



THE KANSAS UNION FARMER

Organization

Co-operation

Education

NUMBER 43

VOLUME XVII.

SALINA, KANSAS, THURSDAY, JUNE 4, 1925

Field Service Ranks With Sales Service

Cooperative Marketing Must Be Taught, Not Merely Preached. Members Need More Than "Complete Information." Maximum Operating Efficiency Is Not the Whole Solution to Low Market and Membership Trouble. The Field Service Is Your Buying Department.

A cooperative marketing association is a merchant and performs all the functions of a commercial merchant, save profit making. In addition, it has certain special functions peculiar to a non-profit cooperative association.

A commercial merchant rates his buying department as equal in dignity and importance with his selling department. In fact, buying comes first, and no matter how efficient the selling department may be there can be no permanent and satisfying results unless the buying department is also efficient.

The field service department is the buying department of a cooperative. Through it, new delivering members are obtained and old members have nothing to sell.

Many new cooperatives have neglected to install properly organized field service departments. Through the organization campaign emphasis has been put on selling, with the unspoken assumption that the job of buying for the contract period was finished when the members signed the contract. Later, when many members failed to deliver, and others became dissatisfied, there has been an awakening to the importance of membership service.

An Old Fallacy Exploded
Doubtless one reason for failure to appreciate the importance of field service is the old fallacy: "Render service and the members will be satisfied." That is not true. Certainly it is not true during the early life of a cooperative with a large membership. Many members do not know what constitutes "good service" by a cooperative, and many others are too impatient to wait for results.

Whatever may be the cause, it is undoubtedly true that most cooperatives neglect to provide an adequate membership or field service until the mutterings of discontent and an obvious low morale warn that something is wrong. When these signs appear, many cooperatives have made the mistake of thinking they were due to special causes, to errors of administration, to delays and other incidents which would not happen again, and so have gone on patiently waiting for conditions to cure themselves. But they never do.

In many other cases, efforts have been made to restore morale by spasmodic campaigns, patterned closely after the methods of organization campaigns, with much fervid oratory and appeals to the emotional loyalty of members. Results of such efforts are always temporary.

The only cure for membership troubles, and the only safeguard for permanent growth and stability of a cooperative is an adequate and properly directed field service department.

The functions of such a department are important and varied. They include everything that has to do with the relations of a member to his association, and may and should include the relations of the association to the general public, for the latter have a vital bearing upon the state of mind of the members.

Above all, field service must be educational. Propaganda has its place and its use, but when a cooperative begins to operate it must rely less and less upon propaganda and more and more upon education for holding the loyalty of its members and getting new members.

First of all, provision must be made for keeping members informed concerning the work and accomplishments of the association, with particular reference to the affairs of the individual members. Printed reports in the association newspaper and occasional speeches by association officers are valuable and necessary, but not sufficient. Unfortunately, all members do not read their association papers, nor do all of them attend public meetings. Even those who do read the reports and go out to hear the speeches do not get from these sources all the information they may want and are entitled to have concerning their personal business with the association. A member with an inchoate grievance relating to weight, grade or payment is rarely willing to intrude his troubles on a speaker at a public meeting and often cannot find a satisfactory answer in his paper. He should have convenient access to some sympathetic and informed representative of the association.

Checking False Reports
Evil rumors we will have with us always, I fear. They are harmless, and may often be turned to good account, if properly dealt with promptly. But essential delay in making settlements, if allowed to go unanswered they tend to the appearance of verity, and undermine the faith of even good men. Such reports usually appear first in out-of-the-way places, but spread rapidly to all parts of the territory. It is a function of field service to have close and intimate contacts with all parts of the territory that such things may be quickly discovered and adequately dealt with.

I fear that often the responsible officers of a cooperative, themselves, so familiar with all the affairs of the association that even important details seem commonplace, do not realize

that of their neighbors may cause them to deliver for a time; fear of the courts may prevent open violation of contract for awhile, but even while so restrained they are a weakening and disorganizing influence.

It does not solve the problem to say that these men are ignorant or crooked or natural born trouble makers. They may be all these things, but what then? They are too numerous in every cooperative to be dismissed in any such way.

The real trouble with these men is ignorance. Not necessarily illiterate or lack of knowledge in every day affairs, but ignorance of the high aims and purposes of cooperative marketing. "Dumping," "merchandising," "stabilizing prices," "splitting the difference" are merely words and phrases which they have no more to do with the work of a cooperative than with the business of any other buyer of crops.

The remedy is education. To apply that remedy is the inescapable duty of cooperatives.

Cooperative Marketing Must Be Taught, Not Merely Preached.
Therefore, as a part or function of field service, cooperatives must carry on definite and continuous education, as well as members. The National Council is now preparing to aid its schools as a part of its field service work.

While major emphasis has been put on selling by the cooperatives, we must not overlook the importance of production. Every cooperative should have a carefully planned production program, and it must rely upon its field service department to carry that program to its members.

There is no ready made plan for field service organization, and yet each cooperative must study its own membership problems and adopt a plan suited to its needs, but the fundamental points of field service are becoming more and more clearly understood, and much progress is being made in standardizing a marketing program of cooperative marketing.

The National Council, established and maintained by 33 state and district cooperative associations, handling products for 620,000 farmers, is certain to have a program of service for the EN-TIRE commodity marketing movement.

- 1. Its service, available on request, includes aid and counsel of every description.
- 2. Legislation affecting the movement.
- 3. Protective measures.
- 4. Field Service.
- 5. Cooperative education.
- 6. Washington departmental service.
- 7. Organization of cooperatives.
- 8. Aid for official organ.
- 9. General publicity.
- 10. Special services.

FARM GROUPS UNITED FORCES TO PUSH PLAN

Program For Equalizing Agriculture with Industry Is Adopted.

More than 300 delegates representing twenty-five farmers' organizations attended the conference last week in Des Moines by the Iowa Farmers' Union for the purpose of adopting a definite program to equalize agriculture with industry.

Three working policies were agreed upon:

- 1. Recognition of the principle that cost of production plus reasonable profit is necessary to the success of any industry.
- 2. Indorsement and support of the principle of cooperative marketing.
- 3. Creation by Congress of an "export corporation" to handle exportable surpluses of American farm products.

A council of twenty-five representatives of the various farm organizations was appointed to carry out the program.

Many Organizations
Although the meeting was called by the Farmers' Union, it was in no sense an exclusive Farmers' Union meeting. President Charles S. Barrett declared that "because of its long and successful career, the Farmers' Union is perhaps the best fitted to lead a campaign for economic justice for those who provide the nation with food."

"However, if there is any other farmers' organization which can demonstrate its capability for leadership in this field we are willing to follow."

As a result of the two-day meeting, a farm federation was formed for the farmers' organizations of the corn states which will have the same purposes and objects as the recently organized Colorado Federation of Farm Organizations.

The text of the resolutions adopted at the meeting is as follows: "American agriculture finds itself in an impossible position at this time—a position which is constantly growing more grave and which menaces the very existence of agriculture."

Other Factors Powerful
"On the one hand the farmer is flanked by the powerful organized forces of industry which are doing business from behind the highest protective tariff wall ever erected by Congress, and by the equally powerful and largely the arbiters of their own wage schedules and working conditions."

"On the other hand, while carrying

the burdens forced upon them by those powerfully organized groups, the farmer must sell his surplus commodities such as wheat, corn, beef, cotton, etc., in competition with the peasant and poor farmers of the entire universe."

"And we submit that those who say that this situation will work out its own solution are either ignorant of the fundamental facts involved, or are deliberately dealing in a sophistry that is little short of criminal."

"We do not ask that industry shall face the future without the aid of a protective tariff, for we realize that it is needed to equalize the difference in wage scales and other factors between the United States and Europe. Nor do we ask that labor shall face a generous living standard to the detriment of the family—but what we do ask is that these great factors shall be fair, that they shall be willing to do unto the farmer as they would be done by and vouchsafe to him such a price for the products of his soil as will assure to him production cost and a reasonable profit."

Export Law Favored
"And to bring about this objective, we hereby reaffirm the action taken at the St. Paul conference last summer, and earnestly petition the sixtieth Congress to enact an export corporation law, to the principles of which all of the great political parties recently pledged themselves in the solemn campaign, and through which the farmers of this country may protect themselves against world prices frequently far below their cost of production."

"In making this demand, we are not asking for a subsidy or for special privileges—we are merely asking that Congress equalize the burdens which rest upon the farmer at this hour and from which he is not responsible and from which, in his present unorganized condition, he cannot escape."

"Nor do we ask that Congress shall maintain the present export corporation law longer than such time as will enable the farm organizations of the country, through their various commodity contracts and by other cooperative agencies, to take this burden off its hands. And to the extent of its power, we want the fulfillment of this purpose, especially to the cotton growers of the southern states and the various commodity organizations who join hands with those of us who live in the grain belt to the end that henceforward we may fight our common battles standing shoulder to shoulder."

Support Pledged
"In this connection, we heartily commend the American Council of Agriculture in the dying hours of the Sixty-eighth Congress, and congratulate it upon having obtained a favorable report of the creation of an export corporation of the agricultural commodities of both Houses, and hereby pledge to the country our hearty moral and financial support."

"We repeat that we are not asking for special privilege—we ask only that those who dwell in the town and the city shall not demand a so-called American standard of living, while they force upon the nation farms the living standard of the peasant and the poor in the four corners of the earth."

"Nor do we ask that those who live in the towns and the city can afford to deny this plea of the farmer in their own minds, for the mills and the factories to operate on a full time basis unless the aforementioned 40,000,000 people of the farm are sufficiently prosperous to absorb their full share of the output of these mills and factories."

Security Is Menaced
"Nor can the railroads of this country hope to operate successfully and profitably, unless they can haul merchandise back to the rural districts as well as grain, livestock and produce away from them."

"And to labor we would say that in the present pitiful condition of agriculture, the security of the country is menaced for two reasons: first, because, as we have said, our great industries cannot hope to keep labor fully employed, unless the farmer's buying power is restored; and secondly, we desire to remind many thousands of farmers, despairing of making a living upon the farm, have sought employment in our great industrial centers; and unless this movement from the farm to the city is arrested, the time is not far distant when soup houses and bread lines will be the final answer."

"In speaking of the distressing condition of the farmer, it is only necessary to refer to the thousands who have lost their farms under the sheriff's hammer since the close of the World War and to the hundreds of country banks which have been closed since that time."

"We also desire to say to the members of Congress that we do not welcome any further government activity in the realm of farm organization, for this is a matter that farmers must work out for themselves. It is a task that cannot be successfully delegated to government employees."

Trade Has Come
"And finally in these premises we desire to say to the farmers of this country with all the earnestness and solemnity at our command that the hour has come when our farm organizations, large and small and of every character, should federate themselves together in such a manner that

henceforward agriculture may speak with one voice and with one leadership, in Congress and elsewhere. "And in accomplishing this end we do not ask that the identity or official personnel of the different organizations be disturbed in the slightest degree—we only ask that there shall be an end to the discord and division which has so long characterized our various organized groups and which has enabled our enemies to tauntingly state that we do not know what we want and that none of us are in position to speak with authority. And we hereby state it as our belief that any leader, whether national or local, who opposes such a unification of agriculture from this time forward will do so at his peril."

"These things we ask, to the end that agriculture may live, and that in living the perpetuity of the great Republic of Washington and Lincoln may be assured."

Officers Elected.
The permanent committee held a meeting at the close of the conference and selected William Hirth of Missouri as its chairman. The members of the permanent committee and their organization which they represent are: William Hirth, Columbia, Mo., Missouri Farmers' Association, chairman; A. C. Davis, Little Rock, Ark., Farmers' Educational and Co-operative Union of America; Charles E. Webster, City, Ia., National Corn Growers' Association; D. E. Hearst, Des Moines, Ia., Farm Bureau Federation; Thomas E. Cashman, St. Paul, American Council of Agriculture; C. O. Talbot, Forbes, N. D., Farmers' Equity Union; A. W. Ricker, Minneapolis, National Producers' Alliance; James F. Mullaney, Kansas City, Mo., National Union of Farmers; James Manahan, St. Paul, Equity Co-operative Exchange; John Tromble, Salina, Kansas, Kansas Farmers' Union; Milo Reno, Des Moines, Iowa Farmers' Union; J. W. Battellor, Mission, Mo., South Dakota Farmers' Union; Albert Fick, Stanton, Neb., and H. G. Keeney, Omaha, Nebraska Farmers' Union; D. M. Guthrie, Maresa, Ill., Illinois Farmers' Union; C. B. Stewart, Lincoln, Neb., Nebraska Farm Bureau Federation; Ralph Snyder, Topeka, Kansas, Kansas Farm Bureau Federation; J. F. Reed, St. Paul, Minnesota Farm Bureau Federation; Ralph W. Smith, Newton, Ia., Iowa State Grange; John F. Sullivan, Chicago, Chicago Milk Producers' Association; Fred Bloss, Ottumwa, Iowa, Iowa Dairy Marketing Association; Ed Orwood, Watertown, S. D., South Dakota Producers' Alliance; Clyde Bechtelmeier, Waterloo, Iowa, Iowa Co-operative Creamery Association; Elmer Crouthamel, Boone, Ia., Farmers' Elevator Association of Iowa; Oscar Barkeim, Lakota, Minn., Minnesota Farmers' Union.

BETTER MAIL SERVICE
A letter, postcard, parcel, or newspaper, entering the mails is simply a piece of mail. If, because of inadequate or incorrect address, mail is returned to the sender, it is a piece of mail that is not delivered. If, because of inadequate or incorrect address, mail is returned to the sender, it is a piece of mail that is not delivered. If, because of inadequate or incorrect address, mail is returned to the sender, it is a piece of mail that is not delivered.

Department of Questions and Answers

Are Farmers Selling Their Crops Below Cost of Production—What Is the Status of Mormonism in Utah and Elsewhere—Is There Public Land to be Opened For Settlement—Was Jonathan Davis the First Democratic Governor of Kansas—What Part of the Price of a Package of Cigarettes Goes to the Government.

It is no light job to undertake to answer any question that any one of thirty or forty thousand people wants to ask but I am not yet ready to lie down on the job. Some of my replies may be a little weak and some may be a little strong but in some way every question will be answered. Only thing I ask is that I shall not be called on to debate more than two or three controversial matters in any one week. Send your questions directly to W. C. Lansdon, Room 432, Investment Building, Washington.

(2) Will organized labor by constant agitation for higher wages prevent justice to the farmers?

Answer. I think not. Farmers always get the highest prices for their crops when high wages permit the working men to buy all the food that they need for their families. Anyway, why worry over the wage workers' ability to look out for himself. He gets what he wants when he wants it by organizing and using his power. Unorganized farmers should be last persons in the world to criticize the results obtained by organized labor and organized farmers should be the next to the last to complain. Whatever advantages workingmen have they have organized and fought for. The same course is open to the farmers who have even greater power if they will once get together and use their strength.

J. M. S. Miltonvale. (1) What was the total amount of appropriations made by the last session of the Kansas legislature?

Answer. The last session of the legislature appropriated \$18,027,497.74 for state expenses for the two years ending June 30, 1927. This was the largest sum ever appropriated by a Kansas legislature and exceeded the figures of two years ago by \$1,280,017. Most of the increase will be used for new buildings at the state educational institutions.

J. R. A. Oakley. Was Jonathan Davis the first democrat ever elected governor of Kansas?

Answer. No. George W. Click defeated John P. St. John along in the early eighties. George Hodges beat Arthur Capper in 1912, and as you know Davis was elected in 1922. We have also had a couple of populist governors, Neb., Minn., La., at about 1892 and John W. Leedy who was governor during the Spanish American war. None of these men were re-elected. Kansas has been in the Union just sixty five years on January 25, 1925, and during that time the republicans have controlled the state for fifty six years and its opposition has been in charge, all told, only ten years.

S. S. C. Caney. How far from the post office will a special delivery letter be sent?

Answer. The post office department says that the special delivery service is the prompt delivery by messenger during the prescribed office hours to persons who live within the carrier limits of a city or delivery office or within one mile of any post office, or to patrons of the rural service who reside more than one mile from the post office but within a mile of a rural route.

M. M. M. Bellot. What part of the price of a package of cigarettes goes to the government?

Answer. The government gets an average of about six cents for every package of cigarettes sold for fifteen cents in this country. The man who smokes one package of 15 cigarettes daily pays the government \$22 in a year.

DAKOTA GOVERNOR STUMPS STATE FOR CO-OP MARKETING

Carl Gunderson, governor of South Dakota and one of the original organizers of the South Dakota Wheat Pool, recently took the stump for a series of four addresses in various parts of the State in behalf of cooperative marketing. Everywhere he told farmers that the cooperative method is the key to future agricultural welfare and is a present necessity. Governor Gunderson first gained national recognition for his cooperative marketing efforts when he became a member of the Lowden Wheat Committee in 1924.

"I am not thinking so much about the grown people as I am about the little folks," he said. "It is for them that we must pave for future agricultural and industrial opportunity. Cooperative marketing opens the way to those opportunities and it is up to us to organize and prepare to meet them for our children the same as we have met them for ourselves."

Speaking directly to members of the South Dakota Wheat Growers Association, of which he is a director, Governor Gunderson placed responsibility for the success of the wheat pool directly upon the shoulders of the individual members. "If cooperation fails in the state of South Dakota you are alone to blame," he said.

M. A. H. Colby. (1) Will not the increase in wages of congressmen, post office workers and other government employees affect the pros-

The Countrywoman

CHILD MANAGEMENT

By Dr. D. A. Thom

Good Habits May Be Taught
Tendencies toward thinking and acting in certain ways, which are called habits, are the outgrowth of training and experience. They are not inherited. We begin to form habits at birth and go on through life, forming them quickly and easily in youth and more slowly and with difficulty as the years advance. The oftener the act is repeated or the thought is indulged in the more lasting the habit becomes. Since habit formation begins early and is more or less constant throughout life it is of great importance that emphasis be placed upon establishment of desirable habits.

A young child has certain characteristics that make the acquiring of new habits easy. For one thing, he is suggestible; that is, he accepts without reasoning about it anything which comes from a person he looks up to. "My father said so" or "My mother did it" make a child's habit. A child naturally tends to imitate the words, actions and attitudes of the people around him, and this makes it of the greatest importance that older people furnish him the kind of models they want to have copied. Furthermore, a child wants to please those he loves and wants to have them say so. At first it is only father or mother or some one in the immediate family whose good opinion he lacks, but later on he begins to care for the opinion of school teacher, finally at 9 or 10, the praise or blame of his playmates or of the gang leader concerns him more than anything else. When this stage is reached parents should not be disheartened and think that their boy is developing into a blase, sheep. It is a perfectly natural stage which children pass through and which calls only for greater care in the selection of wholesome companions.

This attitude of concern regarding what other people think is a force that parents may use in developing right conduct. Rarely is a child found who does not care for the approval of some one, and training should make a child realize that it is to his advantage to win approbation, kindness, and general consideration for others. Praise for unprompted desirable conduct.

This article is part of Publication No. 143 of the Children's Bureau of the U. S. Department of Labor, Washington, D. C. The entire bulletin may be secured free by writing to the bureau.

A WEEKLY HINT FOR THE HOUSEWIFE

Cheese is a concentrated, economical, meat substitute, is finding its way gradually into the diets of many homes. It can be stored satisfactorily and cheaply, according to the home economics department at South Dakota State College, and if served with foods of the right kind and not eaten in too large amounts, may be thoroughly digested. Because cheese is of protein nature, it should be served in the place of meat, fish and eggs. Bread or crackers, fruits and vegetables should be eaten with cheese.

So many kinds of cheese are on the market that every one's taste may be gratified. There are also many ways of preparing cheese, a few of which follow:

Cheese and Potato Puff
1/2 pound grated cheese
1/2 cup hot mashed potato
1 egg
1/2 teaspoon salt
1/2 cup parsley chopped fine.
Dash of paprika.
Mix cheese and potato. Add salt, parsley, paprika and yolk of egg beaten well. Form into flat cakes, and place in a greased pan or casserole. Bake in a moderate oven until golden brown.

Baked Tomato and Cheese
Select good, whole tomatoes. Remove part of contents and stuff in the pimento, cream or Neufchatel cheese. Bake in a moderate oven.

Cottage Cheese Sausage
1 cup cottage cheese
1/2 cup dry bread crumbs
1/2 cup peanut butter.
1/2 cup peanuts.
1/2 teaspoon powdered sage.
1 teaspoon salt
1/2 teaspoon pepper
1/2 teaspoon onion
1/2 tablespoon thyme.
Mix dry ingredients with bread crumbs. Blend peanut butter and onion with cheese and mix with the bread crumbs. Form into flat cakes, dust with bread crumbs or corn meal, and fry a delicate brown.

Cheese, Rice and Tomato
1 cup cooked rice
1 teaspoon salt
1/2 cup grated cheese
1/2 medium sized green pepper
1/2 medium sized tomato.
Cook onion, tomato, and green pepper for 20 minutes. Add cooked rice and seasoning, then the cheese. When melted, pour over toast.

WEINIE ROAST

Spring days bring dreams of picnicking. In response to the lure of the woods, the members of Walker Local and friends, about one hundred persons, journeyed to the Janssen grove Tuesday evening for a weenie roast. Camp fires always promote a spirit of friendliness and the fun began as the weenies sizzled and roasted over the coals. Salad and buns were soon disappearing at a great rate. Gallons of ice cream, the cap sheet of a picnic supper, and delicious cake completed a most satisfying repast. An hour of friendly chatting and

an impromptu program by juniors and elders too added to the pleasure. At a late hour the company dispersed, amid a splendid feeling of fellowship and good will, to meet again next fall after the busy season with the expectation of repeating the good times enjoyed the past year.
Mrs. Marshall, Cor. Sec.

WORK OF THE COUNCIL THAT YOU DON'T HEAR ABOUT

An enlarging field of usefulness for the National Council in detail services is indicated by the routine work of the office. This field of activity is enlarging itself automatically as correspondence develops. A typical week's letters indicate the nature of the routine.

1. One association, desiring to use a trade mark not in conflict with any other registered in the Patent Office, was furnished with advice regarding the name and was given complete information on the procedure of copyrighting. This necessitated a personal visit to the Department of Commerce.

2. Another letter presented the quandary of one association which had been unsuccessful in presenting its appeal to the Post Office Department for the entry of its official organ as second class mail matter. The National Council will save the association several hundred dollars if successful in dealing with the case.

3. Another cooperative's attorney, lacking the authentic copy of the Capper-Volstead Act and being confused on its interpretation, sought information. He was furnished the exact text together with a detailed interpretation in a statement from the Department of Agriculture.

4. One of the press associations distributed to all its clients a certain inaccurate and harmful article regarding a Pacific Coast fruit organization. The matter was taken up through the Washington bureau with the executive officials of the press association and an investigation of the source of accuracy of the dispatch was promised.

5. A large number of individuals and associations, seeking general information on cooperative marketing, have been furnished copies of the proceedings of the Third Annual Cooperative Marketing Conference. These books have been distributed at approximately cost price. Requests for 4,000 individual copies have been cared for.

6. One of the leading national farm papers, preparing a general survey on the business of cooperative marketing, requested financial figures, membership data and information of the sales scope of the large associations. This material was compiled from various sources and dispatched with only a few hours delay.

7. A special feature writer for a Western magazine wanted information to bring a story of the wheat pools up to date. He was furnished with a considerable amount of pointed information regarding the operations of a half dozen pools.

8. A prominent college professor, conducting a research studies into cooperative marketing, was placed on the mailing list of a dozen of the foremost cooperative marketing papers as a result of correspondence to and from the National Council. It is important that the cooperative movement be kept before the public with everything that is at our disposal.

9. Two organizations which are preparing booklets for general distribution, sought testimonials from prominent men regarding cooperative marketing. Each of these associations was furnished with statements from about forty prominent men, as compiled by the Council from various sources.

10. Half ton cuts ready for publication were loaned to several organizations, thus saving them the cost both of photographs and engraving.

11. After receiving several requests for a list of the States which have adopted the Standard Cooperative Marketing Act or provisions thereof, the National Council through the courtesy of Mr. Sapiro obtained a complete list with the dates of approval and Act numbers. This was distributed widely as a field service bulletin.

12. News releases suitable for publication in the official organs or in the general press were sent out, covering such varied subjects as Sapiro Ford suit, investigation by public officials of the bright tobacco pool and a half dozen other matters of general interest.

These services were all contained on one week's work calendar and while all of them are of minor importance, the aggregate—multiplied by each of the weeks of the year, is on monumental importance to the cooperative movement.

Respectfully,
Wallon Petecet.

WARNS AGAINST ANTHRAX OUTBREAK

South Dakota may be in danger of a severe outbreak of anthrax this summer, according to Dr. C. C. Lipp, professor of veterinary medicine at South Dakota State College. The plague afflicted the state two years ago and several specimens of the disease have already been received this spring from farmers by the Animal Health Laboratory at the college.

"Anthrax is a disease which spreads rapidly, causing large losses in a very short time," explains the college veterinarian. "Men and all animals, except fowls are susceptible to it. An animal, appearing normal and in good health in the evening, may be dead the next morning, due to anthrax. Cattle, sheep, and horses are readily acted on by the disease, but hogs are

more immune.
"The danger of contracting the disease, when he is examining a dead animal, may be avoided by the farmer, if he will wash his hands immediately afterwards in some disinfectant such as compound cresol. However, farmers should always be very careful when making such examinations for a slight cut in the skin of the hand is sufficient to admit the disease into the system."

Blood samples obtained by collecting a spontaneous bleed from a vein in the neck of each animal suspected of having the disease, should be put in clean bottles. These should be corked tightly and well packed in sawdust or bran for shipment to the Animal Health Laboratory at State College, where they will be tested. The principle reason for packing the bottles carefully is due to the fact that should they be broken, all who came in contact with the blood spilled from them, would be in danger of contracting anthrax.

If a malady is found in any animal on the farm, Lipp says, then all the animals should be vaccinated, or not only a few animals may already have the disease, but also the pasture is likely to be contaminated.

MISSOURI POULTRY PRODUCERS MARKETING EGGS COOPERATIVELY

When the Mark Twain Poultry Association, Hannibal, Mo., began receiving eggs on March 8, 1926, about 800 members had signed contracts covering approximately 2,000,000 hens. These members are five counties tributary to Hannibal, with one member in Illinois. The eggs are delivered by the producers to local storekeepers who turn them over to the association's trucks or forward them by rail to the association's packing plant at Hannibal. In one case the storekeeper collects the eggs from the farms, being compensated by the farmers for this service. For receiving the eggs the storekeepers receive from 1.5 to 1.2 cent per dozen according to the amount of work involved. Over thirty collecting stations are functioning at the present time.

At the Hannibal plant the eggs are candled, graded and packed for shipment to the eastern markets, the shipment being done through the Minnesota Cooperative Eggs agency set up to handle the output of nearly a score of local associations. The eggs are marketed on the basis of semi-monthly pools. The first pool covered a period from March 8 to March 25, and it is planned to make checks to the 6th and 21st of each month. Plans are being made for the handling of both live and dressed poultry. A campaign in behalf of increased membership is to be held during the month of June. Meetings at the local level are to be held at 20 or 25 points.

SOCIAL ASPECTS OF CO-OPERATION BEING STUDIED

"The Social Aspect of Farmers' Cooperative Marketing" was discussed in a bulletin by Benson V. Lipp, of the Department of Research and Education of the Federal Council of Churches, New York City. The bulletin embodies the results of a survey of the cooperative marketing enterprises of the United States and educational, and their relations to social and religious organizations. The writer is convinced that farmers must cooperate, especially in marketing, in order to secure justice and avoid exploitation, but the movement is to make a new social and spiritual contribution to American life. It is necessary that the large majority of the leaders follow different policies than in the past, and that social and religious leaders must continue their attitude of indifference to this important development. He finds that religious leaders have largely unconcerned about the development of this great movement, and suggests that it would be to the advantage of both groups to work out plans for cooperative relations.

The mills of the gods grind slowly, but grind out pretty good stuff.

HONOR ROLL

Excelsior 606, Frank G. Erbert, Ellis, Sec. 26, paid.
Square Deal 923—Maggie Stanley, Delville, 32 paid.
Cook Local No. 1646—Mrs. A. L. Lee, Michigan Valley, Sec. 29 paid.
Sunny Slope 552—E. H. Hulse, Stockton, 8 paid.
No. 5761—Clarence Smith, Phillipsburg, 6 paid.
Pleasant Home 2055—Mimie Carico, Parker, 43 paid.
Prairie Dell 910—C. E. Eidenborough, Lenora, 8 paid.
Blue Valley 574—Morris Nelson, Barnes, 32 paid.
Crooked Creek 1205, Milburg Bergeson, Leonardville, 15 paid.
Hawkins 1015, Mrs. L. C. Rice, Ottawa, 14 members paid.
Cargy, 2130, Fred Steele, Pomona, Sec. 35 paid.
Fairview 1070, W. S. Hohl, Ellisworth, 10 paid.
Victor 775, A. J. Beck, Natoma, 8 paid.
Pleasant Ridge 897, J. A. Schoen, Lenora, 19 paid.
Odessa 1337—D. E. Kenney, Esbon, 5 paid.
Walnut 871—Frank E. Walker, Alton, Sec. 16 paid.
Science Ridge 1355—C. E. Mitchell, Burr Oak, Sec. 8 paid.
Post Creek Local No. 2063, Sam Verhage, Sec. 17 paid.
Salem Hall, 1824—R. F. Lidakay, Wellsview, Sec. 35 paid.
Maple Grove, 1803, Harold Timberman, Herler, Sec. 5 paid.
Custer Local 593—Geo. Kaad, Jr., Randall, 5 paid.
Schoenchen, 1619—J. P. Kramer, St. Marys, 12 paid.

Brownville 1109—W. R. McVean, Brewster, Kans. 13 paid.
Mt. Lebanon Local No. 526—H. L. Hulse, Stockton, 7 paid.
Barrett Local 1071—Sidney Johnson, Frankfort, 7 paid.
Volunteer 1498—E. C. Timmons, Geneseo, 9 paid.
Odell 130—W. F. McCullough, Bella Vista, 15 paid.
Blue Valley 781—Chas. Munn, Rita Rapids, 13 paid.
Midway 857—R. C. Sewart, Home, 16 members paid.
Summit 1874—Mrs. Alles Anas, Madison, 35 members paid.
Franklin 1301—L. C. Heltachmidt, Geneseo, 13 paid.
College Hill 1641—Mrs. J. M. Kimball, Manhattan, 6 paid.
Lily Creek 1337—Florence Koppes, Marysville, 10 paid.
College 1327—J. I. Bruning, Robinson, 20 paid.
Casa Ridge, 1088—Chas. Valenta, Lorraine, 10 paid.
Liberty 883—Robt. Steele, Centerville, 25 paid.
Keweenaw 966—M. E. Sherbondy, Hunter, 5 paid.
Pleasant View 1048—Fred Peterson, St. Marys, 31 paid.
Robbers Roost 401—V. L. Maddy, Stockton, 13 paid.
Oxford 1275—Frank J. Braun, Centerville, 36 paid.
Bavaria, 1000—O. A. Olson, Bawaria, 7 members.
Trivoli 1401—W. H. Fleming, Geneseo, 14 members.
Emmons 783—C. E. Wilson, Washington, 27 members.
Three Corners.
Sunflower 1745—Geo. Pebrano, Wilson, 9 members.
Prairie Dale, 870—Thos. Hamp, Luray, 8 paid.
Neal 1515—J. C. Graves, Toronto, 12 members.
Prairie Star 944—Anton F. Kepka, Wilson, 13 paid 1925.
Morland Elevator No. 1822—W. P. Baird, Morland, 34, all paid 1925.
Liberty Local, 923—Ed. Mog, Wilson, all paid 1925.
Point Lookout No. 1072—John Hoffmies, Esbon, 13 members.
Ross Hill No. 1293—P. L. Dodd, Esbon, 8 members.
Excelsior Local No. 854—Wm. E. Stanb, Centerville, 7 paid.
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Department of Practical Co-Operation

MEETING NOTICES.

It has been necessary for us to change the form of the meeting notices, making them uniform and set in six point type, in order to conserve space. We are glad to do this, and hope to see the notice of every active local in the state in this space in the near future.

ANTIOCH LOCAL NO. 1151
Meets first and third Monday, Wm. Fancham, Sec.

BETHLEHEM LOCAL NO. 1060
Meets first and third Friday, Roy E. Osburn, Sec.

BELLEVUE LOCAL NO. 2042
First and third Thursday, John T. Anderson, Sec.

BROGAN LOCAL NO. 220
Second and fourth Thursday, L. L. Vennum, Sec.

BURNHAM LOCAL NO. 405
First and third Thursday, O. J. Lamberton, Sec.

BUCKEYE LOCAL NO. 1031
First and third Wednesday, J. J. Maske, Sec.

BEAUCHAMP LOCAL NO. 720
Meets first and third Friday of each month, E. J. Richards, Sec.

BOAHAMIAN LOCAL NO. 922
Meets first and third Wednesday, G. W. Cashman, Sec.

COOK LOCAL NO. 1645
Meets second and fourth Thursday, Mrs. A. S. Lee, Sec.

CARGY LOCAL NO. 2134
Meets first and third Friday, Fred Steel, Sec.

COLUMBIA LOCAL NO. 1233
Second and fourth Friday, Lee Bonar, Sec.

COUNCIL CORNERS LOCAL NO. 1783
First and third Monday, Ethel Roberts, Sec.

CRESCO LOCAL NO. 337
First and third Thursday, John Wolf, Sec.

CLEVELAND LOCAL NO. 894
Third Tuesday, Geo. J. Schoenhof, Sec.

CARLTON LOCAL NO. 1011
Second and fourth Wednesday, R. J. Logan, Sec.

COLLINS LOCAL NO. 630
Fourth Wednesday, Winfred Crispin, Sec.

BATTLE CREEK LOCAL NO. 122
Meets each Tuesday at 8 p. m., I. E. Seville, Sec.

CHESCENT GROVE LOCAL NO. 1017
Meets first and third Tuesday, Mabel Sayles, Sec.

DIST. 67 LOCAL NO. 1223
Last Friday in each month, Mrs. Ernest Branch, Sec.

EAST CREEK LOCAL NO. 1460
First Tuesday of each month, Philip Stenzel, Sec.

ELBOW LOCAL NO. 1786
The regular monthly meeting of the Ottawa County Farmers' Union will be held in the I. O. O. F. Banquet room at Minneapolis on the first Friday night in each month at 8:00 p. m. All locals are requested to meet, and all members are invited to attend. Each local is requested to furnish one number for a program.

ELLISWORTH LOCAL NO. 2009
First and third Thursday, Brad Hooper, Sec.

EXCELSIOR LOCAL NO. 888
First and third Wednesday, Ralph E. Haultsch, Sec.

EMERALD LOCAL NO. 2157
Meets the third Tuesday of each month, Mrs. J. S. McLendon, Sec.

FREMONT LOCAL NO. 2014
First Friday in each month, A. W. Eisenmeier, Sec.

FONTANA LOCAL NO. 1780
First and third Friday, W. H. Stryker, Sec.

GRACE HILL LOCAL NO. 1212
First and third Friday, Homer Alkire, Sec.

GRAND VIEW LOCAL NO. 1214
Meets every other Friday evening, L. D. Buys, Sec.

GIHARD LOCAL NO. 404
Second and fourth Tuesday, Roy W. Holland, Sec.

HERYNN LOCAL NO. 1427
Second and third Tuesday, Henry Eden, Sec.

HERKIMER LOCAL NO. 1002
Second and fourth Wednesday, Karl Rohde, Sec.

HEADLIGHT LOCAL NO. 878
Meets first and third Wednesday, Ross Clark, Sec.

HIGH PRAIRIE LOCAL NO. 1888
First and third Wednesday, W. R. Fuhrman, Sec.

I. N. L. LOCAL NO. 1490
Second and fourth Tuesday, C. O. Taubert, Sec.

KORBER LOCAL NO. 014
Meets first and third Tuesday, F. A. Korber, Sec.

LABON CREEK LOCAL NO. 470
Meets second and fourth Wednesday, F. E. Hor, Sec.

LENA VALLEY LOCAL NO. 1583
Meets the first and third Tuesday of each month, H. F. Horton, Sec.

LIVINGSTON LOCAL NO. 1904
First and third Friday, Clyde B. Wells, Sec.

LOST SPRINGS LOCAL NO. 385
Second Saturday of each month, H. D. Bevans, Sec.

LIBERTY LOCAL NO. 1888
First and third Friday, R. Lawrence Wright, Sec.

LILLY CREEK NO. 2158
Meets the first and third Fridays, Florence Koppes, Sec.

MT. ZION LOCAL NO. 2072
Meets every two weeks on Tuesday, Maude Caruso, Sec.

MARINE LOCAL NO. 643
First and third Friday, Albert Spoonman, Sec.

MOSS SPRINGS LOCAL NO. 1901
First Tuesday of each month, Clarence C. Brown, Sec.

NEW BASIL LOCAL NO. 1470
Second Monday of each month, Henry Hoffman, Sec.

NEWBERRY LOCAL NO. 1022
First and third Monday, R. J. Muckenthaler, Sec.

NEW HOPE LOCAL NO. 2020
First and third Thursday, Fred Hahn, Sec.

ODESSA LOCAL NO. 1571
Every other Tuesday night, R. A. Reynolds, Sec.

OSAGE VALLEY LOCAL NO. 1683
Meets second and fourth Friday, Jacob Smith, Sec.

PRAIRIE HILL LOCAL NO. 1305
Meets second Thursday of every month, E. B. Werner, Sec.

PRAIRIE VIEW LOCAL NO. 2103
First Tuesday of each month, J. H. Scott, Sec.

PRETTY CREEK LOCAL NO. 1033
First and third Wednesday, H. C. Matthes, Sec.

PLEASANT HOME LOCAL NO. 2003
Meets first and third Monday, Minnie Caruso, Sec.

PLEASANT VALLEY LOCAL NO. 1300
First and third Wednesday, W. T. Flinn, Sec.

POPULAR GROVE LOCAL NO. 703
Meets every second Wednesday of each month, Geo. Duncan, Sec.

RIVERSIDE LOCAL NO. 2020
Second Wednesday of each month, Mrs. Frank McClelland, Sec.

ROCK CREEK LOCAL NO. 1810
First and third Friday, S. J. Lehr, Sec.

RURAL REST LOCAL NO. 2108
First and third Saturday, Pauline Cowger, Sec.

SOLOMON VALLEY LOCAL NO. 1903
Meets the first and third Tuesday, M. Schrock, Sec.

SUMMIT LOCAL NO. 1574
Meets each first and third Wednesday, Alice Ames, Sec.

SCIENCE VALLEY LOCAL NO. 1946
Meets every other Friday night, J. D. Keasling, Sec.

SQUARE DEAL LOCAL NO. 023
Meets the first and third Thursday, Maggie Stanley, Sec.

SILVERDALE LOCAL NO. 2001
Second and fourth Wednesday, J. E. Lewis, Sec.

SPRING CREEK LOCAL NO. 1174
First and third Wednesday, Nell Leobengier, Sec.

SQUARE DEAL LOCAL NO. 923
Meets each first and third Thursday of each month, Taggie Taylor, Sec.

UNION VALLEY LOCAL NO. 1679
Second and fourth Tuesday, J. M. Wagner, Sec.

UNION LOCAL NO. 273
Second and fourth Thursday, Chas. Grosdard, Sec.

UNION LOCAL NO. 2019
Second and fourth Friday, E. F. Lutz, Sec.

VASSAR LOCAL NO. 1770
First and third Thursday, Herman Wigger, Sec.

YODA LOCAL NO. 742
Meets every fourth Friday, J. C. Stradel, Sec.

WALNUT GROVE LOCAL NO. 1808
Meets first and third Tuesday, Robert J. Meyer, Sec.

WOODBINE LOCAL NO. 1380
First Tuesday of each month, E. H. Osterlich, Sec.

OTTAWA COUNTY.
The regular monthly meeting of the Ottawa County Farmers' Union will be held in the I. O. O. F. Banquet room at Minneapolis on the first Friday night in each month at 8:00 p. m. All locals are requested to meet, and all members are invited to attend. Each local is requested to furnish one number for a program.

CRAWFORD COUNTY.
The regular monthly meeting of the Crawford County Farmers' Union will be held on the last Tuesday of each month throughout the year in Union Hall over Crawford County State Bank, Girard, Kans.

MIAMI COUNTY.
The Miami County Farmers' Union No. 59 expect to have one of the best meetings of the year at John Browns Memorial Park on June 13th. Every member of our Union should bring their dinner and enjoy the day. Coffee and music will be a feature of the afternoon. All delegates should re-sharp as our business meeting will be held before noon. Come and enjoy the day. See the sights of our beautiful park.

NOTICE NEOSHO COUNTY.
Neosho County F. E. C. U. of A. will meet on the following dates to transact all business. The second Saturday in March, June, September and December and at any special meeting called by the President or Executive Com.

PREs. Sanford Miller,
Sec.-Treas. J. O. Foust.

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POTTAWATOMIE COUNTY UNION.
The second quarterly meeting of the Pottawatomie County Union will be held at the Elbow Local No. 1780 Northeast of Manhattan on Wednesday, June 10, 1925, commencing at 10 a. m.

ELLIS COUNTY.
Ellis County Union will hold its 2nd quarterly meeting June 13th at one p. m. sharp at the Court House, Hays, Kansas. Local Secretaries should see to it to have full delegations at the meeting.—Jas. P. Rupp.

NOTICE CHANGE OF WABAUNSEE COUNTY MEETING DATE.
Wabaunsee County Meeting has been changed owing to the busy time in June, the executive committee of the Wabaunsee County Farmers' Union has decided to change the next meeting which was to be held at Maple Hill June 13th to August the 8th.

JOE Richmond, Co. Secretary.

REPUBLIC COUNTY FARMER'S UNION.
The 3rd Quarterly Meeting of the Republic County Farmer's Union will be held at Scandia, Kansas, Wednesday, June 3, at one o'clock sharp. Besides the regular business, arrangements for the County Picnic will be made.

IF potatoes are to be mulched it should be done soon after planting.

made. Please have your delegates there. All members come.
Charles Hamlick, Sec.-Treas.
G. R. Bundy, Pres.

OSAGE COUNTY.
The Quarterly Meeting of the Osage County Farmer's Union will be held at Vassar, Kansas, Thursday evening, July 11.

B. L. Bullard, Pres.
John J. Cooper, Sec.-Treas.

UNION VALLEY 1679.
Union Valley Local No. 1679 held its regular meeting on May 28th. A large crowd gathered and enjoyed the speaking after which a luncheon of ice cream, strawberries and cake was enjoyed by all. This was one of our best meetings of the year. Brother Geo. Frank of Highland, W. Slyter of Fontana, E. F. Scheffner of Osage Valley, Chas. Hays of Beatrice and Bro. Chapman, manager of Paola Store were visitors at this meeting.

EMERALD 2137.
We now have 20 paid up members on the Honor Roll and meet the first Tuesday of each month. As yet we have done no business in the local. The quite a few of our members have written their insurance in the Farmers Union.

Mrs. Jas. McLendon,
Williamsburg, Sec.

Square Deal 923 is still on the map.
Is busy taking in new members and keeping the old ones interested. We have regular meetings first and third Thursdays. Have a program and lunch after the business meeting, are planning on working hard to keep the meetings going even through the busy season.

We quite often have visitors from other locals and they are always welcome.
Our local plans on visiting others and exchanging ideas, it is beneficial to all the members.

Here's hoping a big year for the Union.—Sec. No. 923. Dellvale, Ka.

FRANKLIN 1301.
About ten days previous to the meeting of the Franklin Local on May 26, a clever committee sent out large white envelopes addressed to each member. The invitations were cut from white cardboard in the shape of a car, upon which was written: "You 'auto' make it a point to be at Franklin Local 1301, May 26. Plenty of fun for everyone. Come and take the 'trip' with us."

All the members with their families gathered at the school house on the above date and the building was well filled.
We all enjoyed to the utmost one of the most novel social evenings of an ice cream social and chocolate covered cherries, with Mr. Livingston, Mrs. I. C. Heitschmidt and Mrs. O. Caldwell, had for a long time in the nature of the committee, surely left nothing undone for the entertainment of the party.

Dr. Need and Mrs. Roy Helmer were in charge of the ice cream and out of the war, coupled with a series of adverse weather conditions and insect deprivations, the vast area in seed deprivations was greatly reduced and it has been found a rather difficult matter to get this valuable crop re-invested in the agriculture of the state, although this is highly desired by the farmers.

"In the short span of a third of a century Kansas became the greatest alfalfa producing state and made of Kansas City the greatest alfalfa market in the world. Also at that time Kansas shipped out from 250 to 300 carloads of alfalfa seed per year on carloads of alfalfa seed per year because of its high germination test, but the adverse conditions have reduced this annual export of alfalfa seed to about 50 carloads and there is now a strong demand for its increase.

"The difficulties encountered in re-investing the alfalfa crop in Kansas have come to some extent through errors in selecting the seed. The Kansas seed crop was so reduced that it was inadequate and the favorable mention of other varieties caused the purchase of seed from different sources which has proved successful in Kansas to this state, and failure, or only partial success, followed.

"The United States Department of Agriculture warned against the use of alfalfa seed from the Argentine in states as far north as Kansas, although large quantities of this seed are imported to this country. The same is true of the Peruvian alfalfa which does not withstand our winters, while the Grimm and other northern varieties do not apparently thrive so well during our summers.

"With the report that a considerable part of the recent seedings of alfalfa had winterkilled, due to the use of imported seed, the Barteldes Seed Co., of Lawrence, Kansas, one of the largest seed houses in the West, has given an account of tests of alfalfa seed obtained from different sources at their trial grounds in Kansas a year ago and the results this spring are shown in the following statement of per cent of stand remaining after the winter.

Seed from

Fargo, Oklahoma..... 100 per cent

Phoenix, Arizona..... 30 per cent

Argentina..... 40 per cent

Barstow, Texas..... 55 per cent

Carlsbad, N. M...... 40 per cent

Yuma, Arizona..... 0 per cent

Yuma, Arizona..... 10 per cent

Meade, Kansas..... 100 per cent

"It should be stated that Fargo, Oklahoma is only one county south of the Kansas line and has practically the same climatic conditions as Kansas.

"In reporting the results of this experiment the seedsmen state that

TO THE UNION FARMER SALINA, KANSAS

It appears that the efforts used to unify the agricultural forces upon some real idea common to all—to be comprehended by all, seems to strand upon the rocks of none comprehension. In other words the aims as set out do not mean the same thing to all interested. Possibly this is because the leaders have not as yet reached the true gist of the situation. We must realize that so far, all agricultural interest made out for class legislation. This is a great mistake, and until we realize that it is a mistake, the true remedy can never be reached.

In 1920 we had the deflation of the currency. The result of that deflation was that the National Reserve Bank of the State attacked that law in the Federal Courts of the country. The United States Court of appeal in the State of Minnesota decided in that case that the internal affairs of the State is entirely a State concern.

The question for the country to settle is what are the internal affairs of the State? The answer is production! Now you cannot have any products to be of any value unless those products can be transported—consequently transportation is also an internal affair of the State.

Now as to the production and transportation are internal affairs of the State it follows that in order to produce and transport these productions finance is a State necessity—consequently finance is also an internal affair of the State.

These three questions are paramount for all people living within the State and until that is recognized, there is nothing to do, or what is tried to be done on sectional lines, will all ways be done against the south and west. So far as legislation action has been along the line of sectional discrimination. So far all action asked of Congress has been along the line of class discrimination; agricultural so far has followed along the established discriminative line. Suppose that we begin to look at matters squarely in finance is discriminative in favor of the Eastern investor. Under those conditions we ought to halt with pleasure the decision in that case, which gives the State the right to take care of its own internal concerns.—Charles Fern.

HOME GROWN ALFALFA SEED.

BEST.
"As a rule which has but few exceptions, Kansas should plant Kansas grown seeds for best results," said Secretary J. C. Mohler of the State Board of Agriculture in a recent discussion of one of the current agricultural problems.

"One of the best illustrations of the application of this rule is to be found in the seeding of alfalfa," continued Mr. Mohler. "Because of the disrupted farming activities growing out of the war, coupled with a series of adverse weather conditions and insect deprivations, the vast area in seed deprivations was greatly reduced and it has been found a rather difficult matter to get this valuable crop re-invested in the agriculture of the state, although this is highly desired by the farmers."

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"This is proof that Kansas and Oklahoma grown seed is adapted to with stand the Kansas winters, but that seed from other localities is not. We are not positive, but feel quite sure, that the two lots from Yuma which froze out entirely were Peruvian alfalfa."

"While Kansas got its foundation of alfalfa seed from Russia in the early 70's it has been demonstrated that recent importations of the same types of wheat from that country do not produce as well as the Kansas grown seed. Being already acclimated to the Kansas climate, with the development which has been made through selection, it is very doubtful if the Kansas farmer can find any seed wheat in the world that is better suited to his use than that which is grown in the home state."

"The alfalfa grown in Kansas is usually designated as the 'common variety' and thus far nothing has been found to replace it for use under Kansas conditions. Kansas grown alfalfa seed remains, therefore, in this main dependence for seedling in this state and has the preference over other sorts, even though it be somewhat higher in price."

"The mere fact that Kansas alfalfa seed is higher in price than that from other sources should be an incentive for its use, as a higher price awaits the seed which will later be sold from it."

"Under present conditions in this state no part of the Kansas alfalfa seed crop should be available for export, as the total surplus is not great, or than the amount needed for seeding or to be re-invested in Kansas, as it will be in the not distant future."

SELECT THE RIGHT PAINT FOR EACH FARM JOB.

Painting improves appearances, but the chief purpose of painting on the farm is to preserve buildings, fences, and implements from the effects of the weather. Interior painting is usually done to make the home more attractive, but it also serves a useful purpose in making walls and ceilings more sanitary and dark rooms lighter. Painting at regular intervals, says the United States Department of Agriculture, is the cheapest way to keep buildings and implements in good condition.

A knowledge of the different kinds of paint and their particular adaptability is a great advantage to the farmer who wishes to do his own work. The department has published a Farmers' Bulletin 1452 for the express purpose of helping the farmer to select the right paint for the particular job at hand. It gives directions for mixing paint, for preparing surfaces, and for applying the paint. Full faces, and for applying the paint. Full faces, and for applying the paint. Full faces, and for applying the paint.

Painting should not be put off too long. If wood has begun to rot or iron has begun to rust, the rotting and rusting will continue until the paint has been applied. Moreover, the longer painting is delayed, the more difficult and expensive it becomes.

A copy of the bulletin may be had free of charge, as long as the supply lasts, upon request to the United States Department of Agriculture, Washington, D. C.

COOPERATORS QUADRUPE INVESTMENT IN FOUR YEARS.

We hear of investors realizing in interest an amount equal to their capital investment, and perhaps envy the marvelous business sagacity which brings such results. But listen to the returns which members of the Woolstock, Ont., Cooperative Society have realized on their investment in a fine four times the amount of their investment in four years; eight members have received three times their investment, while 17 have doubled the value of their shares. Eighty-four more of the 210 members have received in dividends an amount equal to their shares. This has been accomplished, not in 20 years, but in four years. In that period \$3,343 has been returned in patronage dividends and \$2,100 paid in interest on the entire \$5,443 going to members only.

COOPERATION COMBATS LOW WAGE CHAIN STORE SYSTEM.

Big dividends for owners and the lowest wages paid women in any industry are high spots in the 1924 record of the Woolworth and Kress chain stores. Operated at variance with nearly every principle of cooperation, these chains are lamentable examples of profit seeking individualism in its worst aspects. While the lucky possessors of Woolworth stock were collecting \$31.80 on every \$100 share, women employed in the 5 and 10 cent stores of Ohio were trying to exist on a \$10.55 wage. The Cleveland Associated Charities declares a girl cannot live on less than \$17 a week unless she depends on her family or other means for charitable help.

The Woolworth 1924 dividend, as it is, was less than the 1923 record, which was \$100 share. Against this is the record of 80 per cent of chain store women employees receiving less than \$12 a week.

Cooperative stores of England and the United States have reversed this unhealthy disparity between profits and wages by limiting the return on capital, assuring workers a fair wage and giving the surplus to customer-members. There is little hope in America for the victims of the chain stores, including both wage earners and customers, declares the American Cooperative Commission, until the principles of Rochdale cooperation are brought into play.

Ask Uncle Sam anything in reason, but don't ask him to guess the address of your correspondent.

AGRICULTURAL ECONOMICS

Since the new millage tax became effective there is no excuse for people not to turn in to the assessor their intangible property—notes, bank