in common with other Live Stock Exchanges, are fighting for their very existence. Cooperative marketing has sounded the knell to many commission merchants, and many other feel themselves slipping when it is shown that the cooperative livestock marketing concerns organized and run by farmers are handling livestock from 40 to 60% cheaper and rendering as good and in most cases better service than the old line companies.

Farmers everywhere are learning the lesson of cooperation, and in learning that less than they have discovered some wonderful truths, the most important being the fact that agriculture must have its own marketing system if it hopes to keep abreast of the times and regain its standing and prosperity.—Missouri Farm Bureau News.

### HAVE COURAGE.

When the children of Israel after years of wandering came close to the promised Land, they sent spies out. These spies came back, the most of them reporting against further progress. They told about the wonderful land, but they saw ghosts. The men were giants and unsurmountable obstacles were there by the score. Their courage failed them and they advised being an ignominious retreat. We see a parallel in the farmers of this state and nation. We have been wandering around, trying to get out of the wilderness, and into the promised land of cooperation. We have just gotten to the edge, where we can see ten to the great land. Some leaders are already reporting the awful obstacles, that are in the way, and are telling ghosts stories about the giants, that will eat us up. Some of our members are frightened near to quitting. Some of the members of the commodity organizations are hiding their heads in the sand. They see the "banker giant" and tremble like autumn leaves in the wind. They see the Cotton Exchange, the Board of Trade, the stock gamblers, and their faces turn the color of white ashes.

Cooperation is the promised land. There are giants in the way, there are mountains of obstacles, but none so great, that farmers can not remove. We plead for courage, we plead for faith, we plead for courage, we plead for loyalty. If the farmers of the nation will give their organization these qualities of manhood, then they shall not only see the promised land, but they shall also, enter and possess the promised land.—Oklahoma Union Farmer.

### AFTER WOOL GROWERS.

Under the direction of an organized committee of wool growers an active campaign is being conducted in behalf of the Michigan Wool Growers Cooperative Association.

Every reader of this paper should read the Savings Sermonette, by an eminent divine, on the third page of this issue.

## Success, the Reward of Courage and Perseverance

Wheat Farmers and Other Groups Have Hard Row to Hoe Before Their Associations Show the Most Successful Results

By Joseph Passonneau  
State Director of Markets  
of Colorado.

Until about 1885 business competition was the rule of trade. Industry accepted the maxim that commerce was a "struggle for existence," that in that struggle the more fit would survive; that as a business consequence prices would always be maintained at a level in keeping with cost of production, and that hence there would follow the greatest good to the largest number.

But during the past thirty-five or forty years different industries have been experiencing gradual consolidation; a merging together of different business concerns into large industrial organizations, more or less monopolistic in character. For example, throughout the whole country the steel business is dominated by United States Steel corporation; the machinery business by the International Harvester Company; the oil and gasoline business by the various units of the Standard Oil Company. Likewise many food products have been concentrated into huge industrial concerns as exemplified by the Packer Trust.

**A Cut-Throat Proposition.** In agriculture, however, competition still prevails. In the sale of agricultural products everywhere there is pitted farmer against farmer, wheat against wheat, cattle against cattle, fruit against fruit, potatoes against potatoes. In this state, with the exception of those belonging to the Colorado Wheat Growers' Association, farmers in selling their wheat are all competing against one another. Wheat farmers in Colorado are competing against wheat farmers of Kansas, and in those two states, wheat farmers are competing against farmers of Nebraska.

In fact, all wheat farmers of each and every state in the sale of their commodity are competing with the wheat farmers of all the other states. Everywhere there is practically no unity of action, no common understanding, no industrial definiteness. It is a cut-throat proposition all the way. There is nothing more destructive than competition pushed to such an extreme. That is why nearly all other industries have accepted organization, business concentration and price understanding.

**Buyer Names the Price.**

It is close to the fact that such huge concerns as the United States Steel corporation, the Standard Oil Company, the International Harvester Company and middle men organizations generally are able not only to maintain the prices of the commodities they sell, but likewise are in a strong position to bargain advantageously when they enter the market as buyers.

This is only another way of saying that when the farmer has commodities to sell the buyer names the price, and as affecting those commodities he must buy, the seller names the price. The farmer has only one way out. He must form strong cooperative marketing associations, organized along proper lines, and managed with efficiency and business understanding. That will be a difficult thing to do. The farmer has been unorganized for too long a time and he has been too far removed from cooperative business affairs to be able to easily to accomplish complete success both from an organization and business standpoint in the sale of his farm products.

To gain the ultimate goal, he must possess forbearance and perseverance. In doing so he will encounter failures, he will meet many difficulties, he will have to overcome many antagonisms will threaten their disruption, personal jealousies between leaders and between different types of organized groups will make the cooperative marketing association subject to vulnerable attacks both from within and from without.

**Difficulties at the Start.**

That has been the experience of cooperative marketing. Only those associations and those farmer groups who have been able to mend their differences from within, correct their mistakes, move forward constantly and persistently, have been able to accomplish final success.

But the history of this association, especially its early history, is replete with difficulties. For many years it moved on the very verge of disruption due to its business mistakes, its cooperative blunders, its membership dissensions and its commercial attacks from middlemen. This difficulty continued until 1907. In fact, it has been said that the California Fruit Growers Exchange was a complete failure throughout the first ten years that it did business.

Probably the most prosperous of all cooperative marketing associations today is the California Fruit Growers Exchange. It has 11,000 members, does an annual business of approximately \$70,000,000, and has been in constant operation since 1896.

For the first four or five years, its volume of business was so small that any possible savings through cooperative sale were more than consumed by too large an overhead expense. Year after year, the returns to members of the association were smaller than the prices paid to non-members by commercial shippers.

This circumstance alone certainly

would have destroyed the organization, had it not been that through the commercial influence of the Fruit Exchange the general level of prices was gradually increased after the first two years of operations. In 1898 prices paid by dealers were approximately 37 per cent higher than prices paid by the association to its membership. But the general level of prices both to members and non-members was nearly 25 percent higher than in 1896, the first year the association did business. Then too intelligent members understood that dealers were paying the highest possible price for the hope of breaking up the association.

**Indignation Meeting Held.** As a consequence there was more or less dissatisfaction for a long time, indignation meetings were held at different points in the orange producing district, and inflammatory speeches were made by members against the business management. Consequently, it was necessary for the Exchange to maintain an extensive field service division for the purpose of making explanations to dissatisfied members. In short, there was a constant battle between the association and dealer agencies.

In 1903 dealers, realizing that seven years of this kind of effort had failed in breaking up the organization, induced its management to enter into a combination with dealer agencies for the purpose of "dealer-farmer cooperation." This venture probably came more nearly disrupting the California Fruit Growers Exchange than the many difficulties commercial and cooperative which they had been experiencing for nearly a decade.

But in 1907 marked advantages began showing themselves. The association had grown until it controlled approximately 45 per cent of California's orange and lemon industry. Naturally, the directors and the management became more expert in the handling of the association's business, and that year showed for the first time that a cooperative marketing association properly handled and with sufficient volume of business supported by the proper sort of membership loyalty could not only raise the general level of prices everywhere but likewise get more money for its membership than was possible for commercial shippers to pay outsiders.

With that proposition demonstrated, the membership of the California Fruit Growers Exchange began increasing by leaps and bounds, and by 1910 it was recognized as one of the most successful business associations to be found anywhere including the United States Steel corporation and the Standard Oil Company.

**Perseverance Shows Results.**

Cooperative marketing in Colorado and in fact throughout the United States, with the exception of California is at the present time experiencing the same difficulties as was the lot of the California Fruit Growers Exchange during its early development. Whether or not the farmers of such products as potatoes, wheat, cabbage, etc., finally reach the same prosperous conditions as the fruit farmers, culturally throughout the State of California today will depend upon whether they will have the courage and perseverance to stay by their association until absolute success is their reward. Naturally many lessons have been learned from the experiences of the California Fruit Growers Exchange. Present day organizations will, therefore, profit by the mistakes of that association. Consequently, it will take a much shorter time for those associations to reach positive success than it did the California Fruit Growers' Exchange.

No group of farmers need an association more than do wheat growers, and the manner in which different state wheat associations have increased their membership during the last twelve months is a clear indication that a 50 or 75 per cent control of the American wheat supply is possible within the next couple of years. In fact, many believe that sufficient impetus may be given to the movement in 1924 to insure a control of the commodity before it is time to handle the 1925 crop. When this percentage control is obtained, it will mean a new day in the wheat growing industry.

### WHEAT POOL TO BREAK RECORD

ENID, Okla., (Special)—Member of the Oklahoma and Texas Wheat Growers' association already have delivered 5,000,000 bushels to the 1924 pool, it was announced here by officials. From present indications the 1924 pool will far exceed the record established by growers last year.

The Oklahoma and Texas pools started operation in 1922 and handled 3,250,000 bushels of wheat. In 1923 the pool totaled 6,000,000 bushels. The pool this year is expected to reach the 10,000,000 bushel mark.

Thousands of bushels are being stored by members who will be paid by the association for storing their own wheat. Two cents per bushel is paid for each month until September 15. After that time one cent per bushel is paid for each month.

Read the ad of W. Sullivan Cline and Seed Grader. He is selling what he has on hand at the old price before the war, which is a great cut from the present price.

## FACTS AND FIGURES

January 25th, 1919, Mr. E. A. Volmer of Parsons, Kansas bought a policy of the Farmers' Union Fire Insurance Company, insuring his property for \$8800.00 for which he paid \$222.25. If he had bought this of an old line company he would have paid \$288.92 for it.

In 1924, after five years, the term of years for which the policy was written, he received a refund of \$74.08. This amount, with the \$36.77 he saved by buying in his own company makes a neat little sum of \$110.85 which would pay his dues in his Farmers' Union local for the rest of his natural born days.

This is only one story. If this does not convince you, watch this space for another one. If it does, pay your 1924 dues to our local secretar today.



## The Kansas Union Farmer

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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.

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.

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

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

### ADVERTISING RATES ON APPLICATION

THURSDAY, AUGUST 21, 1924.

### PRIMARY RESULTS AND LESSONS.

The Kansas primary election showed some results that should serve as lessons for the guidance of voters in the future. In the first place it was again proved that farmers cannot nominate their own man for office if they do not go to the polls. Without criticizing Congressman Anthony in the least degree it is not too much to say that, from the farmers point of view, Lamberton should have been nominated for congress in the first district. It is an agricultural area and Lamberton is a farmer. He is a man of sound and liberal education. He has had many years experience as a legislator. His character, integrity and courage have never been questioned but he was defeated not because of the Anthony's strength but because the farmers themselves would not take the time and trouble to go to the election and vote for one of their own number. The stay at home farmer vote in Brown, Nemaha and Jackson counties would have nominated Lamberton by a bigger majority than Anthony received.

All good citizens who love justice and fair play must rejoice over the nomination of C. B. Griffith for the office of attorney general. Great interests were against Griffith. The most powerful organization in the state had decreed his defeat. He was renominated and will be re-elected because he has kept the faith. The chief law officer of the state he has dedicated himself to law enforcement. Regardless of his own personal interests he has lived up to his obligations and to his oath of office.

Jack Walton, only a year ago kicked out of the governorship of Oklahoma by an unfriendly legislature has just been nominated for United States senator by a majority of more than 10,000. He claims and probably with justice that fair count of all ballots cast would increase his majority to 35,000. The Ku Klux Klan was ordered to vote against him. In Ohio the Klan was ordered to vote against Ex-governor Davis and to nominate a man endorsed by the organization. There are said to be 400,000 Klansmen in Ohio but the Klan candidate for governor received less than 100,000 votes.

It is perfectly plain from these results that a great many good people have been needlessly alarmed over the activities of the Klan in politics. It is strong in Oklahoma, Kansas and Ohio but in the primary elections in all three states it was unable to punish its enemies or reward its friends. All men now know that the organization cannot deliver the votes of its members. In fact no organization, not even the republican or the democratic parties can deliver the votes of its members in solid blocks in spite of party allegiance, of party prejudice, of oath bound organizations, and of the bunk peddled by leaders we may thank God that a great majority of the American people are still doing their own political thinking.

That voters think for themselves is a fact that is worth rejoicing over. That a large number of voters stay away from the polls and permit nominations to be made against their own interests is a fact over which all good men must grieve. The results and lesson of both these conditions are manifest in the nominations made in the recent primaries.

### COMPLETE THE ORGANIZATION

Most of the members of the Farmers' Union regard our society as an organization. That is what the founders of the movement intended that it should be. That is what it is wherever the membership does its part.

An organization is an organism, that is, it is a living thing made up of organs each with its own particular work to do. Whenever any one of the organs of a living thing ceases to function or functions in an abnormal or disorderly way the organism or organization begins to die. If the Farmers Union is an organization then the State, County and Local Unions and the business associations are its organs. The individual members are the living cells the primary units of the organization.

Any disease of the vital cells surely and quickly destroys the infected organization or organism.

The Union cannot live and do its essential and necessary work unless its members do their proper part of the work. The man who puts his name on a muster roll, takes an obligation, and draws a uniform is not yet a soldier. He must be incorporated in the military organization and must learn to do his part. The Farmers Union of Kansas might have 200,000 members and still be ineffective as an organization because though enrolled they were not organized. All of which means that each individual member and each unit of the Union must function and live if our society is to be an organization.

This winter is the time to complete the organization of the farmers of Kansas. If the organs and the cells are at war with each other dissolution is as certain as the revolutions of the earth. If all work together, each doing his own duty, success and the respect of other men are equally certain.

### WHY WHIP OURSELVES?

All history proves that the easiest way to whip any one, individual, army, nation or party is to convince the enemy or the opposition that it is already whipped. The farmers of the United States should be invincible and unconquerable in any contest for their own rights. They make up the most numerous single group in the country. They produce the things without which neither workmen nor millionaires can live. They have no competition in their own line of business. If they fall down on their job there is no other group to take their places.

Then the farmers no position could be stronger. They should win all their battles for justice but they do not. On the sad other hand they have lost more fights than any battlers in the world. If their opposition is not strong enough to whip them they whip themselves. And that is exactly what is the matter with agriculture. Farmers are whipped before the battle starts because they do it themselves.

Cooperative marketing on the contract or commodity plan is so sound, so safe, so reasonable and practicable that it should never fail. If all the wheat farmers in Kansas were united in a determined effort to better their condition through a self help selling agency organized, conducted and supported by themselves they would be getting what their grain is worth instead of a little less than the cost of production.

Farmers must develop confidence in each other. They must learn that no fight is won without fighting and that fighting costs something. The man who comes out of a mixup without bruises never does the enemy any real harm. The man who is ready to quit the first time he gets a knock on the head or a kick on the shin is not made of that stern stuff that has advanced the cause of human liberty and security in all ages and among all peoples who have achieved freedom.

Grant was never greater than when after a staggering repulse he declared that he would fight it out on that line if it took all summer. It did and all the following winter with a dozen more battles and with staggering losses but in the end he took Richmond and received the surrender of the gallant Lee, and his brave but beaten army at Appomattox. John Paul Jones speaking from the bloody decks of a sinking ship refused to surrender and assured the English captain that he had only begun to fight. He continued to battle and finished it on the deck of the enemies ship. Neither Grant nor Paul Jones ever troubled themselves over lines of retreat. They never planned to run away because they did not believe that they could be whipped and they never were whipped. The republic lives today, men are free in America, and this is the land of opportunity, freedom and security because such gallant souls by the thousand and by the hundred thousands have always refused to whip themselves.

### WHY SOUND A RETREAT NOW?

It is reported that members of the Kansas Wheat Growers Association in certain sections of the state are circulating petitions asking the directors of that organization to liquidate and close up the affairs of that concern. It is said that in other sections of Kansas there are members of the Kansas Cooperative Wheat Marketing Association who are ready to ask their directors to quit before they have begun. Such men admit that they are beaten and perhaps they are but if so it is by themselves not by their opposition.

The Kansas Wheat Growers Association had a successful season last year. The final settlement showed that its salesmen had received good prices for grain by dealing directly with millers and exporters. The average price paid to farmers was about ten cents above the average country price for the same grades of wheat. Here and there a local elevator over paid the market and some few farmers may claim with a color of truth that they could have had better prices for their grain had they not been in the association. That may be true but it is equally true that they could not have had those better prices if the Association had not been in business.

Kansas wheat growers have now the greatest opportunity ever presented to farmers anxious to better their own conditions through self help.

If all the poolers will forget their distrust of each other and of themselves and will work together this will be the most successful year in the history of cooperative wheat marketing. A larger volume of crops is pooled. The operating organization has all the advantage of several years experience each one an improvement over its predecessor. The millers have accepted the situation and are ready to buy directly from the farmers. All that is necessary is to stand hitched.

### BETTER WHEAT PRICES ARE NECESSARY

There are a lot of farmers who have joined the pooling associations who are ready to quit because wheat is a dollar a bushel or a little more at the shipping stations. So many growers have been told that there is good money in dollar wheat that they are actually beginning to believe that

sort of silly stuff. Ten years ago it may have been possible to produce wheat with profit at a dollar a bushel. It is now utterly impossible to do so. The man who was able to patch up and use his old binder this year may kid himself into the belief that he is making money out of dollar wheat but the farmer who was forced to pay \$275 for a new machine knows that he has lost money. Every element of cost in production has doubled since the days when dollar wheat meant profits.

Nor should the thoughtful farmer content himself with the easy assurance that he will continue to get even the present prices for his grain unless he is willing to do something for himself. Wheat is where it is in price for two reasons. The imperfect cooperative machinery in thirteen states has done its part in forcing higher prices. The grain trade, alarmed at the spirit of cooperation among the farmers, has put up the prices of corn and wheat in the hope and with the expectation that the farmers will abandon their self help organizations.

It is well to inquire whether the present prices of corn and wheat, inadequate as they are measured by the cost of production are to be regarded as fair concessions to just demands or whether they are mere prices paid under duress with the hope of destroying the cooperative movement.

### THINGS THAT ARE NOT TRUE

Just the other day a member of the Union refused to renew his insurance policy in the Farmers Union Mutual Insurance Company because some liar soliciting business for an old line concern had told him that the Union company is broke. The Farmers Union Mutual Insurance Company was never in better condition than it is today. It has ample reserves. It has a growing business. It has paid every adjusted loss in full. It is the strongest and the best managed insurance company in Kansas.

Not so very long ago a manager of a Farmers Union elevator refused to consign his grain to the Jobbing Association because some liar in the employ of the grain trade had told him that our salesmen cannot get the price. The Jobbing Association is doing the biggest business in its history because it is rendering service that is satisfactory to its customers. Try it and see.

To know things that are not so is dangerous but that seems to be the sort of information that many farmers are most willing to accept. Members of the Union should get their news from friends instead of from enemies of organization and cooperation. The leader of a successful movement never takes the advice of his enemies. Why should farmers have more confidence in their opposition and its agents than in themselves and the men whom they have employed to work for them?

It is safe to say that every Farmers' Union elevator manager has been told by agents of the grain trade that De Voss is a failure as a wheat salesman. If that were true the bunnies who represent the Board of Trade houses in competition with the Jobbing Association would be the last people in the world to spread the news. They are fighting the Jobbing Association and its manager not because De Voss is a failure but because his success is interfering with their business.

### WHAT HAS THE UNION DONE?

Men who would like to see the Farmers Union die because it interferes with their graft are constantly asking members what the organization has ever done and especially what it has done for them. A considerable number of members ask what the Union has done for them. Others admit the usefulness of the Local, of the County Union and of the local business association but can see no good that has been done by the State or National Unions.

All such questions are suggested, prompted or asked by men who hate and fear a farmers organization of any kind. They know that the surest and easiest way to kill cooperative business in Kansas is to kill the parent organization, the Kansas Farmers Union, which has done more for agriculture in this state than any other force that was ever active in this commonwealth.

The Kansas Farmers Union as a state organization has fought every fraud and every graft that has been aimed at agriculture since its organization. It has supported good legislation and fought and defeated measures planned to exploit farmers. It is the friend and loyal supporter of every cooperative institution in Kansas.

Without the Farmers Union the fire insurance rates on farm property would be nearly double what they are today. In some states that are without cooperative insurance the rates are more than three times as high as they are in Kansas. Farmers Union insurance saves money not only for its members but for all farmers in Kansas because it has forced commercial insurance companies to reduce their rates.

Without the Farmers Union the wheat growers of Kansas would have paid at least fifteen cents a pound for binder twine this year. There are many states where the retail price is around twenty cents at this very time. The Farmers Union through the cooperative handling of binder twine has saved the wheat growers of this state a million dollars a year for the past six years because the Union has fixed the price of that necessity in this state.

To enumerate all the things that the State and National Unions have done for agriculture and the farmers of Kansas and the country would take a big book. The farmer who is always asking what the Union has done for him should change the form of the question and ask his own conscience what he has ever done for the Union except talk about in the wrong way among the enemies of agricultural organization.

## COMMENT ON WORLD'S NEWS FOR WEEK

### Is In Serious Trouble

Again in his own home state. A bunch of his friends, or enemies, have filed his name as a candidate for the republican nomination for United States Senator from Michigan. It is reported that this action was taken without Mr. Ford's knowledge or consent, and that he will pay no attention to it in any way. The voters of Michigan are quite likely to follow his leadership in this particular matter.

Voters sometimes make mistakes but they like a candidate who knows enough to tell one political party from another. The last time Ford's name was on the ballot he was a candidate for the presidency on the Farmer-Labor ticket and the only time he ever got as far along as the November election as an office seeker, he was the Democratic candidate for the United States Senate against Newberry and was defeated because too much money was used against him.

Perhaps it will be just as well for Ford's name to go on the ballot this year. He may learn exactly what the people of his own state think about him.

### Paulsen

#### Was Nominated

For Governor of Kansas by a majority that was cast for him in only three counties, Montgomery, Shawnee and Crawford. The Kansas City Star which ardently supported Clyde Reed charges that the Paulsen majority represented the political power of the Standard Oil Company in Montgomery County, of the Santa Fe Railway in Shawnee County and of the Ku Klux Klan in Crawford County.

At the last minute, as was predicted in this column some months ago, the republican state political machine which promised its support to Stubbs, abandoned the former governor, and gave its support to Paulsen.

Individually Paulsen is not a bad fellow. He has been a merchant most of his active life but is now a banker and is president of the Kansas Bankers Association. He has also operated in oil and has made money out of that business in a perfectly legitimate way. He served a couple of years in the Kansas State Senate and is now Lieutenant Governor.

Paulsen does not care who calls him a conservative. He believes that things are going along fine. They all ways are for him and he is satisfied and believes that other folks should also feel that way. The campaign for his election will be well financed and will be conducted by the smartest politicians in this state.

### Walton

#### Was Nominated

For United States Senator by the Democrats of Oklahoma. It is less than a year since he was impeached by the Oklahoma legislature and the

office of governor taken away from him. A majority of the representatives who voted to impeach him and the senators who voted for his conviction and removal from office are Democrats.

In his campaign for senator, Governor Walton promises that he will stick to the New York platform as good enough an Anti-Klan declaration for him. It is almost certain that Oklahoma will have the bitterest, the noisiest and the least useful political campaign that will be staged in any state.

### Griffith Carried the Primary Election

For renomination for the office of Attorney General by a great majority. He received twice as many votes as his opponent and will doubtless be re-elected in November by an overwhelming majority. The voters of Kansas love fair play admire courage and may be expected always to support an official who keeps the faith.

Law enforcement is Griffith's great passion. He believes that there is something very nearly sacred in the Constitution of the Republic and of Kansas and of the laws that Congress and the legislatures have enacted. He believes that open violation of any law is bad both for the state and the people. Unlike many others, he believes that violators of laws should be enforced rather than repealed. Lawbreakers have had a hard time with Griffith and do not look forward to two years of the same with any great amount of enthusiasm.

### A Woman

#### May Represent Kansas

In the next Congress of the United States, Nellie Cline, of Pretty Prairie, for the democratic nomination in the Seventh District. Miss Cline promises to make an active and vigorous campaign against the Ku Klux Klan and N. T. Tinscher, who is now a candidate for a third term.

For the last two sessions of the Kansas legislature Miss Cline served in the house as representative from Pawnee county. She was a good member. She is a lawyer but has farms of her own and is interested in agriculture. If the people of the Seventh District want to change their representative at Washington they will make no mistake in supporting Miss Cline.

### Voters

#### Improved a Little

In the recent Kansas Primary. Nearly one-fourth of all qualified voters went to the polls and four-fifths of them seem to have voted the republican ticket. Nearly 200,000 votes were cast for the three republican candidates for governor. About 50,000 democrats, as usual, took part in the primary.

Governor Davis was renominated without any serious opposition al-

though three other names were on the ticket. Tromble and Peterson both supported Davis and were placed on the ballot at a time when it appeared likely that the governor might get a place on the national ticket. The New York convention ran on for so long that it was too late to withdraw names from the primary ballot after adjournment. Both Tromble and Peterson asked their friends not to vote for them but to support Governor Davis.

Burton, the other democratic candidate, had some bad luck just at the close of the campaign. While driving his car through Pottawatomie County a couple of scoundrels stepped him, threw some liquid or liquor in his face and otherwise mistreated and manhandled the good man. Probably the liquid or liquor would have done no harm if, unfortunately, the candidates mouth had been closed.

### Coolidge

#### And Davis

Have both received notice of their nomination. It took a good while for the news to get to the candidates officially, but each of them is now sure that he has been named by a great political party as its candidate for the highest office in this country and the greatest, most powerful and most important public position in the world.

In their speeches of acceptance, which have been in process of preparation for more than a month, each candidate has outlined his opinion and defined his position on the real and the alleged issues of the campaign. The two acceptances will be the foundation for the campaign. No matter how much other political material must be neglected all voters should read and consider the views of the two candidates for the presidency.

### Conservation of Game and Fish

Is an important policy that has been too long neglected in Kansas. We should have more game fish and game birds in this state. If our fields and streams were better stocked we would have fewer sports and more sportsmen in Kansas.

Desirable as conservation is in Kansas our laws contain some queer provisions. It is forbidden to take any fish, and that includes carp, buffalo and suckers, in a net. These fish can seldom be taken on a hook. They are not very satisfactory for food. They destroy the spawn and young of more desirable fish. These seem to be no good reason for conserving them but in the eyes of the Kansas law they are as carefully protected as are bass and trout.

The next legislature should pass a law to encourage the netting of carp, buffalo and suckers and should offer fish map a bonus or bounty for their skins.

Use only way to conserve game fish and cat fish in Kansas is to rid our rivers of their fast increasing population of German carp.

### FARMERS AT THE CROSS ROAD.

#### WHERE DO WE GO FROM HERE

We lost the fight for agriculture relief measures. Are farmers going to lay down now or has the fight for the McNary-Haugen bill simply served to weld the forces of agriculture together to make possible the adoption of a far reaching program to remove all the economic and political disabilities under which agriculture suffers. The defeat has made farmers not down-hearted but fighting mad. They are ready to turn their energies even more vigorously than before into a drive for a square deal for agriculture. This sentiment, this energy of course will get us nowhere unless it can be channeled off in a definite direction to serve a definite purpose. We must unite on a common purpose broad enough to gain the support of all farm groups and specific enough to make our forces count. The fight for equal rights for agriculture has just started. If pleas for justice will win us nothing, then we must be ready to use vigorously some of the political and economic devices which have won preferred places for other industries.

Agriculture Condition Serious Agriculture in the big press is getting the worst brand of publicity. The result is that many persons who really want to know the truth are misled and given entirely erroneous ideas of farm life and its distressing problems. We are getting too much misleading propaganda. As pictures of the middle west show happy, prosperous living on the top shelf and paying off their mortgages rapidly. We will have to travel fast in efforts to overcome the mischief of false preaching. We are on sinking ships. This is the true condition of farmers. Much of the information so called given out is the results of false deductions made by men some of whom may be ignorant of the facts, while others are unquestionably impelled by motives that would not bear analyzing.

Department of Agriculture estimates that about 300,000 farmers in the middle-west states lost their farms with or without legal process between 1920 and 1923. Of this number only 11,000 lost their property as a result of unwise investments in enterprises other than farming. Less than five percent. What happened to the other ninety-five per cent? Why have agricultural sections steadily declined in prosperity, while industrial districts have been enjoying good times? Farmers have been accused of bringing on inflation on land, but the other side of the coin is that the boom was not brought on by the farmers. They were victims of it and not the cause of it. Farmers can not create a boom in real estate. Booms result from conditions over which the farmers have no control. In this case the boom was the result of the policy of the government which made no doubt its inspiration in the war profiteers of Wall street. If

farmers could start a boom in farm land they certainly would start one now. Practically our only real estate agents now are the county sheriffs and the trustees in bankruptcy court. Many men and women who have saved and toiled for years invested their savings in a farm, which they hoped to make a permanent home and lost everything. The big interests that deceived them by wrongful and unjust policies now ridicule these unfortunate people because they permitted themselves to be deceived.

Tax Reduction. Public Ownership League of America is fighting to retain tax exempt bonds. The main argument of the league is that if income from these bonds had to pay taxes, the league claims, would result in the building of schools, houses, roads, drainage, sewer, water works and municipal electric light plants. The league is not worried about the roads and school houses that might not be built as it is over the fact that if the public bonds had to pay a little money, the income from the same being taxed the public would not continue at its reckless pace in issuing these securities at the rate of a billion or more dollars a year. Hence it would be much more difficult for advocates of public ownership schemes to cure millions and millions of dollars as they now purpose for the development of hydro-electric and public utility properties. For every dollar invested in public owned enterprises which kill private industry, by just that much are taxrolls reduced and additional taxes loomed on to the remaining private property. The bond holders are all for deflation. They want interest on their bonds and the principal when it is finally paid off to buy the most possible in terms of goods. A large part of the bonds are in the hands of a few thousand men who are accustomed to have great influence with congress, with the federal reserve board and with national affairs generally. Few in number themselves they nevertheless have tremendous influence even thru the middle west because they have been able in one way and another to get large numbers of the middle class and moderately wealthy people in our towns and cities to adopt their attitude. Agriculture is paying more than its share of taxes. Farm land should be taxed on its production power. Farm lands today are being taxed at fully twice what they were before the war, but do not have twice as much money with which to pay taxes as they did before the war. If farm taxes had gone down at the same rate as farm income, farmers would not be so bitter about taxes.

The New York Federal Reserve bank indicates that two hundred of the leading corporations in United States, manufacturing practically everything from steel, pork, auto and clothing made a profit of \$84 million dollars

compared with \$16 million in 1923, 252 million at the depth of deflation in 1921 and 644 million in the very prosperous year of 1919. Farmers may not realize it but 1923 was actually the most prosperous year the city people in the United States have ever enjoyed. There is a good chance of a third party this summer unless something really worth while is done for agriculture. There must be a better deal for the farmers or they are going to make a rough house for other groups who are prospering at part at their expense. Prosperity of the middle-west depends very largely on the prosperity of the farmer and that in the long run it will mean more to business in the middle-west to help the farmer to a fair price for his products than to keep a few speculators on the board of trade. Through the Farmers Union is the only way we can hope to win the farmers battles. Boost the Farmers Union everywhere, a real honest to goodness dirt farmers organization. (Ernest Carlson, President Washington Co. Farmers Union.)

### WHEAT DAMAGE ENORMOUS.

MANHATTAN, Kan.—Weeds cost Kansas farmers each year more than taxes. They lower the selling price of land. They reduce crop yields. They rob the crop of food and water. They shade and dwarf the crop and spoil the quality.

Weeds increase cost of harvesting by extra wear and tear on machinery, heavier draft on horses, requiring extra twine, and by twining about grain and corn causing trouble in binding and shocking.

Weeds are responsible for shrinkage of grain, weed seeds in the threshed grain, and bad flavors in dairy products, thus causing a reduction in selling prices.

Weeds also reduce the net profit by poisoning livestock, by increasing taxes, and by requiring an immense amount of labor to control them.

### CO-OPERATORS CO-OPERATE.

The Co-operative Movement knows no frontiers. It is as broad as all humanity and some day will include in its happy and contented fold the peoples of all races, creeds and nationalities.

When that day comes, there will be nothing more than an historical memory and plenty will take the place of poverty and want.

Co-operation and the organization of national and international life on co-operative lines will bring that peace and prosperity that is beyond the power of any political party which believes in the maintenance of the competitive systems in the production and distribution of the necessities of life.

Kansas is first in college students per 1,000 inhabitants.

Careful preparation of seed bed for sorghum pays well.



## The Countrywoman

### WHAT COOPERATION DOES FOR WOMEN.

Americans who have witnessed the peasant women of Europe laboring in the fields, often with their babies strapped upon their backs, and doing what we call "heavy men's work" about the farm amazed at the change in the status of European women in sections where cooperation has raised the people's prosperity and standard of living.

An official of the United States Government who has just returned from two years of residence in Denmark asserts that cooperation has liberated the women of that progressive commonwealth from the drudgery that has enslaved them for untold centuries. "Forty years ago," he reports, "farm women in Denmark did men's work in the field. Today it is very unusual for a Danish woman to do any man's work. I seldom saw any of them milking cows." Indeed, cooperation has made the Danish farmers so prosperous that, to quote the American observer, "clothes are now worn to the cooperatives, and laundry and cooperative bakeries relieve the cooks of part of their daily tasks."

The Danish women are not using the leisure thus gained frivolously. They are making their homes more comfortable and beautiful. They are organizing groups for self-education in music and art. They are forming neighborhood meetings for the discussion of public questions and the promotion of education. In fact, so rapidly have the Danish peasants progressed because of the benefits of cooperation that the observant American visitor reports, "Cooperation has to a large extent ironed out class and social distinctions in Denmark."

### BETTER RURAL HOMES.

We, leaders in agricultural extension, believe in the home part of our agricultural extension program. The most precious thing in America is the American home. We look upon farm homes of the country as the very source and cradle of the continuing strength and virility of the nation. The maintenance of high ideals and a high standard of living in the farm home is regarded as the essence of our extension work. Extensive efforts for better crops, better livestock, greater efficiency, better markets, all are justifiable only if the final result is a better home, a better community, a more highly cultured people, and a fuller and richer rural life.

We are reaching the heart of our extension work. If we are not reaching the home, and although an increased income is desirable in most farm homes, we know that fully 60 to 70 per cent of our farm homes will never have anything like large incomes. They must always practice thrift, the living home, and be self-sufficient, and doing the best with what they have will always be a necessary part of their philosophy. But these are not unmixing evils. They draw the family together in a common bond of effort, and it is out of struggle that all things come. The home is not so much a matter of increased income, as they are matters of spirit and the will to work.

C. B. Smith in Farm Bureau News.

### MANY FARM WOMEN ACTIVE LEADERS AND DEMONSTRATORS

One of the outstanding accomplishments in home demonstration work during 1922 seems to be according to Grace E. Frysinger, field agent in extension work, the development of leadership among rural women. The active part taken by farm women in the extension program both as local leaders and as demonstrators, was noticeable in every State. Nearly 25,000 rural women met in small groups as appointed representatives of their respective communities and received from extension agents or specialists definite training in better practices in the various phases of home making. This training was given to them that they might in turn train other groups in their local communities who desired like information. The local leader frequently acted as a demonstrator to a community group, or selected others to demonstrate better practices. Altogether 251,295 women acted in this capacity in 1922 and through their efforts more than 674,000 other farm people were influenced to improve their methods in home making.

Clothing, poultry and food preservation projects have continued to interest many counties and communities, but there is a marked increase in the number of those undertaking work in nutrition, home management and projects of a civic nature. The community phases of the work undertaken during 1922 reflect a greater development of social-mindedness. Home demonstration agents also either directly or through local leaders enrolled over 289,000 girls in junior club work.

Many means were used for reaching and interesting the largest possible number of people in improved practices in the home. Among these, in addition to demonstrations, may be

cited tours, exhibits, campaigns of different kinds, score cards, contests, posters, newspaper accounts, charts and illustrative material, motion pictures, bulletins, short courses, camps, plays, pageantry, fairs, and window displays.

One result of home demonstration work which should be adequately recognized, is the large number of farm girls who, through regular club work and short course work, have received the incentive and actually earned the necessary money to make possible a college education.

Through home demonstration work rural people have also come to visualize positive standards of health for adults and children and have accordingly sought to attain good health individually through better nutrition and also through more healthful community sanitary conditions.

States emphasized the health phase of the work in every project. Productive activities were stimulated by the fact that agricultural economists urged every farm family to grow its own food supply. Gardening, keeping a cow and raising poultry were among these activities which not only enabled farm families to "live at home" as the North Carolina slogan advised, but often to market a surplus advantageously.

Copies of Department Circular 314, Home Demonstration Work, 1922, may be obtained while the supply lasts from the United States Department of Agriculture at Washington, D. C.

**MILK FOR SOUND TEETH.** Sound teeth must be developed during childhood, so it is all important that parents should understand the vital relationship between sound, well placed teeth and good health. "The Mineral Salts and Vitamins found in Milk and certain leafy vegetables are indispensable to sound teeth in children," says Dr. Percy C. Howe, who is the head of research work in the Forsyth Dental Infirmary, Boston, Mass., where the teeth of more than 10,000 children are examined and treated annually. Dr. Howe has proven the above statement by showing that children who consume liberal amounts of milk have sound teeth and are far more healthy than children not drinking milk. Furthermore, these children are most likely to maintain good teeth throughout life if they continue to use milk.

All leading dietary scientists and food authorities now agree that no single food is as valuable as milk in developing and maintaining sound teeth. Dr. E. V. McCullum of Johns Hopkins University, one of the leading dietary scientists of the world, states that these vital food elements found in milk are necessary for and should be liberally used by both expectant and nursing mothers in accordance with the necessity of building the proper foundation for sound teeth in children before they begin to protrude through the gums. After the nursing period the child should be supplied with and taught to drink plenty of milk in order to continue the proper development of sound teeth and strong bones.

Sound teeth are essential to proper mastication of food. Imperfectly masticated food impairs the digestive organs, prevents the proper assimilation of food, and thus directly interferes with the growth and health of the child.

**HUNGARIAN GOULASH.** Two pounds meat. 2 ounces fat. 2 onions. 2 pint tomatoes (canned or fresh). 6 whole cloves. Salt and pepper to taste. Paprika to taste. A little flour.

Cut the meat into 1 inch squares and sprinkle with the flour mixed with salt and pepper. Melt fat. Add onions and brown lightly. Add the meat and brown, turning frequently to prevent burning. Empty into a stew pan and add tomatoes and other seasoning. Simmer for a few minutes. Pack hot into cans and process. Serve with mashed potatoes.

**Gingerbread.** One cup shortening, 1 cup brown sugar, 1 cup molasses, 3-4 teaspoon cinnamon, 1 teaspoon cloves, 1 table spoon ginger, 3 eggs, 1-4 teaspoon nutmeg, 3-4 teaspoon salt, 2 1/2 cups flour, 1 teaspoon soda, 1 cup sour milk or buttermilk.

Combine the shortening, sugar, molasses and spices. Place in a mixing bowl and set in a warm place near the range until the shortening is softened. Then beat the mixture until it is light and creamy. Add the salt and eggs, beaten until light. Stir in the flour and soda which have been sifted together, alternately with the milk. Beat or whip the batter until light, then pour into oiled pans and

## SAVINGS SERMONETTE

### NUMBER FOUR

**THE SECRET OF SUCCESS.** The secret of success is hard work and clear thinking. The industrious person earns more than his necessary expenses, and the thinking person saves this surplus and deposits it in a good, strong bank. It is never too soon to begin saving. Get the habit of saving. It is a good habit to get into, and the earlier it is acquired the greater will be the success.

Financial success is simply a matter of sticking to your saving habit—making your character stronger than any temptation to spend. Nobody saves much at a time. Everybody can save a little at a time just by the saving habit and see how fast the small change will grow into dollars, and how the dollars will grow into tens and hundreds.

### FARMERS UNION STATE BANK

ELKS BUILDING  
KANSAS CITY, KANSAS

bake 45 minutes in a moderate oven. When cool, ice with a thick white icing. This recipe makes two loaves and gives the best results when a dark colored molasses is used.

### Butter Scotch Rolls.

Foundation  
4 cups sifted bread flour  
8 teaspoons baking powder  
2 cups milk  
1 teaspoon salt  
3/4 cup shortening

Filling  
1 cup granulated sugar  
4 tablespoons flour  
3 tablespoons butter  
1 cup seeded raisins  
1/4 cup chopped nut meats  
1/4 teaspoon nutmeg or  
1 teaspoon cinnamon  
Bottom of Pans  
1 cup brown sugar  
1/2 cup butter and 1-3 cup vegetable shortening.

Before mixing dough, prepare butter and sugar mixture for bottom of pans, selecting two round pans about one and one-fourth inches deep, and spread evenly over bottom. Then prepare filling.

For filling, sift together the dry ingredients, add butter and blend thoroughly with tips of fingers, then add raisins and nuts and dates. Currants are also good. To soften the raisins, soak for a short time in hot water, or steam for a few minutes.

In making the foundation, proceed the same as for baking powder biscuit dough, roll out about one-half inch or less in thickness, and spread with filling. Roll as one would a jelly roll and slice with sharp knife dipped in flour. The slices should be about three-fourths of an inch thick. Place out side up in pan, laying close together, not too crowding. Bake in hot oven (400 degrees) for twenty-five minutes. Turn pans upside

### FARMERS ATTENTION!

Before seeding, get my Improved CLIMAX MILL AND SEED GRADER, cleans and grades all seeds perfectly. I have been making this mill for over fifty years, keeping it improved. I am offering a few I have on hand.

AT THE OLD PRICE BEFORE THE WAR—While they Last  
This is a big reduction from the regular price  
Write for circular.

W. SULLIVAN, Manufacturer,  
337 S. 11th St., Salina, Kansas.

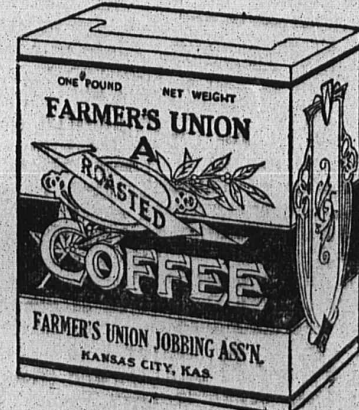
Watson's Best Berries are just what the  
Brand Indicates—They Are the

# BEST

WATSON WHOLESALE GROCERY  
SALINA, KANSAS

BUY  
A GOOD COFFEE FOR LESS MONEY  
SOLD IN BULK OR PACKAGE

(Freight paid on 100-lb. shipments.)



IF YOUR LOCAL CANNOT SUPPLY YOU  
WRITE US.

FARMERS UNION JOBBING ASS'N.

106 New England Building.  
Kansas City, Missouri.

down on a flat surface as soon as taken from the oven.

### QUICK BREAD RECIPES

By Mary Ann Gray

**Cream Puffs**  
1 1/2 cups flour 5 eggs  
1 cup hot water 1/4 cup butter  
Boil the water and butter. Add flour carefully and mix thoroughly. Cook 5 minutes, cool slightly. Add eggs, unbeaten, one at a time, when the mixture is cooled. Beat mixture until smooth. Bake in hot oven 25 to 30 If used as dessert, fill with whipped cream or fruit whip. The latter is made by folding whipped cream into fruit pulp and sweetening to taste. Creamed meat or vegetable may be used for luncheon or supper in place of whipped cream.

**Apple Dumplings**  
The baking powder biscuit dough (2 cups flour, 2-3 cup milk or water, 4 teaspoons baking powder, 2 table spoons fat, 1/2 teaspoon salt) may be rolled into thin sheet, and cut into pieces for apple dumplings. One-half a large apple, peeled and quartered is enough fruit for one dumpling. Fold the dough over the fruit. Bake 30 minutes in not too hot an oven. Peaches or cherries are excellent when used the same way. Serve with whipped cream and sugar or a fruit sauce.

**Coffee Cake**  
Use a baking powder biscuit dough. Spread a thin layer of cream over the top. Stick small pieces of apples into the dough. Sprinkle with sugar and cinnamon. Bake in hot oven 15 to 20 minutes. A layer of sliced apples may be used on top. This will make the Dutch apple cake.

**Cinnamon Rolls**  
Add two extra tablespoons of fat to the biscuit recipe. Roll out dough to one inch thickness. Spread over surface one tablespoon butter, two tablespoons sugar, and half teaspoon cinnamon. Make sheet into tight roll. Cut in slices one inch thick. Bake in hot oven 15 to 30 minutes. Currants, raisins, nuts or pieces of apples may be used.

### HENS MUST BE WELL FED

**DURING MOLTING PERIOD**  
Many people ask how to feed chickens through the molt. They seem to feel that the system of feeding during this normal resting period should be different from that of the laying period. A layer of sliced apples may be used on top. This will make the Dutch apple cake.

The yearly molt is a very natural part of a hen's life. This is the time of the year when the hen ceases production in order to replenish her wardrobe and to store up renewed energy and strength for the next year of laying. During this time she is manufacturing a supply of feathers instead of eggs. Feathers and eggs are made up of somewhat the same material. The system of feeding then should not be different from one used for egg production. Milk should continue to be fed along with the mash and oystershell and grain should continue to be fed in order that the hen may store up surplus fat so that she can have fat to draw upon for the next year's production.

Cutting down in the feed will cause production to drop off. Any condition which stops egg production will cause birds to molt at this time of year. However, the causing of the early molting will not bring about a quick molt. On the contrary, those that molt early are usually long time molters. Those that molt late are usu-

ally short time molters. It is therefore most profitable to continue to feed for egg production and let the fowls go into their natural molt, rather than to try and control this in any way.—Southern Planter.

### WORLD COOPERATIVE EXHIBITION HISTORIC EVENT

The greatest cooperative exhibition ever held has opened its doors in Ghent, Belgium. The International Cooperative Exposition staged in the hall and gardens in which the World's Fair of 1903 was held, brings together representatives of thirty million cooperatives from forty different nations. It is actually showing the world that cooperation is actually at work successfully inaugurating a new social order which will grow within, in spite of, and against the exploiting capitalist world.

This remarkable exhibition will continue to September 15th. It has been arranged by a federation of Belgian cooperative societies in the most ideal spot possible. The hall is a tremendous palace and the grounds are full of fragrant flowers, well-kept lawns, and magnificent trees. Almost every known human necessity are on display. There are societies or departments of societies which concern them with the newly-born, with the feeding and clothing of the people, with the erection and furnishing of houses, with the education and amusement of people (there is a fully-equipped cooperative theater in the exhibition) with the encouragement of thrift by means of labor cooperative banks, with the curing of the sick and the provision of artificial limbs, with the spread of education by printing and publication of newspapers and with the recreation of the people at vacation homes in the country and by the seaside. The Exposition displays everything from sample shoes to ships, societies scattered all over the world and sealing was made by cooperative in 40 different nations.

The opening of the International Exposition marks the fiftieth anniversary of the founding of the Belgian cooperative movement. From the little cooperative bakery which Edward Anselme and a dozen poor fellow workmen started in the backyard of an inn fifty years ago, Belgian cooperation has grown to enormous proportions, a quarter of the Belgian population and furnish the backbone for the progressive trade union and political movements of the nation.

### COWS AND CIGARETTES.

The complexity of modern life is always a matter of absorbing interest. The dairy industry has entered fully into the modern scheme of things and today the cigarette smoker pays tribute to the dairy cow for his "smokes" are sealed with casein glue. Down in the everglades of Florida, tomato growers use a casein preparation in their insecticides to make the poison more efficient in killing bugs, and in California it is finding ever-increasing favor with the orchardists. In using this well-known product they pay tribute to the California dairymen and manufacturers. California made nearly \$650,000 worth of casein last year. In addition to the uses mentioned above, casein goes into buttons, a coating for paper, coldwater paint, shoe polish, soap, imitation ivory and insulating material.—Orchard & Farm.

### EFFICIENCY IN MARKETING.

A fine tribute to the efficiency of California Milk Producers' Association of Los Angeles is to be found in a recent issue of the Federal Department "Agricultural Cooperation" reports. This states that the \$5,000,000 business of the organization was handled at a cost of 1-1/5 per cent (one and one-fifth). Manager Tom Brice, along with President Ben Rhoades and Vice President George R. Frampton, have a right to be proud of this record. There are few organizations in America that can approach it.—Orchard & Farm.

**BRISTOL HOTEL**  
Under New Management  
Mrs. Ray Mack  
Popular Rates—Shower and  
Tub Baths  
Only four doors north of  
the Post Office  
Salina, Kansas. Phone 928

**DR. O. M. FRANKLIN'S NEW**  
One-Dose Blackleg Vaccine.  
The Originator of Blackleg Vaccine has a perfected and another equally important success in originating his One-Dose Blackleg Vaccine. A thorough-ly reliable vaccine at a low price. Only 10c per dose. In 10, 25, 50 and 100 dose bottles. Our special six dose syringe \$2.50. Free booklet on request.  
THE KANSAS BLACKLEG SERUM CO.,  
Livestock Exchange, Kansas City, Mo.,  
Livestock Exchange, Wichita, Kansas.

### KANSAS UNION FARMER WEEKLY EXCHANGE

If members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 5 cents a word per line; four or more insertions 4 cents a word. Count words in headings, 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.

### FARMS WANTED

WANTED to hear from owner having farm or unimproved land for sale. John J. Black, Chippewa Falls, Wis. 7-500

FARM WANTED FROM OWNER: Write immediately, Raymond Smith, Maplewood, Mo.

FARMS WANTED—by 800 buyers. Good particular. Cooperative Land Co., St. Louis, Mo.

FARM WANTED NEAR SCHOOL at spot cash price. Mean business. FULLER, Wichita, Kansas.

"Buy a share of Farmers Union Bank Stock"

### PROFESSIONAL SERVICES

VEIL MATERNITY HOSPITAL for confinement. Ethical, private, homelike, reasonable. Babies for adoption. 1111 Euclid Ave., Kansas City, Mo. 627

### TOBACCO FOR SALE

CHEMICALLY TESTED TOBACCO DUST eradicates round worms in poultry and stomach worms in sheep; also good for dust bath. Write for prices. Oliver Messmore, Morrill, Kansas.

YOU ARE READING this classified advertisement. What is just what thousands of other folks are doing. It's a great way to carry out your wants, to sell something, buy or exchange. Only four cents per word if ad runs 4 or more times to tell the story and certain to bring returns. If you try it you'll be sure of it.

### KODAK FINISHING

ANY ROLL DEVELOPED and 3 glossy prints, 25c (color); quicker service; better pictures. Victor Kodak Service, Lock Box 878, Kansas City, Mo.

### MACHINERY

FOR SALE GOOD 10-20 Titan Tractor, only 1000 hours. Also 200 acres. Also good as new John Deere 3 bottom 12 inch plow, \$350.00. P. W. Myers, Garnett, Kansas.

### FARM FOR SALE

FOR SALE—480 acres in Sec. 4, Twp. 23, Range 36, Grant county. Level sandy loam; 80 acres broke; no improvements. As fine a 480 acres as lay out of doors. 1000 ft. of water. One mile from school on county road, 6 miles southeast of Ottawa. C. M. Harter, Box 830, 24

### FEMALE HELP WANTED.

AMBITIOUS GIRLS—WOMEN—WANTED. Learn Gown making at home. Make \$25.00 week. Earn while learning. Sample lessons free. Write immediately. Franklin Institute, Dept. 3, 509 Rochester, N. Y.

### PET STOCK

THE WORLD'S LARGEST DOG KENNEL. We have for sale 1000 Alaskan sled dogs, automobile dogs, children's companions, farm dogs, stock drivers, pointers and retrievers. Also Big game Hounds and Coonhounds, Foxhounds, Rabbit Hounds and thoroughbred Hounds and Alaskan puppies. Satisfaction and safe delivery guaranteed to any point in the United States. Large illustrated descriptive catalog mailed free.

### ORANG KENNELS

Box 105, LaRue, Ohio

### FREE BOOK ABOUT CANCER

The Indianapolis Cancer Hospital, Indianapolis, Ind., has published a booklet which gives interesting facts about the cause of Cancer, also tells what to do for pain, bleeding, odor, etc. A valuable guide in the management of any case. Write for it today, mentioning this paper.

### OFFICERS AND DIRECTORS

Fred H. Quiney, Pres.; Guy T. Halverson, Vice-Pres.; T. W. Bosch, Vice-Pres.; W. T. Welch, Vice-Pres.; E. E. Gemmell, Cashier; B. F. Lodes, Assistant Cashier; E. H. Sudendorf and R. P. Cravens

### INSURANCE

Farmers' Union Member—Your own Insurance Company gives you absolute protection at lowest cost. Your own Company has greater resources, in proportion to insurance in force, than any other state-wide mutual company in Kansas. Your Hall Insurance Company is the biggest and strongest Mutual Hall Company in Kansas, and the lowest in actual cost.

### The Farmers' Union Mutual Insurance

Company of Kansas  
FRANK D. BECKER, Secretary  
SALINA, KANSAS  
C. E. BRASTED, President GRANT BLISS, Treasurer  
W. C. WHITNEY, Vice President CHAS. SIMPSON, Field Rep.

### FARMERS CLASSIFIED AD USE THIS FORM—IT SAVES DELAY

Mail This To  
**THE KANSAS UNION FARMER**  
Salina, Kansas  
Rate: 5 cents a word on single insertion; 4 cents a word each week if ordered 4 or more consecutive weeks. Minimum charge is 50c. Count Initials or Abbreviations as Words

### Fill This Please!

Your Count, of \_\_\_\_\_ Words  
No. Times to run \_\_\_\_\_  
Amount Enclosed \$ \_\_\_\_\_  
Place under heading of \_\_\_\_\_

(Your Name) \_\_\_\_\_ (Route) \_\_\_\_\_  
(Town) \_\_\_\_\_ (State) \_\_\_\_\_  
NOTE: Count your name and address as part of advertisement

## New Wheat Is Moving

LET YOUR NEXT CAR ROLL COOPERATIVELY—IT PAYS

FARMERS UNION JOBBING ASSOCIATION,  
106 New England Bldg. Kansas City, Mo.



## Department of Practical Co-Operation

**TO THE MEMBERS OF THE F. E. & C. U. OF A. OF KANSAS**  
Allow me to call your attention again that the Board of Directors have authorized me beginning July 1st, 1924, to remove from the mailing list the names of all those members whose 1924 dues have not reached the Secretary's office.  
C. E. Brasted, State Secretary

**UNION MEETING NOTICES**  
Notices of Farmers' Union meetings will be printed under this heading without charge. Secretaries should send in their copy at least two weeks before the date of the meeting.

The regular meeting of the Crawford County Farmers' Union will be held on the last Tuesday of each month throughout the year except when this date falls on a Legal Holiday.

**A. C. BROWN, Co. Pres.**  
**SILVERDALE LOCAL NO. 2051.**  
Silverdale Local No. 2051 meets every second and fourth Wednesday in the month at the Silverdale School House.

**J. F. Lewis, Sec.**  
**NEWBERRY LOCAL NO. 1922.**  
Newberry Local No. 1922 meets regularly, the first and third Monday nights of each month. The members make the union what it is. You help make it a success in every way by doing more than your part and attending these meetings.

**R. J. Muckenthaler, Sec'y-Treas.**  
**UNION LOCAL NO. 2019.**  
Regular meetings on the second and fourth Fridays of each month, at 7:30 p. m.

**Geo. Speed, Pres.**  
**Alice Kendall, Sec.**  
**CARLTON LOCAL NO. 1911.**  
Regular meetings on the 2nd and 4th Wednesdays of each month.

**Humbarger, Pres.**  
**R. J. Logan, Sec.**  
**CLEVELAND LOCAL NO. 364.**  
Cleveland Local No. 364, Neosho County, will hold their regular meeting on the third Tuesday of every month. Come out and boost. Don't stay home and kick.

**George J. Schoenhofner, Sec.**  
**PLEASANT VALLEY LOCAL.**  
Pleasant Valley Local No. 1789 meets every first and third Wednesday evening of each month.

**E. J. Kissinger, Pres.**  
**W. T. Flinn, Sec.-Treas.**  
**NEOSHO COUNTY QUARTERLY MEETINGS**  
The regular quarterly meetings of the Neosho County Farmers Union will be held in the I. O. O. F. hall in Erie, Kansas on the second Saturday of the following months: March, June, September and December.

**G. Clark, Pres.**  
**J. O. Foster, Sec.**  
**LIVINGSTON LOCAL NO. 1984.**  
Livingston Local No. 1984 meets regularly on the first and third Friday nights of each month at Livingston School House. A short program is prepared for each night.

**Clyde E. Wells, Sec.**  
**GIRARD LOCAL NO. 494.**  
Girard Local No. 494 meets in Union Hall over the Crawford County State Bank in Girard, Kansas on the second and fourth Tuesday of each month at 7:30 p. m.

**W. D. McClasky, Pres.**  
**Roy W. Holland, Sec.**  
**BROGAN LOCAL NO. 226.**  
Brogan Local No. 226 meets on the second and fourth Tuesday of each month. Visitors are always welcome.

**George Baumgartner, Sec.**  
**PRETTY CREEK LOCAL 1652.**  
Pretty Creek Local No. 1652 meets every first and third Wednesday of each month at the Haverhill School house. Come out. Don't stay home and kick.

**H. C. Mathies, Sec.-Treas.**  
**FONTANA LOCAL 1739.**  
Fontana Local No. 1739 will meet the first and third Friday nights regularly.

All members should be present.  
**W. A. Boze, Sec.-Treas.**  
**W. H. Syster, Pres.**  
**UNION VALLEY LOCAL 1679.**  
We meet every two weeks on Tuesday. All Farmers Union members welcome.

**Owen Hunsperger, Pres.**  
**L. M. Wagner, Sec.**  
**UNION LOCAL NO. 273.**  
Regular meetings on second and fourth Thursday of each month.

**Charles Crossard, Sec.**  
**GOODRICH LOCAL PICNIC POSTPONED**  
The Goodrich Local No. 2090 picnic has been postponed until August 29th.

**H. B. Cox, Sec'y**  
**STAFFORD COUNTY ANNUAL PICNIC AUGUST 29.**  
The annual picnic of the Stafford County F. U. will be held in Room 300, 2 miles southeast of St. John, Kansas, Friday, August 29th. A fine literary program. Band music—Basket dinner—Ball game and sports of various kinds will be the order of the day.

Everybody cordially invited to come and enjoy the day with neighbors and friends.

**W. J. Spencer, Co. Pres.**  
**E. E. Gard, Co. Sec.**  
**REPUBLIC COUNTY FARMERS UNION PICNIC**  
The Republic County Farmers Union picnic will be held at J. W. Kuhn, grove, in Belleville township Wednesday, August 20, with a basket dinner at noon. The program which will

consist of music, two baseball games and other sports and contests, will be arranged by the Grace Hill local. One of the state lecturers will address the meeting. Everybody come and bring your families.  
C. R. Bundy, Co. Pres.  
C. W. Hanzlik Co. Sec.-Treas.

**APPRECIATES FARMERS UNION INSURANCE**  
Farmers Union Mutual Insurance Co. of Kansas.  
Salina, Kansas.

Gentlemen:  
I received your letter and check for which I thank you very much. I have always been a booster for our own company and since I have had two claims settled so satisfactorily and promptly I believe, if possible, I am stronger than ever.

I also wish to say I think Mr. Simpson one of the fairest men to settle with I ever had the pleasure to meet. Again thanking you for your prompt and courteous service, I remain,  
Faithfully yours,  
Carl Williams,  
Rte 8,  
Paola, Kansas

**COUNCIL CORNERS**  
Local No. 1788 met at Council Corners in regular session Monday night August 4th. After the business meeting a short program was rendered as follows: "I'd rather be a Country Boy" by Raymond Albertson.  
"You'll have to change your mind" by "Sir Danny Smith."  
Mrs. Gertie Duncan  
"Abe Martin is back on the job again" by James Albertson.

The president appointed Mr. and Mrs. J. T. Gillenwater and A. B. Scott as a committee on entertainment at the next social hour.

Mr. and Mrs. I. O. Roberts and Donahd Scott were named as a committee to draft resolutions of sympathy for the children of A. M. Duncan.

Regular meetings held on the first and third Monday nights of each month.

**HONOR ROLL**  
The following secretaries of Farmers Union Locals have reported to the state office every member on their rolls paid up in full for the year 1924.

Bellview — 2042—John T. Anderson, Sec. 52 paid for 1924 — 100 per cent.  
Belmeister — 943 — Roy Hunter, Elkhorn sec. 24 members paid for 1924 — 100 per cent.

Athelstone Central—1171— Ralph Heikes, Wakefield, Sec.—12 members paid for 1924—100 per cent.  
Summit—1574—Mrs. Alice Ames, Madison, Sec. — 30 paid for 1924—100 per cent.

Pleasant Valley —1804 — Frank E. Erbert, Ellis, Sec. — 18 paid for 1924 — 100 per cent.  
Fairdale — 927 — Carl W. Mayer, Brewster, Sec. 13 members paid for 1924 — 100 per cent.

Rydal — 763 — G. S. Duncan, Beelleville, Sec. 31 members paid for 1924 — 100 per cent.  
Prairie College — 1227 — I. P. Bruening, Robinson, Sec. 29 members paid for 1924 — 100 per cent.

Catherine — 854 — Wm. R. Stanb, Sec. 7 members paid for 1924 — 100 per cent.  
Hays — 1130 Mrs. Everett Alquist, Sec. — 76 members paid for 1924 — 100 per cent.

Sylvan Grove—1555—J. A. Reichardt, Minneapolis, Sec. — 11 members paid for 1924 — 100 per cent.  
Point Lookout, 1072, Jno. Hoffhines, Esbon—all members paid for 1924—100 per cent.

Neutral, 308, John Castello, McClure — 11 paid for 1924—100 per cent.  
Independence, 1419—Hugh Winslow Sec., Wellington, Kans.—19 paid for 1924—100 per cent.

Walnut Grove — 1308—Robert J. Meyer, Girard, Secretary—100%.  
Victor—1516 — W. G. Harris, Burton, Secretary, 5 members—100%.

New Hope—1584—S. Tibble, Cedar Point, Secretary, 8 members—100%.  
Gem—1689—G. E. Weir, Pittsburg, Secretary, 10 members—100%.

Survey — 34 — Grant Bliss, Woodstock, Secretary, 9 members—100%.  
Star—381—Willis J. Billings, Linn, Secretary, 6 members, 100%.

Olive Hill—1120—A. F. Braun, Clay Center, Sec.—36 members, 100%.  
Coin—1657—S. M. Beason, Orion, Secretary—7 members, 100%.

Bushong — 579 — H. C. Harder, Dunlap, Secretary, 10 members, 100%.  
Hunt — 1107 — J. L. Kong, Corning, Secretary — 19 members 100%.

Santa Fe—1717—Marion Johnson, secretary, Lyons. Thirteen members—100 per cent.  
No. 5—761—Clarence W. Smith, Secretary, Phillipsburg, six members—100 per cent.

1808—Maple Grove—Howard Timberman, secretary, Hepler, Five members, 100 per cent.  
1935—Kaw Valley — Jerome Van Hale, secretary, Belvue, 10 members, 100 per cent.

1699—Highland—Roy L. Lee, secretary, Paola, 80 male members, 56 female members, 100 per cent.  
1884—Prospect, Martin Rohe, Jr., Secretary, 29 members, 100 per cent.

Frairie Star—1845—E. W. Podlana, secretary, Wilson, 15 members, 100%.  
Herynk 1427—Henry Eden, Sec. 13 members, 100%.

100 %.  
District No. 32, Local No. 1185, Will H. Rindia, Clay Center, Sec. 100%. 6 members paid 1924.

**MAYETTA SOME PICNIC YOU BETTA**  
When the Great Designer laid out a playground and looked for a place to put it, he showed a keen insight into the future when he picked out the spot known as Tutts Grove northeast of Mayetta. Trees and grass together with a little creek nestled down in a little flat make an ideal place for picnickers. Two years had rolled by since I met with the Union folks at the picnic. August the seventh and eighth were the days chosen this year and the weather was very favorable with the exception of a little flurry of clouds on the second day.

The Holten band furnished the music which was very pleasing, and which started the first days program off with the proper spirit.

Professor Vanlice was master of the day and in a pleasing manner made the announcements as the program was carried to a successful conclusion. The mixed quartet from Mayetta did justice to the Farmers Union in singing selections especially adapted to the Union and the Hackney Harmony Hounds of Hackney can well feel complimented by having their songs sung to three or four thousand people who gathered in the shade of the beautiful trees and listened to the charming melodies. My part of the program followed the singing and I raved on for more than a half hour to a group of the best natured people that ever sat and listened to the chirping of a Farmers Union Lecturer.

The pillow fight which was staged by the boys consisted of two boys astride a pole five feet from the earth, each armed with a pillow at the signal the two engaged in mortal combat until one was knocked over and he lost his balance, the one remaining winning the fight.

The chicken race showed the kids that it takes more to catch a chicken of the feathered variety. The older boys seemed to be able to slip up on a chicken but they realized possibly that it takes a lot of wind to win in the race for the prize. I want to say right here that of all the gatherings at farmers picnics that I have attended in the last three years that at Tutts Grove this year had the greatest number of pretty girls that it has been my pleasure to see. Even the ladies that had grown older were still good looking and I cannot understand why John Colman is still a bachelor.

The wild hog that was turned loose was a great foot-catcher and stepped off a mile or more because of previous training. The young man that captured him earned the five dollars offered as the prize for the capture and crating of the denizen of the hoglot. Horseshoe pitching has been reduced to a science and it is no uncommon thing for the crooked iron to all be hung around one stake.

The Kearn Brothers carried off the second day prize. A club has been organized and he that thinks he can twirl the iron had not better boast too loudly lest he be challenged to play for stakes ranging from cigarette papers to diamonds.

The ball games were clean games. The Mayetta Indians winning the game both days. Several real artists played were made by both sides and a real crowd of sports witnessed the games.

The evening was spent in witnessing a free show of athletic stunts such as balancing, hand springs, flip-flops and a little stunt of crawling thru steel rings by a little lady. Doll racks, wheels of chance, merry-go-round, pop stands, amusements, races and a wrestle were the fittings of the usual variety worn at a picnic.

The Colored Boys from Valley Falls furnished the music for the dances in the evenings. The young folks were a little backward about starting to dance but when they did go they went their best. Sambo sang as the orchestra played and the tune of "It ain't no use to rain no more" almost convinced the crowd that it was a fact as none disputed the singer.

Four men were made responsible for the success of the picnic. The concessions were let, the music hired, the platform built and it was up to these men to get their money out of the picnic or they were the losers. It is safe to predict that the made concessions and possibly wages for themselves. The picnic was a success and all were satisfied that their time was well spent and especially those who heard Mrs. W. P. Lambertson speak on the second day. Some were of the opinion that Mrs. Lambertson could beat W. P. as a speaker and although many were disappointed when it was learned that he had sent his wife as a substitute.

The Farmers Union elevator has never failed to make money enough to pay interest and some rebate since its was started. The Local Unions are on a par with the Union Locals of other places in Kansas. The fight is to the finish and the Union can rely on the members around Mayetta being in the ranks when the white flag is run up by the enemies of cooperation.

**M. O. GLESSNER.**  
**WHO ELSE COULD STAND IT?**  
The Census Bureau reports that there are now in use in America, as shown by the license figures of the forty-eight States and the District of Columbia, 15,232,658 automobiles—cars and trucks.

It is safe to say that each automobile engine displaces two horses. This does not mean that, if there were no automobiles, there would be in use in the United States 80,000,000 more horses than are employed at present,

for it is doubtful whether there were ever so many horses used in this country; but it does mean that several million horses have been actually displaced.

The country doctor and the country lawyer no longer have their one-horse buggies. The country gentry no longer have their coaches and pairs. The great express companies and packers no longer use their teams of Percherons that were wont to delight those who enjoyed the sight of power. All these are relics of a by-gone age; and, as each disappeared, the farmers' market was restricted; he had less customers for his products.

It is probably, therefore, that the actual losses in employed horses run into the millions, probably not less than twenty and, if that be so, forty million acres of farm land now will have to find some use that was not foreseen in the horse age.

To give an idea of the immensity of this curtailment, it is as if farm lands, more than twice the extent of all cultivated areas in Virginia, were to be withdrawn from agriculture. What other national business could stand such curtailment?

Much also is being written about the curtailment of the farmers' market by reason of the prohibition amendment, the ethics of which, we are not discussing. It is certain that licensed distillers and brewers were in the habit of using approximately two and a half per cent of the country's grain crop—and that was in addition to the huge amount used by illicit distillers. To what extent illicit distilling has in recent years utilized the grain that formerly was used legally, no one can say; but it is certain that the moonshiner, despite his apparent activity, does not use any large proportion of the grain that was bought for legalized liquor-making. Certainly the market has been curtailed by 50,000,000—probably by 75,000,000 bushels.

As the average production of corn per acre is about twenty-five bushels, the displacement indicates a further loss of a market for an acreage of several millions.

Could any other industry stand such a drain?

Is it any wonder that several million farmers have forsaken their lands?

Is it to be doubted that millions more will leave?

Is it any cause for surprise that banks by the scores, even by the hundreds, located in strictly agricultural sections, have been forced to close?

These questions give rise to another, the most important question of all—does it seem possible that a government supposed to be "of the people, by the people for the people" do nothing to alleviate this distress?

There are two great classes of employers—industrial and agricultural. Both classes are benefitted by having a plentiful and not too costly supply of labor; but there is a difference between them.

The industrial employer is generally protected by a tariff, and is almost invariably aided either by membership in a big trust or by some close connection, on an agreement basis, with the controlling factors in his line. If wages are high, he can add the costs to his production items and pass the burden to the consumer.

The farmer is not so happily placed. He is to a large extent a world price taker; he lacks anything approaching a thorough organization; he has to take what is offered for his products. This is why the restrictive immigration law bears so heavily on the farmer. The Southern Planter has been urging, and shall continue to urge, a discriminatory and intelligent act instead of the unthinking and indignant inactivity act which is now on the federal statute books.

In the listing of employers, the railroads were purposely omitted. They are amply protected by the Esch-Cummings act, which this paper believes should be absolutely repealed or radically amended.

In fact, everybody is protected—everybody except the farmer. And, when the farmer talks co-operation for his own protection, the yelling chorus of special privilege howls about cornering the food supplies of this glorious republic.

The farmer has stood much—how much more can he stand?—Southern Planter

**WILL THE FARMERS BITE?**  
According to the Press-Reports now current in the daily papers a plan is being worked out whereby the farmers of the Nation are supposed to be taking over five of the great grain corporations in Chicago.

On the surface it would appear that the five Grain Companies to be taken over consist of great storage facilities and a string of country elevators; then again in the press reports of this week, we see that 36 other grain firms of the Northwest propose to sell, to the five Grain Companies, 22 Minneapolis Terminals and 12 Duluth Terminals and are making the offer to sell to the same group who purport to represent the farmers of the Nation. It is understood that the price to be paid for the five merging firms amounts to \$28,000,000, and the price or the 38 other large sets of holdings has not yet been divulged.

I am certainly surprised to see the extent to which spokesmen of a farm organization will go in the consideration of a deal which can, in my estimation, only result in a complete and disastrous failure for their organization. Many unsuspecting farmers will be caught in the lure of a game in which all the cards are stacked.

According to press reports, O. B. Bradfield, president of the American Farm Bureau Federation, with his colleagues have already incorporated a grain sales corporation to take over the five big Chicago grain firms, one of which is the Armour Grain Company.

The best information I have on the scheme leads me to believe that the

proposed taking over of these great corporations in the name of the farmer of the nation will constitute a gigantic conspiracy with a three-fold purpose: The first one being an evasion by the big grain companies of the anti-trust laws. The second being the extracting of huge sums of money for shares in the corporation from unsuspecting farmers of the nation, who have a loyal attitude toward all armer efforts. The third being that all the grain possible will be handled through such a corporation and large profits made on same. How can the farmers of the nation who have nothing to say about the control of such a corporation participate in the profits?

If we may understand correctly the reports already at hand, the corporation in process of formation to take over the five big grain companies, and possibly the thirty-six other grain companies will issue two classes of stock: One class to be for the full purchase price of which, no doubt, several millions are absolute water and will be held by the owners of the present firms and this stock is only to be retired as the farmers buy the other class of stock and pay their good money for it. Thus it would appear our present impoverished condition that it could never be possible for us to take over but, even though values were properly arrived at, and we would be at the mercy of those who controlled the stock, listed for the purchase price of the holdings.

Safe and sane farm leaders of Colorado are much concerned over the proposed merger and will use every effort to safeguard the welfare of the farmers in this state against any unmerited stock selling scheme or any other plan of exploitation practiced in the name of the farmers.

**T. E. HOWARD, in Colorado Union Farmer.**

**DILLONVILLE A MODEL CO-OPERATIVE.**  
The new Co-operative at Dillonville keeps accounts with its 400 members but, every member of the society like a bank in which \$4,000 savings are invested and credit is given only up to a certain figure, and never given on the original share. It is doubtful if anywhere in the country can be found a more perfect cooperative society serving every possible need of its members. Organized some sixteen years ago in this little mining town among the beautiful green hills of Southeastern Ohio, with only a handful of Bohemians and \$300 capital in a small building in a back street, it now boasts a block of buildings, four stores, three branches in other nearby villages, a large hall, store rooms, property worth \$32,704.

The business amounts now to \$544,000 a year. The society rents office space to the Bank of Dillonville, but the private banker has recently suggested that the society buy his business. Also, the Wheeling and Lake Erie Railroad rents one of the block for its ticket office and waiting room. The railroad has not yet offered to sell out.

The three cooperative stores are models of neatness, with every comfort for the members, and elevator service to the fine furnishing department upstairs.

On the stage in the hall, which is used frequently by the entire community, is a big sign which reads: "Co-operation Means Saving."

That's Why We Grow!  
Dillonville, Bradley, Pipey Fork, Ramsey.

Probably there are not many places in the United States where Co-operation has permeated the whole town as it has in Dillonville, but there is no reason why American-born as well as others cannot duplicate this splendid example if they really want to.

Excellent management and a faith in the principle of Co-operation have made the Dillonville, Co-operative Co., a bright and hopeful spot to turn to for encouragement.

This is a place where our 100 per cent Americans can learn something from 100 per cent Co-operators.—Co-operation.

**YOU AND YOUR CONTRACT.**  
A contract, or written agreement, is the basis for the American method of doing business. A man of affairs is not content to do business on loose, verbal promises of his business colleagues, or their whims and fancies, but demands a written understanding of terms and conditions, even with respect to minor details. He in turn expects his colleagues to exact the same requirement from him.

This principle of the "written word" is so well understood and accepted in business and among business men as to cause no comment whatever. It is not a matter of suspicion, distrust nor doubt, but a matter of plain business.

Before a manufacturer begins a season's production he always has written orders or contracts from a part of his prospective clients so that he may govern his operations accordingly. When a concern rents a business house or employs an executive, there is a contract entered into. In the case of a business house a lease, which is really a contract, is made, instead of merely taking the word of the landlord as to time, condition and terms. Only in this way can business be conducted free of chaos and confusion.

A contract is also the cornerstone of cooperative marketing, but dissenters and enemies have fostered a prejudice against it, as something through which the individual gives up his independence and freedom of action. Freedom and independence of action have been the ruin of farmers and opened up avenues of exploitation for predatory speculators that are shaking agriculture to its very foundation.

A contract is the protection of the individual business man against dishonest or irresponsible colleagues or clients, and the cooperative marketing agreement or contract is the protection

of an honest and loyal individual member of an association against the "welcher," "quitter" and "dumper."

Loyal members of an association want to see the contract, which is their protection, enforced. They can help to secure its enforcement by reporting all "dumpers" and helping the organization in the collection of damages.—Southwestern Wheat Grower.

**JULY RECORD IS HIGHEST**  
Receipts at Kansas City of Wheat Establish New High Mark.

**KANSAS CITY.**—July receipts of wheat here totaled 14,615 cars about 19,590,000 bushels and established a new high record, according to figures announced today by the secretary of the board of trade. The wheat was worth more than \$20,000,000.

The former record was 14,410 cars in July, 1921. Receipts last July were 6,578 cars. The July average for the last ten years is 7,562 cars.

According to grain men, keen competition for the initial offerings from the new crop at the highest prices in about three years and good transportation facilities have been factors in the record marketing. A large amount of the wheat has been placed in storage here, elevator stocks showing an increase of more than 3,000,000 bushels this month while the rest was taken by mill buyers and shippers.

Grain interests declare that the big receipts seem to confirm the belief that the Kansas crop is much in excess of the official estimate of 130,000,000 bushels, made early in the month.

According to the July official figures for the four states from which wheat is extensively marketed in Kansas City, Kansas, Nebraska, Oklahoma and Colorado, produced 247,000,000 bushels of wheat this year's, more than 50 per cent in excess of last year's crop.

With a crop 50 per cent larger and prices 30 per cent higher than a year ago, the wheat crop in the four states will sell for more than twice as much as last year.

**SPUDS ARE GIVEN NAME**  
"Louisiana Pride Triumphs" is the name chosen by the Louisiana Irish Potato Growers Cooperative association for the carefully assorted and packed potatoes which it proposes to market this season. The headquarters of the pool are at Baton Rouge, La.

**THE DAIRY BUREAU LAUNCHED**  
Dairy people of California are particularly gratified at the passage by both Houses of Congress and the signing by President Coolidge of the Dairy Bureau Bill. This measure puts the present "Dairy Division" on a footing with the Bureau of Animal Industry, of which it is now a part. An industry which last year produced \$2,565,377,000 in agricultural wealth is certainly worthy of a bureau status. A Californian by adoption, E. H. Rawl, deserves the credit for the idea and expenditure of energy which led to the making of this progressive law, though he would be the last to claim it. Rawl was formerly Chief of the Dairy Division and is now assistant general manager of the Golden State Milk Products Company. California dairy people generally are hoping that Dr. C. W. Larson, chief of the Dairy Division will be advanced to head of the new bureau—Orchard & Farm.

**MORE THAN THIRD OF HOGS.**  
More than 36% of all the hogs sold on the St. Joseph market in the first half of this year were handled by the Farmers Union Live Stock Commission, Manager C. F. Emmert reports. Twenty-four other commission firms operated on that market. In the six months, the Farmers Union house handled 6,100 cars, compared with 6,390 cars in the corresponding period last year, a decrease of 190 cars. This decrease is explained by the fact that the first half of 1924 showed a falling off in receipts at the St. Joseph yards of 100,010 hogs and 2,567 cattle, compared with the first half of 1923. Because of the smaller volume handled, the savings made by the Farmers Union house also showed a slight decrease in total, or \$67,980.46 this year, against \$71,598.70 last year.

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