



# THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XV

SALINA, KANSAS, THURSDAY, MARCH 8, 1923

NUMBER 30

## So that the People May Know the Facts

A Full and Complete Stenographic Report of the Conference Between the Farm Clubs of Missouri, The Farm Bureau, and the Kansas Farmers' Union, Held at Kansas City, Mo., January 26, 1923. Mr. Hirth in No Wise Dictated What Should Appear in Report As Stenographer Was in Employ of the Kansas Farmers' Union.

Owing to the fact that the Farm Bureau has spread the report that the stenographer who took down the shorthand report of the recent conference of the Farm Clubs of Missouri, The Farm Bureau and The Farmers Union of Kansas, held in Kansas City January 26, 1923, under the dictation of Mr. William Hirth of Columbia, Missouri, I wish to state here and now that said stenographer was in the employ of the Kansas Farmers Union and took down everything that was said at this meeting. Mr. Hirth in no wise dictated to said stenographer what should appear in this report and we are publishing herewith a full and complete record of everything that transpired in the conference.

John Tromble, President, Kansas Farmers' Union.

Minutes of Meeting held January 26, 1923, Hotel Baltimore, Kansas City, Mo.

Between The board of Directors of the Farmers Union L. S. Commission, representatives of the Missouri Farmers Association and a Committee from the Farm Bureau Federation.

Meeting called to order at 1:30 P. M. Mr. Tromble appointed chairman. Tromble: I presume you gentlemen understand the purpose of this meeting, that we would like to come to an understanding in regard to the live stock business in Kansas City. I don't know much about it any more than I received a notice that there would be a meeting here with you fellows to try and outline some plan of action between the different organizations. I have been pretty busy the past six weeks, have not had much time to think over this myself, but I presume you men have a proposition that you want to propose to the Farmers Union and the Farm Club boys in Kansas City, and we would be glad to hear it. Hirth: I rather doubt Mr. Chairman, whether these gentlemen come exactly in that attitude, that is, with a definite proposition, but as I take it this conference is the outgrowth of a resolution adopted at Columbia, I believe last week, and with what I know of this resolution it recited that there should be another conference, or a conference, before the die was cast at the Kansas City Stock Yards. Now I just want to say this to you gentlemen. This is a pretty solemn conference. A great deal depends on whether these three organizations are able to come out of this conference with a determination to do team work. In other words it is going to mean one of two things: harmony of action between the farmers in the territory tributary to the Kansas City Stock Yards, reaching from Texas this way, or whether it will mean another situation such as now exists at the National Stock Yards in East St. Louis. I could not conceive anything much more unfortunate than this. If there is to be just one motive, if the sole purpose of you men is the motive that we have on behalf of the Missouri Farmers Association and Mr. Tromble and his associates have on behalf of the Farmers Union of Kansas, and that object is to serve the farmers out there with his back to the wall fighting for American agriculture, if that is the motive on both sides, then I am safe to say that we will get together. If, on either side, any other kind of a motive predominates then I imagine getting together going to assume that the attitude will be somewhat difficult. I am going to assume that the attitude that characterizes you gentlemen is to do what is best for the farmer.

Now I do not know what you want. I am a Missouri Farmer. I am a director of the Missouri Farmers Association and not in critical touch with the intimate details of the Farmers Union Live Stock Commission. Mr. Woodman the manager of that business no doubt will answer any legitimate question you men want to put to him. I feel there is no question that he will not be glad to answer, and to use the slang phrase, no question but that he can "come clean on" it. If there should be any abandonment from straightforward action in regard to giving this information then no matter how well it is being answered fully and adequately more than I will. I think you have a right to know the financial inside of this firm. I think you should have a financial statement giving you the last word on this score. I think you have a right to know all about the pay roll. I think you have a right to ask him any question regarding the efficiency of the sales force. I think you have a right to ask him on what basis you become a part of this company, and what voice you may have in its control. You may have other questions to ask which you deem equally important.

When the Missouri Farmers Association considered this proposition we stood aloof perhaps something like two years before joining the Farmers Union at St. Joe and Kansas City, not

because of any particular reason, but because we were busy with other matters pertaining to the organization, but when we got to where we wanted to take up the matter of live stock shipping; where we had organized quite a number of live stock shipping associations, we asked for a conference with the Farmers Union at Kansas City. We went into details concerning the sales force; whether there were other salesmen they would rather have beside the present staff, and took up the matter of operating jointly with one overhead expense. And right here I would say that in St. Joe, 50 per cent of the volume of business that comes to that Yards is handled with one overhead expense. Now if we can get together here, create one big commission firm it is going to mean the saving of thousands of dollars to the farmer in the marketing of his live stock. If it is the farmer out there on the farm we are really trying to represent, then there is no question of the attitude on both sides.

The situation at St. Louis cannot grow less complicated. On the contrary it is going to grow more complicated, with two cooperative commission companies both bidding for the business, both making a reasonable refund of commission charges. For this refund of commission charges I would not give a pinch of snuff when considered from that standpoint of dollars and cents it is a big item, but what would it amount to if we did not have in view the domination of the live stock supply on these big markets; the regulation of the flow to, away with the outrageous market dips, a famine today, glutted tomorrow. If the larger goal were not the fact that we are trying to get across the table from the big packers, to have something to say as to what the farmer shall receive for his live stock, then I would be only casually interested. Assuming that the two companies in St. Louis get to the point where they really grapple with each other, when it comes to that point either one or the other must give way, and when that comes it will be a tragedy to American agriculture.

Tromble: As my friend Mr. Hirth has said, putting in a commission firm was the ultimate goal, then this matter would be of no great importance, but if the idea of cooperation is to be carried out and the ultimate goal be reached; the getting of the products from the producer to the consumer, if the farmer really means what he says and the representatives of the different organizations are here to carry out the wishes of the farmer in this matter, there is no reason in my judgement why we cannot get together. All the farmer has to do is to do business like business men in a business way.

Do as other lines of business do. Establish a sales agency. Like the other fellows and put all your business through that sales agency. No other fellow has any business gambling on your products. If you can legislate all your business and you are not going to stop gambling until the farmer learns not to let the other fellow handle his stuff. Other lines of business establish their own agencies. You must go to them to buy their products. They tell you that you must go to their agencies, established for the purpose of handling their products, that you cannot buy their products elsewhere, that you can buy just as cheap from their agencies as anywhere. They protect their agencies, put all their products through them, the consumer goes to them and pays their price. No one can gamble on any product if they have to go to the sales agency to buy.

When we farmers get to the point where we handle 75 per cent of the live stock that passes through the Kansas City and St. Louis and all other markets we are going to have a great deal to say about the price of that live stock. When just about so much live stock moves through these great market centers every day this market is going to be stabilized and we will not have 50 cents advance one day and 50 cents decline the next. We alone can do this. It seems to me the heights of folly for the producers to fight around getting further apart instead of closer together as they would. We hope that something may come out of this meeting, that not only the live stock producers can get together but that the grain, the produce and all other commodities of the farm may be handled cooperatively.

We have had no trouble with the Missouri Farmers Association in working together on this plan. We ask our fellows to patronize their cold storage plants, not to put in rival concerns because we think it is foolish. As long as we are trying to reach the same goal it looks to me in the interest of common sense and good judgement that we get together on this proposition. We placed our proposition before your Committee at the meeting in Omaha and they saw

fit to turn it down. We are still willing and eager to be fair in this proposition.

McReynolds: Unfortunately I had to come alone. Mr. Boien's mother died yesterday, he could not come, and I am representing the Farm Bureau Federation.

It seems that there has been a demand by the farmers tributary to the Kansas City market that something be done on this market. The Farm Bureau has attempted to represent as well as it could the exact desires and wishes of its membership. We ran several surveys, one in particular last Spring, another later on in the fall when the demand was more insistent. Later a mass meeting was held by the live stock producers here at the Hotel Baltimore the week of the American Royal. We suggested that they appoint a committee of their own, and placed at their disposal the machinery of the Farm Bureau. That committee was composed of Mr. Baker, chairman, Mr. Tapp, Mr. Pfeiffer, Judge Fix, and Mr. Norton, representing shipping associations and producers well scattered geographically.

Now this resolution Mr. Pence introduced and which was adopted as Mr. Brown amended it from the floor provided that we should go ahead and exhaust every effort in attempt to get together on the Kansas City market. There was an informal proviso regarding the plan of the Committee of Fifteen which you gentlemen all know is more or less vital.

We have centered our hopes on the same things that you gentlemen are trying to work out, and we now have in operation six successful commission companies linked together in one chain. This Kansas City market is an indispensable link in that National chain. We believe that under our plan of linking all commission houses together we will enable the farmer to exercise control of the marketing of his live stock so he can actually have something to say about the price it will bring.

We want to place ourselves now ready and willing to do anything in our power to bring about a better feeling and closer cooperation in this matter. Unless there is some question clear to you people regarding our presence, who we are, our status, I would like to suggest that Mr. Woodman explain something about his state organization, the personnel, the directing force behind it. I am of the opinion that this is about as important as the sales force or the financial statement. When we know how the Farmers Union is organized and the directing force behind it we will be able to tell whether it is ever going to be possible in any way to get together under this Committee of Fifteen plan. We would like to have something of the organization behind the Farmers Union.

Hirth: What is the real issue? Is it the integrity of the Commission Company jointly Farmers Union and Missouri Farmers Association, or is it the Committee of Fifteen? McReynolds: I would say it is both, Mr. Hirth.

Hirth: What is the real issue, the forming of one big cooperative commission company, or is it some distant plan or some distant group of men? I have on my place at the present time around seven hundred pure bred dogs. I think I can say I am interested as a farmer. I want to know Mr. Reynolds with reference to what you say about the Committee of Fifteen, if these men here unbosom themselves, show you they have a good commission company here; further, if there is any suggestion that you men can make that will make it a better company; if you have the assurance that we are going to you in on an absolutely equal footing, that we are not asking you to do anything, that in every way you shall have absolute equality with ourselves; then win that govern, or will this committee of Fifteen govern you? McReynolds: We will be governed by what our membership tells us to do.

Hirth: When we have given you all the facts in the case when we have opened our books and our house to you, are we then to be hamstrung by this distant committee? Tromble: Have you men come here today with the idea that the Committee of Fifteen must dominate these different live stock commissions?

McReynolds: I ask that each man answer for himself, but I will say that we have had a mandate from the Membership and we are here to carry out their wishes.

Hirth: Then I would say that if you want cooperation on just exactly the same terms as ourselves—if the sales force does not suit you—if any part of the policy is not right, that is if you can point wherein it is unsound, we will do anything up to the point of efficiency, but we will not permit your Committee of Fifteen to take possession. McReynolds: We came in here with

the same idea in mind that you people have. We believe that our Committee is a means to the end. The thing we want is to have something to say as to how this business shall be run. These people all believe in the Committee as a means to the end. Even though you people are not willing to admit that there is merit in the plan of the Committee of Fifteen our people believe in it. There is no division of sentiment among our people, and if I read their instructions correctly, they are never going to consent to a plan whereby they will have a Commission house in Kansas City run under one plan, another plan in St. Louis, perhaps no other plan in Chicago, and something different in Indianapolis. We believe the Committee of Fifteen plan is the only orderly manner of marketing on a National scale.

We believe all these commission houses to be successfully operated should be linked together and believe that Kansas City is a necessary link in this national chain. I would like to ask—What is the connection between the Farmers Union of Kansas City and the Farmers Union of St. Joe; between the Farmers Union of Kansas City and the Farmers Union of Chicago and St. Paul and Denver and that the Missouri Farmers Association at St. Louis?

Mr. Hirth answered explaining that an organization was perfected consisting of one member representing each house that formed a board to take up matters that were of importance in the handling of the general business of these several houses jointly, that this Board represented the firm at Omaha, St. Joe, Sioux City, Kansas City, East St. Louis, Chicago, St. Paul and Denver and that these houses represented the three organizations, The Farmers Union, The Farm Clubs and The Equity.

(At this moment Mr. Baker was asked to express his sentiments). Baker: I will say this, that our organization started out under the Committee of Fifteen. I believe I have nothing more to say at the present time in regard to that.

Collins: I have nothing in particular to say in this matter. You gentlemen have met here to talk things over. I was in Chicago, came through here, stopped to listen to you gentlemen, but I will say that we are not in a position to do business with anybody unless they accept our plan. We are not trying to force them in; not going to use any persuasion. I would prefer to say nothing further.

Spiller from Texas: I was in Chicago. We accepted the plan of the Committee of Fifteen. We have organized and put into operation a commission association at Ft. Worth. At the organization of that association the directors adopted the plan of the Committee of Fifteen and affiliated with the National Live Stock Producers. This is a matter of record. Their policy has been adopted by our people. We are operating now on that plan and until the plan of the Committee of Fifteen might be amended or changed we are committed to that policy.

Judge Fix: We did not come here today to discuss the efficiency of either one of these organizations. We came here to hear a proposition from the live stock house at Kansas City. It seems to me that we are getting the horse before the cart. In taking up the efficiency of either organization I think we are entirely out of place. I think if we are ever to get ahead we will have to know their proposition. When they have stated their proposition we will know whether we can accept it, but until that time I do not think we have anything to talk about. Let us hear from the gentlemen as to what they have to propose.

Brasted: I am at a loss to know just exactly what we are trying to do. I was notified of this meeting and requested to come here with the understanding that the Producers had called for a conference with the representatives of the Kansas City house. If I am wrong I want to be set right, but if I am right and the case is as I have stated, it seems to me that the proposition should come from the side asking for the conference. I would like to ask these gentlemen here as a body, is it possible for us here today to make any agreement that will not be controlled by the Committee of Fifteen?

Pfeiffer: I do not think there is any use for us to discuss this matter. The Committee of Fifteen is the only plan that we can succeed at, and if they don't want to come to us we had just as well pull up stakes and go. Our membership wants a commission firm. The Farmers Union firm does not give satisfaction, has never given satisfaction, and there is nothing to them. You fellows go right ahead with your organization and do business and we will do the same.

Hirth: Mr. Woodman is here to answer any critical question about this company. Ask him any question you think vital and then let Mr. Tromble make any supplementary explanation.

Collins: We are never going to get anywhere discussing the merits of different farm organizations. That's one bad feature about the farmer. We all recognize that, I've spent a great many years on this problem and I expect I'm as much to blame as anybody for some of our disagreements, but it seems to me like there is no use of going on with this quarrel. The proper thing to do is to ask Mr. Tromble to submit his proposition. (At this point a discussion came up

regarding correspondence between Mr. McReynolds and Mr. Woodman in which Mr. McReynolds stated that Mr. Woodman failed to answer specific questions put to him in regard to matters pertaining to the Farmers Union Live Stock Commission at Kansas City).

Woodman: I had some correspondence with Mr. McReynolds and in that correspondence I fully stated that I would be glad to meet with their committee at any time, furnish them with information as to the financial standing, personnel of the force, or any matter directly concerned. I have always stood ready to do this. McReynolds: My committee instructed me to get this information before they could intelligently consider any sort of a proposition. Mr. Woodman's second letter also failed to answer my questions. (here it was suggested that Mr. Woodman answer Mr. McReynolds questions).

Question: What is the amount of your capital stock? Answer: Ten thousand shares divided into ten thousand shares of one dollar each. At our last annual stockholders meeting it was voted to raise the capital stock to thirty thousand dollars.

Question: Who owns this capital stock? Answer: Farmers in the territory tributary to the Kansas City market.

Question: What voting power has this stock? Answer: One man, one vote.

Question: Is there limitation as to the amount of stock one man holds? Answer: It has been the practice to sell no more than one hundred shares to one man.

McReynolds: You sent me a copy of your constitution bearing no date. Woodman: That was merely an omission, that copy was of February 7, 1922.

Question: What volume of business did you handle in 1922? Answer: 450 car loads.

Question: What was your volume in 1921? Answer: 240 car loads.

Question: What was your overhead expense in 1922? Answer: About \$60,000.00

Question: What was your overhead in 1921? Answer: I can't say just exactly at this moment, but it was about \$40,000.

Question: Have you ever returned a patronage dividend? Answer: Yes. In 1920 we paid 8 per cent on capital stock, placed the specified 10 per cent in our reserve fund, and returned to the country 10 per cent patronage dividend. In 1922 we are paying interest on capital stock, placing 10 per cent in the reserve fund, and returning 19 per cent of all commissions paid.

Question: Did you pay a dividend in 1921? Answer: No. We paid 8 per cent on capital stock and the balance of our profits placed in the reserve fund.

Question: What were your profits in 1921? Answer: Approximately \$2,000.00

McReynolds: Your letterhead does not give the personnel that is governing your house.

Woodman: Introduces members of the Board present, Messrs. Tromble, Brasted, Frank and Campbell, also states that Messrs. Moore and Alkire are members of the Board not present, and that he (Woodman) was the seventh member of the Board of Directors of the Farmers Union Live Stock Commission.

Question: What distinction is there between the Farmers Union Live Stock Commission and the Farmers Union State organization? Answer: The Farmers Union Live Stock Commission is a corporation controlled entirely by its stockholders independent of the state organization, its stockholders having the sole right to the management of the business as in the case of any other corporation.

Question: Has the Farmers Union a house that handled grain in Kansas City? Answer: Yes, the Farmers Union Jobbing Association, a separate corporation.

Question: How did the Farmers Union and the Farm Club get together? Answer: A meeting of the shipping managers and leaders of the Missouri Farmers Association and the board of the Farmers Union met here in Kansas City. We submitted our plan to them, offered them our services on the absolute equality with ourselves. We took them in good faith, we were both trying to solve the same problem, and there was no trouble in getting together. At that time there was a question in their minds as to the ability of one of our salesmen. We told them to come on in, give our force a trial, then if they were not satisfied and would name us a salesman they would rather have, we would do everything in our power to get that salesman.

In this connection I want to say that there is not a salesman on the Kansas City Yards who is not a member of another firm or financially interested in another firm that we could not hire.

Question: Suppose one or more of these men did not meet with the approval of these people, what then? Answer: If we have an employee who is not efficient, not capable of handling his job as well as any man in the Yards, then he will be replaced with some one who can do so, but I want to say here, that I am paying top salaries and I have top men.

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Tromble submit the proposition of the Farmers Union Live Stock Commission) Before doing this Mr. Tromble went back to a matter asked about by representatives of the Farm Bureau earlier in the conference, that is, the origin of the Farmers Union State organization, its purpose, etc. Mr. Tromble went on to state that the big idea of the Farmers Union was never to take the handling of the farmers products out of the hands of the farmers. That the idea always in mind was that the farmer should handle his own business, that he could not hope to turn his products over to some one else in some other line of business and hope for the best results for the farmer. That all Farmers Union enterprises were organized so the farmer stockholder had absolute control of the business and whenever a Board of Directors felt that any employee had failed in his ability to perform his work, that Board could replace this employee with someone who would fill the bill. That the big idea was to create an organization of the farmer, by the farmer and for the farmer.

Mr. Tromble went further to say, "We are willing to take you in on the same basis as ourselves. We are willing to enlarge the number of our Board of Directors, giving you three directors, the Missouri Farmers Association three directors and the Kansas Farmers Association three directors. We are not asking you to contribute a cent except as you feel like a few shares of stock. We are offering you all that we have, but we are not willing, my friends, to turn this business over to the Committee of Fifteen. We believe we have just as good a National organization as anybody."

We are not criticizing you for not getting in, but if the men you represent mean what they say, if they really want cooperation, try and do something before you establish a rival organization, before you put in a rival concern. McReynolds: The only reason the Missouri Farm Bureau would consent to a rival organization is because there is an insistent demand from the membership that we do it. A canvass of Western Missouri, territory adjacent to the Kansas City Stock Yards, results in showing there are three thousand cars of stock per year for which the farmers are demanding an outlet, and these three thousand cars of stock would not be shipped to the Farmers Union for one reason or another.

Hirth: As the solution of this problem did these farmers specify the Committee of Fifteen should establish a cooperative house of its own? If those farmers were assured of a safe financial institution with methods conducted efficiently, all they have a right to expect from a Commission Company of its kind—if for instance the sales force does not suit the shipping managers be called into a conference and it is agreed among them that some other salesman is doing better work and the commission company would then make every effort to employ that salesman—do you think these people would be satisfied, or would they insist that their firm be operated under the plan of the Committee of Fifteen? What we want to do is to strip this thing down and find where we part company.

We are offering you equal control of the Board. We are willing to listen to any sound suggestion with reference to the management—where Mr. Hirth asks Mr. Woodman if there will be need for increased capital stock to which Mr. Woodman replied "Perhaps \$3,000.00 to \$5,000.00 but I now have on hand applications for about \$4,000.00 worth of stock, and that would be adequate capital to handle the increased volume of business." Mr. Woodman here mentions the fact that at the present time he has applications from three or four hundred Farm Bureau men for stock in the Farmers Union Live Stock Commission.

Mr. Hirth proceeds: "You don't need to put in any additional capital. If you take any stock it will be because you want it. We are offering you a company that has had its initial grief and is now in good working order, where a new firm would necessarily have to begin at the foot of the ladder, and for the first year at least "pay the piper" in a good many ways."

Tromble: Our action here today will have to come before the stockholders meeting February 1st, exactly the same as when the Farm Clubs came with us a year ago. Our stockholders thoroughly endorsed our action at that time and we know they will do so now.

Collins: Spoke for a few minutes of the conference at Omaha, said that he was not present but had talked with the President of the Nebraska Farmers Union regarding that meeting. Went further to speak of the mass meeting in Chicago a few years ago when the Committee of Fifteen and the Committee of Seventeen was organized, went further into matters not touching the question at hand, but concluded by saying, "I think that with two or three producers organizations we can get more people than with one. If we cannot get along peaceably together there is plenty of room at all these Yards for two commission houses. It may be that a third organization will go out and get farmers that neither of us can get. It may take ten years to accomplish what we both set out to do. If we go ahead now and establish two houses it leaves that in the end we will be able

to get together, that in the end when all of us here have resigned or are dead the two houses can federate without any friction or feeling or prejudice. Labor fought for years and after so long a time finally federated. If we go ahead now, each with our own plans I honestly and truly believe that we will get more volume and more people with two houses than we could get with one."

Hirth: This is the first time I have run into you. I will say to you that I believe you are exactly honest in what you say, but I think you are wrong. When the situation at East St. Louis was explained to Mr. Howard and he said it was not only a mistake, but pitiful, that there should be two cooperative commission companies at that market. Mr. Howard did everything he could in the early stages to stop that, but after all resources were exhausted the Farm Bureau followed us into the St. Louis market. We went in November 16th., they the following January.

I do not think you are right when you say that two or three commission houses will do better for the farmer than one. You can go to any bunch of farmers in the United States tonight and say, we had a meeting in the Baltimore today; we concluded to forget our differences and instead of two farmers having to sustain two commission firms we are going to operate one big commission company under one overhead expense, and every farmer in that crowd will cheer you to an echo. If you say to that same group of farmers, we could not get together, we were unable to make connections with the live stock firm up there, we are going to maintain two cooperative commission companies up there, there is not a farmer in that audience whose face will not fall, and you know they would have it otherwise.

If, when in Omaha, your National Board of the Committee of Fifteen had not forgotten that in Omaha the Farmers Union handles 40 per cent of the volume of business that comes to that market, that in St. Joe the Farmers Union handles nearly one-half the volume of that market, that in Kansas City the Farmers Union handles its share, that in Chicago the Farmers Union is building up a splendid business under the management of Mr. Watts who first developed the Omaha house, if those things had not been ignored, if that Board had gone to the existing organization then, there would have been no trouble, but when you say you must be the tall to my kite or we won't play in your yard, then that's a different matter.

Now we can go in here together. Now we have equal control of the Board of Directors, where this company can be bettered; better it, so that in 1923 we have just one overhead, at the end of that year we will have at least 20 per cent more to return to the farmer than if two rival companies are operated.

Suppose your board, triangularly interested, should say, we believe if you can shift your force just a little bit, can do this thing, or that thing for the betterment of the company, do you think that we would listen? Don't make conditions so it is impossible for us to cross the bridge. Remember we have said to you, we don't want you to do penance, we don't want you to play second fiddle, we want you to come in on equal terms and help make this one big cooperative commission company.

(It was here suggested by a Farmer Union member that the Farmers Union and Missouri Farmers Association representatives withdraw from the room and let the Farm Bureau Committee have the room to themselves. McReynolds suggested that inasmuch as this was the farmers question that they settle this matter themselves, but Hirth insisted on an expression from this meeting. All withdrew except the Farm Bureau Committee. After a few minutes the entire conference was called to order; Judge Fix acted as spokesman for the Farm Bureau Committee.

Judge Fix: I know that I express my own sentiments, and I am sorry to say that as far as this Committee is concerned they don't feel like accepting your proposition today. We feel like we have a National organization strong enough to take care of ourselves; we think we are on the right track and are willing to try our plan on the merits or demerits of our own organization as it now stands, and go ahead and put in a live stock concern at Kansas City, live in peace and harmony with our rival concern like men. It is impossible for us to try to cooperate together. It is absolutely impossible for one organization in the United States, in one county, in one township or in one little town to have the same opinion and to see things alike, and it would not be right if they did. If we did not have different opinions we would be no better than dumb brutes. We all have a right to exercise our citizenship in the United States or wherever we may happen to be. Gentlemen, I think the thing for us to do is to bury the hatchet as far as partisanship is concerned and live in harmony with ourselves, our neighbors and our constituents.

Hirth: The word co-operation means work together. Do you believe that it is better for the farmer to be in divided camps than to be in one camp? Judge Fix: I do not think that neighbors that live in glass houses ought to throw stones.

(Continued on Page 3)



## The Kansas Union Farmer

Published Every Thursday at Salina, Kansas By THE KANSAS BRANCH OF THE FARMERS' EDUCATIONAL & CO-OPERATIVE UNION  
Entered as Second-Class Matter August 24, 1912, at Salina, Kansas, Under Act of March 3, 1879.

Acceptance for Mailing at Special Rate of Postage Provided for in Section 1103, Act of October 3, 1917, Authorized July 30, 1918.

JOHN TROMBLE, Editor and Manager  
W. C. LANDSON, Associate Editor  
DON C. ESTES, Director of Advertising

Subscription Price, per Year \$1.00

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.

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## ADVERTISING RATES ON APPLICATION



THURSDAY, MARCH 8, 1923

## LIVE STOCK PROFITS IN 1922

The representatives of the Missouri Farm Bureau who attended the live stock marketing conference at Kansas City charged that the cost of doing business through the Farmers Union house was too high in 1922. Here is what the Missouri Farm Bureau News has to say about that matter: "The Missouri men could not understand why Mr. Woodman with a clear field and no competition could show only \$2,000 profit in 1921 and a cost of approximately \$14 car handling charge in 1922 while the Producers at all of the six markets where they are in operation are handling both larger and smaller volumes of business at a greatly lower cost."

It is plain enough that the Bureau folks are hooked to learn something about the Kansas City market between now and December 31st. In the first place they will discover that there is mighty sharp competition in the Kansas City market. There are nearly a hundred privately operated live stock commission companies there and they nearly all know mighty well how to get and handle business. There is no keener competition on any market in the United States.

It is also a fact that it costs more to do business on the Kansas City Live Stock Market than almost anywhere else in the United States. Due to the arrangement of the yards and pens the handling of hogs especially is much more costly than in other similar markets. These conditions appear to be unavoidable and will apply to the new Producers house as well as to the Union house and the private companies now operating in Kansas City.

Another thing that the Bureau folks will soon learn is that commissions are substantially lower in Kansas City than on any of the other markets on which they are operating, as much as several dollars a car on some kinds of shipments. While this does not increase their handling cost per car it does reduce the profits available for distribution as shippers dividends.

The Bureau folks claim that they handled shipments on all six of the markets where they operated in 1922 for a handling charge GREATLY LOWER than the \$14 a car that it costs the Union to do business in Kansas City during the same year. The same issue of their paper in which this charge is made and on the same page carries proof furnished by themselves that this statement is not just as much charged with the truth as it should be. In the report of the Producers house at East St. Louis these figures are set forth.

Cars handled during 1922, all kinds of stock ..... 6,664  
Total commissions collected ..... \$134,692.02  
Total expenses of doing business ..... \$91,293.41  
Total Net earnings ..... \$43,398.51  
Cost of business per car load ..... \$13.79

Instead of the cost of doing business through the Producers house at East St. Louis, being GREATLY LOWER than through the Union house at Kansas City it is exactly 22 cents a car lower on a volume of business 2,405 car loads. GREATER in volume and nearly one eighty per cent GREATER in value. These figures do not appear to prove the claim of superior management and business ability on the part of the Producers. If the Union house at Kansas City had handled that additional 2,405 car loads of stock, as it could have done without increasing its sales force very much, the cost of handling by car load would have been much lower than the producers figures at East St. Louis.

## COTTON IN KANSAS

The price of cotton is now at the highest point ever reached except as a result of war conditions. The staple and seed combined of a bale of cotton of 500 pounds of lint is worth at this time about \$160. There are great areas of southeastern Kansas lands easily capable of a production of a bale to the acre. The cash cost of making an acre of cotton is no greater than for an acre of corn. The methods of cultivation are very similar.

There are many farmers who are thinking of trying out a cotton patch this year. It is reported that more than 3,000 acres will be planted in Montgomery county this spring, and that arrangements have already been completed for a gin in

that territory.

Unless the boll weevil is controlled the production of cotton in the southern states will never be restored. The world has less cotton on hands now than at this time of year since the civil war. The price is sure to go higher. It will pay Kansas farmers to consider the possibility of cotton production in this state.

## LEGALITY OF POOLING CONTRACTS

There are still a good many people who doubt the legality of the contracts that underlie the organizations of one hundred per cent pooling associations for marketing farm products. This matter has not yet been adjudicated by the supreme court of the United States but has been passed on by the highest courts in several of the agricultural states.

In a very recent decision handed down by the supreme court of the State of Washington the contract was sustained in every particular. The Association was upheld in its demands both for liquidated damages and for an injunction to require specific performance of the contract. The defendant set up eight reasons for being relieved from performance under his agreement and was defeated in every one of his contentions.

The supreme court of California has also upheld pooling contracts in every case appealed to it from the lower courts of that state. In Virginia and North Carolina certain members of tobacco pools sought to deliver their crops to the old loose leaf warehouses in violation of their marketing agreements and were prevented by the courts of those states from breaking their contracts.

The matter after all is very simple. There is no menace to the general public welfare in these marketing contracts. They are not contrary to the public interests in any way. They are entered into voluntarily. No man can ask to be relieved from their provisions on the theory that he is being oppressed or injured in any way. Violations of marketing agreements must go into court confessing that they have broken contracts into which they entered voluntarily and therefore they can not plead that their own hands are clean.

It is wise and prudent for farmers to consider these contracts with great care before signing them but after a growers name is once on the dotted line he must deliver his crops according to the terms of the agreement.

## GUNNING FOR MUTUAL INSURANCE

Old line and joint stock insurance companies are now fully awake to the growth of mutual associations. Several bills in the interest of the big companies have already appeared in the Kansas legislature and only the sleepless vigilance of the representatives of the mutuals have prevented them from becoming laws.

A measure introduced early in the session provided for the abolition of the rating bureau which has fixed the terms for Kansas insurance for many years. On the face of this proposition it seemed harmless enough but a more careful examination indicated that such a law would permit free competition and unrestricted rate cutting. This would create a condition that the powerful eastern companies could afford to operate under for several years if necessary. The strong older organizations all have enormous reserves out of which they could pay losses for years if necessary in order to put cooperative insurance out of business.

The most recent attack on the mutuals took the form of proposition to require all insurance agents to be examined and licensed by the state. This would plainly put the big companies in a position of great advantage. They have great numbers of trained agents who make big incomes from their commissions and could easily pass all the required annual examinations. The mutuals on the other hand rely very largely on the good will and voluntary service of policy holders or of officers and members of the organizations that maintain such associations. They have few trained agents, few solicitors who live on commissions, few experts in solicitation who have made a study of writing insurance. Such agents as are employed by the mutuals could not very well afford the expense of annual registration even if they were qualified to pass the tests that would be imposed.

The opponents of cooperation are more active and aggressive than at any previous time in the history of the movement. This new attitude on the part of those who lived so long and so profitably off the labors of the producers is not an evidence of the weakness but of the strength of the cooperative principle. Cooperators must stand together against the determined onslaughts that are being made or the whole system that has been built up with so much sacrifice, labor, and devotion and that is so charged with benefits for the common man will be destroyed and the forces of greed, privilege, graft and monopoly will again have their way with the wealth of the producers.

Recent events in the Kansas legislature indicate that the capital of this state is no longer located at Eighteenth and McGehee streets in Kansas City, Mo.

## MORE UNION MEN NEEDED

All the big state wide Farmers Union cooperatives are now on a profitable basis and are rendering services of the greatest value to Kansas agriculture. If the Jobbing Association handled binder twine only it would be worth annually far more than it has cost the farmers of this state. It is not too much to say that this one enterprise on just this single commodity saves the wheat growers of Kansas more than \$500,000 a year.

The insurance companies have been even more serviceable. Established only about eight years ago they have saved their policy holders more than a million dollars one half of which has been returned in the way of cooperative dividends and the other half invested as reserves under the laws of Kansas. In addition to these substantial and tangible savings the Union and other mutual insurance companies have forced the old

line organizations to reduce the rates for farm insurance twenty per cent below the level that was charged up to January 1, 1922.

The Farmers Union Live Stock Commission company, the Auditing Association, the operations of the Jobbing Association on the Kansas City Board of Trade are very helpful and profitable with business growing so rapidly that it will be only a few more years until each of them is the leader in the field in which it operates. The Wheat Marketing Association organized only this winter is a mighty lusty and vigorous infant and will be the biggest single factor in middle western wheat selling within a year.

The able and loyal members of the Farmers Union in the senate and house of representatives are doing much more than any mere party group to shape legislation in the interest of the common man. It is mighty heartening to see republicans like Docking, Green, Johnson, and Culp working hand in hand with democrats like Gates in the senate for the advancement of agriculture. In the house of representatives the Union men like Coffman, Culp, Thomas, Spencer, Trull and others who were elected with republicans are working harmoniously with such good union democrats as Barrett, Ravenscroft, Harrington, Teague, Schaumburg, and men of their sort who are constantly alert to see that the farmers of Kansas get a square deal.

All these things are matters in which members of the Union can and very properly do take a just pride but it must not be forgotten for a moment that none of these great profitable service enterprises can be maintained in usefulness nor this splendid body of legislators properly sustained and supported unless there is a big, faithful, forceful growing, loyal membership back on the farms. The one thing that the Farmers Union of Kansas needs above everything else is more members.

Every active local in the state should at once engage in a vigorous campaign for the collection of dues, for the reinstatement of delinquent members and for the securing of new blood in the organization. This work cannot be done as it should be by the state organization. The field is too big and the workers are too few. The local and the County Unions and the individual members must realize that it is their job to maintain and increase the strength of the organization.

If it has not already been done since the state convention every local should at once hold a meeting devoted to the single purpose of strengthening the organization. The very fact that our cooperative enterprises are more successful than ever before that our cooperative services are in the strongest position they have ever occupied is a challenge to those who hate, despise and even fear the cooperative system because it is depriving them of their opportunities for profit.

During the next few years the whole cooperative movement is facing the most bitter opposition that it has ever met, is confronted with the most unrelenting hostility that has ever been arrayed against it. It will not be saved by outsiders. It will survive and grow only as it has the confidence and support of the farmers at all times willing not only to cooperate but to go out and preach the gospel of Organization, Education and Cooperation to others who are not yet lined up with us in the movement that will and must save agriculture through self help.

## SOME QUESTIONS FOR DEBATE

A good many farmers believe that we should have our own life insurance company. Try this out for a debate:

Resolved, that the Farmers Union should establish a Life Insurance Company on some plan that will reduce the cost of protection for farmers families.

Or if not interested in life insurance just now try one that requires some study of history and political conditions:

Resolved, That each new congress should assemble and organize within sixty days from the date of the elections at which the members were chosen.

Or, if that is a subject that will require too much research and too much study try this one which is an old favorite that helped in the education of many of our fathers and grandfathers:

Resolved, That there is more happiness in pursuit than in possession.

The big thing is to have the debate. And may be it is about time for some of the locals that have been having such good arguments to challenge their neighbor locals for joint discussions. Anything that is right and that will put new life into the Local should be tried out.

## COUNTY UNION PROGRAMS

Every county Union that has not already done so should adopt a set of by laws providing for a definite program for each meeting. The National Union has framed and is distributing a Manual of Procedure for Local and County Unions. Send to Secretary A. C. Davis, Rural Route No. 4 Springfield, Mo., for a supply of these Manuals. They only cost a nickel apiece, less in quantities.

The State Headquarters has a supply of County Union by-laws sufficient to take care of this state. Send to Brasted for a copy. The County Union must justify its existence during the coming year. More local, community and county problems are pressing for solution now than ever before in the history of Kansas. Unless the farmers look out all the questions will be handled by other folks and the needs and wishes of agriculture will be overlooked.

There are still a great many men who have not learned that the way to cooperate is to cooperate.

Democratic control is the essence of cooperative management. Each cooperator is entitled to a say in the running of any concern through which he transacts his business and it is his trade, not his capital investment, that gives him that vote.

## Harding

Has Finally Concluded

That the United States must go in and do its part in the solution of international problems. In almost the closing days of congress the president sent a special message to the senate urging that provision be made for this country to participate in the functions of the international court which is one of the activities of the League of Nations.

The request by the president has brought about a very peculiar political condition. Instantly arrayed against it are the irreconcilable republican senators like Johnson and Lodge. Instantly lined up in its favor are the democratic advocates of the League of Nations like Robinson and Hitchcock.

Many people will have trouble in understanding just what Mr. Harding is driving at. He sent this message to the senate long after any chance of having it considered at this session was gone. Either it must lie over until next December or the president must call a special session of congress, a thing he has stubbornly refused to do up to this time.

It is a strange situation. The most important and constructive recommendations that a republican president has made during his first two years of authority is almost unanimously opposed by senators of his own political faith and almost equanimously supported by the democrats.

## Packer Consolidation Plans

Are being opposed by the secretary of Agriculture who has served notice on the backers of the proposed merger that he will use all the resources of the government at his command to prevent completion of the project that they are working on at this time. Mr. Wallace regards himself as the representative of the live stock producers. He is convinced that the amalgamation of the great packing houses would destroy competition among buyers of animals in the terminal markets and result in lower prices and decreased incomes for producers.

Both cattle and hogs are now selling considerably below the cost of production and any further reduction in prices resulting from the abolition of competition among buyers would not only ruin millions of farmers but would eventually result in such decreased production of food animals that meat would soon become both scarce and costly in the industrial centers.

Mr. Wallace's heart is in the right place but whether he can block the plans of the monopolists is quite another question.

## Mergers Are Becoming Popular

With the managers of great competing enterprises. With the plans of the packers to consolidate the management and policies of that great industry still in the air the railroads of the country are sounding out official and public sentiment on proposals for combining several great systems of transportation into still greater agencies.

The Great Northern, The Burlington, The Northern Pacific, the Chicago, St. Paul and Milwaukee, Chicago Great Western, and probably the Northwestern system are planning to get together. Probably such a merger would result in decreased operating expenses but is certain the business of the country would get no benefit from it. The savings would go to pay the interest on the additional bond issues growing out of the new deal. There would still be no surplus earnings available for the assistance of the less fortunately situated railways.

One thing that is absolutely certain in this connection is that the railroads are not forming these great combinations for the benefit of shippers or travelers. They are trying to do something that will get more money out of the public for the use of the managers and owners.

## United Railroad Operation

On a national basis is the only way to secure uniform railway service throughout the country. The idea of twenty or more competing systems made up of the existing two hundred companies is ridiculous beyond words. It would result in nation wide destruction of competition, in unsatisfactory service for the public and in the most brazen and bold looting of production that has ever been known in this world.

Every such proposal only strengthens the conviction of thoughtful men that uniformity of service for reasonable rates can be secured only by government operation of the agencies of transportation and travel.

## Selling Worthless Securities

Is the favorite open air industry of many thousands of expert promoters. During the past ten years the farmers of the middle west have been robbed out of billions of dollars by the expert pickpockets who are employed by get rich quick organizers still more expert in the fine art of separating the investing public from its loose change.

Many victims wonder why the Blue Sky department of the state government permits the sort of business that has cost them so much. The real truth is that the Blue Sky Board, with the very best intentions in the world, has been the ally of the looters rather than the guardian of the investors. It's a poor sort of a promoter who can not frame a plan to get by the state authorities and once a permit for the sale of securities is obtained it is used on all prospects as a bait.

The statutes against fraud are tolerable hard to enforce against a con-

cealer that has the written permission of the state of Kansas to go out and sell its worthless stocks and bonds. It would be better to require each buyer to depend on his own judgment and keep the courts open and easily reached for the punishment of all swindlers.

## Federal Aid For Kansas Highways

It is likely to be withdrawn if the power of the State Highway Commission are in the least degree curtailed by the legislature. The Kansas City Star announces that the people of Kansas will lose Nine Millions of Dollars if legislation now pending in Topeka is enacted. And here appears the most obvious and the greatest real danger in the now pretty well established system of matching dollars with Uncle Sam.

No legislature is any longer able to use its own best judgment in enacting laws for application within its own state. The system of federal aid holds a club, a sword, or a sandbag over the heads of local legislators and deprives them of all their most important powers and authority. Congress determines the highway policy, the educational system, and even the best methods of rearing and rearing children and imposes its will on the people by proposing to pay half the expense with the taxpayers own money.

Kansas cannot very well afford to reject federal aid and go on paying her share of such appropriations for other states but the time has come for the people to choose between being run by Washington Bureaucrats or by themselves. Ten years more of the unchecked centralization of power in federal agencies and state lines may as well be obliterated.

## Ford Is Running Strong

For the presidency in nearly every sales and service agency that he maintains for the distribution and repair of his widely known and justly popular tin lizzies. Perhaps he is the right man after all but of course he can do nothing by himself even in his activities are transferred to the White House. He must have help. Here are a few suggestions for his running mates and for the cabinet that should not be overlooked by his faithful campaign managers after they finally establish an effective working connection with his bank account.

For vice president on the Ford ticket the obvious almost necessary selection would be Thomas A. Edison who has clouded up without raining much more frequently than any other living great man. The cabinet must also be made up of men of business training who have accomplished real things in this old world. For Secretary of State Signor Marconi is the best pick. Secretary of War is a hard place to fill in a pacifist cabinet but Jack Dempsey is the right man for Henry Ford. Like Edison, Ford and a few million others he found a way to help win the war without diminishing his own profits or risking his skin on the field of battle.

For the other places we nominate Clarence Darrow to be Attorney General, Judge Gary of the Steel trust for secretary of the Treasury, Harold McCormick now completely rejuvenated and safely married for Secretary of Agriculture, Ogden Armour for Secretary of Commerce, Alexander Howatt for Secretary of Labor, Admiral Sims for Secretary of the Navy with the understanding that there must be at least three months closed season for members of the Ku Klux Klan; Ben Marx, always embattled in the interest of the poor and the oppressed for Postmaster General. This leaves still the new department of Public Welfare to be supplied. For this place it would be fitting and right to recognize the great achievement, the preeminent services and the transparent abilities of Lydia E. Pinkham.

With such a cabinet Henry Ford would be able to show the world something new in the way of administration.

## Griffith.

Attorney General of Kansas

Is rapidly earning a reputation for attending to the public business and the public interests that bids fair to set him far apart from the regular run of political lawyers who have held that job in the past. He tells the county attorneys that there must enforce the laws—all the laws on the statute books—or get out of office. This in itself is a serious blow on a get rich quick job that has established many a struggling young lawyer as a financial pillar of his community. Griffith is also quite unreasonable in his demands that mayors, sheriffs, policemen, constables, marshals and other officers commissioned to keep the peace shall keep just that and nothing more.

The attorney general's latest intrusion into the affairs of thrifty persons out to get it any old way that does not lead to the states prison is his endeavor to find out just why the Ku Klux Klan is in Kansas and whether it would not be wise to oust that organization from this state. But here he meets his match. An organizer of the hooded and robed membership of the Invisible Empire defies the attorney general and refuses to disclose secrets that he has sworn in his heart before Almighty God shall never be given up to the public or to any inquiring inquisitor like the attorney general.

Of course Griffith has also taken oath. Come to think of it the attorney general assumes quite an obligation. He also swore in the face of Almighty God and before the Chief

Justice of the State of Kansas that he would do a few rather important things, to wit: Uphold the constitution of the United States and of the State of Kansas, faithfully enforce the laws of the commonwealth, and to the best of his ability perform the duties of attorney general of the state of Kansas. The oath was taken in the full light of day in the presence of several hundred of the best citizens of the state and if this writer knows anything about C. B. Griffith and he believes he does it will be faithfully kept.

## Tut Once King of Egypt

Is once more at rest. The grave robbers have resealed his tomb and announce that they have suspended operations until the weather cools off a little in that neighborhood. If that bunch of ghouls had their just desert the balance of their existence would be spent in a location where there never is any cool weather.

## Farm Prices Are Falling Rapidly

And the cost of farmers supplies is increasing. Twine for binding wheat will be higher this year, reapers will cost more, all the necessities for making and harvesting crops are going up. In the face of these conditions and the apparent certainty that the selling prices of all farm products are certain to be lower just where does the world think the farmer is going.

Historians of ancient Rome tell us that the farmers of that long dead empire were finally forced to live almost naked in huts and caves and to hide away from the ravages of the collectors of rent interest and taxes. Just after that the decline of the Roman empire came to an end. It could reach no lower level by gradual processes but having come to the jumping off place the whole shebang came to an end in the world catastrophe known as the Fall of Rome.

No country that destroys its own agriculture can hope to escape the fate of that great nation that was once mistress of the world and then spilled the beans by impoverishing the farmers.

## EDUCATION IS NEEDED

We, the United States of America, are one of the greatest nations in the world, in power, commerce, transportation, in genius, etc., but where are we in education? At very nearly the bottom of the list.

Illiteracy in this great country is our greatest question today.

Almost 48 per cent of the entire peoples of America are but common school graduates. About 15 per cent of the entire peoples of America can not speak, read or write our language. Why? We have all classes of schools in this country; as good or perhaps better than any other nation in the world.

Then, again, I ask why is illiteracy such a great question for us today.

Because so many of our teachers, incompetent of teaching. Many of our teachers do not get sufficient education to render them capable of teaching school. Therefore, let us give our teachers a better training.

Because immigration into this country has not been restricted to a specified per cent until almost too late, thousands of illiterate peoples come, and came into this country every year. Therefore, let us make an endeavor to educate those here, and bar those on the other side of the water from coming over here. We must restrict such people from coming here until they make an honest endeavor to educate themselves.

There are settlements in this country that do not teach the American language in their schools today. Therefore let us make an endeavor to educate these people.

We must let them know that this is America, and they they must educate their children in our tongue, or the generations to come will have a great problem to solve when we have today.

The Farmers' Educational Co-operative Union of America are organized to protect their market prices and exterminate competition; but we must not forget we are also an educational organization.

Let us help solve this great problem by educating ourselves and our fellow brothers.

We can do this in many different ways, such as are suited to the community in which our locals are located.

Let us get together on this question and pull at the same time on the same load.

A house divided against itself cannot stand.

A member of Eagle Valley Local No. 916.

A TABLE OF TAXES PAID on the same farm in Douglas Co., Kansas, for the years given.

Year	Taxes
1908	\$111.73
1909	132.34
1910	111.43
1911	107.97
1912	108.38
1913	119.92
1914	125.86
1915	291.22
1916	194.76
1917	207.56
1918	217.63
1919	246.70
1920	328.06
1921	429.54
1922	341.42

Farmers' Union must be sold to the unbeliever. You, who are in and know, must go out into the byways and highways and preach the gospel of cooperation. You will not only have to preach but you will have to sell your idea to them.







## Department of Practical Co-Operation

State speakers will be present and address Farmers' Union meetings as indicated below. Requests for speakers are within the date list should take into consideration the schedules already made.

**W. C. LANDSON**  
March 10—Oronoque.

**M. O. GLESSNER**  
March 10—Ellsworth County  
April 7—Strong City.

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

**To Local Secretaries And The Membership In General**  
We have the State Constitutions for 1922, "containing the Amendments as adopted," ready for distribution at 5c per copy.  
C. E. Brasted, Secretary.

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.

### CRAWFORD COUNTY MEETINGS

**AT GIRDARD KANSAS**  
Girdard Local No. 494 of the Farmers Union meets in Union Hall the second and fourth Tuesdays of each month at 7:30 p. m.

L. E. Roof, Pres.  
Roy W. Holland, Sec.

### UNION LOCAL NO. 2019

Regular meetings on the first and third Thursdays of each month, at 7:30 p. m.

Blaine O'Connor, Sec.

**AT WESTMORELAND MARCH 10**  
The Farmers Union of Westmoreland County will hold their first quarterly meeting at Westmoreland, Saturday March 10. Meeting will be called to order at 10 o'clock sharp.

T. P. Heptig.

### AT HAYS KANSAS MARCH 10

The Ellis County Farmers Union will hold its regular quarterly meeting Saturday March 10th at the Court House in Hays, Kansas commencing at 1 p. m. All officers and Community members are urged to meet at 11 a. m. to outline the program and committees' reports. Any member that has anything to bring before the meeting is requested to meet the committee before 12 m. Delegates' credentials must be in the hands of Jo Binder at 11 a. m. of this date.

Jos. P. Rupp, County Pres.

### AT ALMA KANSAS MARCH 10th.

The first quarterly meeting of the Wabasha County Farmers Union will be held at Alma, Kansas, Saturday March 10th at 1 p. m. Local secretaries are requested to send their delegates' credentials to the county secretary at once. Members be sure to bring your cards.

Joe Richmond, Co. Sec.

### AT STRONG CITY APRIL 7

The second quarterly meeting of the Chase county Union will be held in the auditorium at Strong City, April 7th, commencing at 10 a. m. Dinner will be served at noon and in the afternoon State Lecturer M. O. Glessner will explain the plan of the Farmers Union Co-operative Wheat Marketing Association.

Guy McCandless, Pres.

### AT HIAWATHA MARCH 24.

Brown county Union will hold their regular meeting at Hiawatha in the auditorium on Saturday, March 24th, commencing at 10:30 a. m. All locals are requested to send a full quota of delegates as a good time is expected. Governor Davis and other speakers of note have promised to be with us at that time. Let as many Union members as can plan to attend this meeting and spend the day with us. There will be a big free dinner at noon.

W. P. Lamberton, Co. Pres.

Clyde Royer, Co. Sec.

### AT NORTON MARCH 10.

Norton county farmers' Union will hold their regular quarterly meeting in the court house at Norton on Saturday, March 10th, commencing at 10 a. m. The business session will be in the morning and in the afternoon an open meeting will be held. The afternoon meeting will commence at 2 o'clock and the following program has been arranged: Address, "Co-operation" by W. C. Nyström. Reading of essays by the winner of principal Norton county high school. The \$50 prize contest offered by the Norton county Union. Presentation of prizes by C. E. Huff.

The principal address of the afternoon will be given by W. C. Landson, national lecturer of the Farmers Union. Mr. Landson is one of the best informed men on farm conditions and the co-operative movement in the United States. The people of the country are expected to attend and the city people are especially invited to our afternoon session.

Special committee.

N. E. McMullen,

Harry Robinson,

Walter Porter.

### AT MINNEAPOLIS MARCH 14.

The first quarterly meeting of the Ottawa county Farmers Union will be held in the court house at Minneapolis, Wednesday, March 14th, commencing at 1 o'clock. All locals are

urged to have a full delegation present.

A. E. Watts, Co. Pres.

**SALEM UNION LOCAL NO. 789**  
Salem Union Local No. 789 meets at the school house in Natoma at 8 o'clock p. m. on the second and fourth Thursdays in each month.

P. R. Morehead, Pres.

**AT ERIE SATURDAY, MARCH 10.**  
The Neosho county Farmers Union will hold their first quarterly meeting in the I. O. O. F. hall at Erie, Saturday, March 10th, commencing at 10 a. m. Delegate to the state meeting at Topeka will give his report and a big dinner will be served at noon. In the afternoon we will have an open meeting and general discussion of various topics. Quite a program is being prepared by members of the various locals for the benefit of the visitors. All lady members are requested to bring pies. Come and enjoy the day with us. After the program, a lecture by one of our prominent citizens will be given.

E. G. Clark, Pres.

J. O. Foust, Sec.

### AT BLUE RAPIDS MARCH 16

The first quarterly meeting of the Marshall county Farmers Union will be held at Blue Rapids on Friday, March 16, commencing at 10 a. m. All locals are requested to send a full delegation. We will have a basket dinner and a state speaker, either W. C. Landson, national lecturer, or C. E. Brasted, state secretary, will be with us that day. All union members are urged to attend as well as the delegates.

Richard H. Mackey, Sec.-Treas.

### AT GRAINFIELD MARCH 13

The Gove county Farmers Union will hold its first quarterly meeting at Grainfield, Tuesday, March 13th, commencing at 2 o'clock p. m. All locals are urged to send a full quota of delegates and all members are invited to attend. State Lecturer M. O. Glessner will be with us at this meeting.

Henry Sprenger, Pres.

### LOCAL NO. 2096 MARCH 9

The local regular meeting of local No. 2096 will be held at the regular meeting place on Friday, March 9th. A good program has been arranged and refreshments of coffee and cake will be served. At our last meeting we had a good attendance and we took in three new members. We want all of our members to come out to the next meeting.

J. T. Nicholson, Sec.-Treas.

### JUDY, ANDERSON COUNTY'S NEW LOCAL

Wednesday evening, the 21st, Judy, our new Farmers' Union local near Garnett, Anderson County, Kansas, and the eighteenth local in the county, met in regular session with about seventy-five in attendance.

Centennial, Beeler, Bush City, Springfield and even Bellview, locals were represented there. County Secretary C. E. Henderson opened the meeting with a regular Farmers' Union speech. Homer Bennett, and members from every local represented, then took the floor and made short "good for the order" talks.

Then followed the splendid program of an hour's length. One member read a broadcasting outfit to show the world what the farmer folk can do when THEY "put on" an entertainment. After the business of the evening was taken care of the Judy folks served pie and coffee.

It was a splendid meeting, full of interest and considerable good work was accomplished, besides, the bringing in of a number of applications for membership.

Hurray for Judy! Locals, sit up and watch your ears or you're going to take a back seat, Judy has gone in to be a winner.

### LIBERTY LOCAL NO. 1988

Liberty Local No. 1988 of Stafford county, held their regular meeting on Monday night, February 19th. Owing to the great number sick only a small per cent of the members were present. A report of the county meeting was given and an urgent appeal was made for the Union to buy and sell through our Farmers' Union Jobbing Association. More orders were taken for oil, also orders for coffee, nails, staples, tankage and seed potatoes.

Members report very satisfactory prices paid on hay and calves shipped to the Union agencies at Kansas City. At the close of an interesting and profitable business session the officers served doughnuts and coffee. The men were appointed on the serving committee for the 3rd time, the women say, "let the good work go on."

Next meeting March 5th, 7:30 p. m. Liberty School Building.

### PLEASANT HILL LOCAL NO. 728

Pleasant Hill Local No. 728 held a very pleasant and profitable meeting Thursday evening, January 25.

After the meeting was called to order W. H. Miller, our delegate to the state convention gave a very satisfactory report and in closing called on L. G. Brown, a visitor from a neighboring local who in turn introduced M. V. Waltham, the speaker of the evening. Mr. Waltham gave a short talk on various affairs of interest to the union, then explained the wheat pool in every particular and in such a manner that it was understood by all.

Following the speaking, the ladies of the union served lunch consisting of sandwiches, pickles, coffee and cakes. Mr. Waltham made the remark that he wished some of the en-

thusiasm and unity of persons shown in the state meeting could be brought to the locals. And in this case it seemed as if it had been.

MRS. HALE MILLER

### UNION LOCAL NO. 2019

Union Local 2019 met in regular session February 15th. Topics for discussion were the school code, wheat pool and House bill No. 2. We were also favored by a report of the county delegates. It was decided to have a pie social at our next meeting, on March 1st.

BLAINE O'CONNOR, Sec.

### MIAMI COUNTY MEETING MARCH 10th

The Miami County Farmers' Union will hold their first quarterly meeting of 1922 at the Knights of Columbus Hall in Paola, Saturday, March 10th, beginning at 10 a. m. Send full delegations as a large attendance is desired.

W. E. HAYS, Pres.  
GEO. L. CHAPPELL, Sec.-Treas.

### SOLOMON CO-OP. HOLDS ANNUAL MEETING

The stockholders of the Solomon Co-operative Business Association of the Farmers' Union held their annual meeting Saturday and elected the following directors: D. Gorman, Byron Hough, Mike Tobin, Clarence Donmyer, and Leonard Patton.

The past year has been a prosperous one for the Elevator and the Stockholders voiced their appreciation in a vote of thanks to Mr. B. D. Martin, the manager. They also extended a vote of thanks to Mr. Tom McGrath, a retiring member of the Board for the faithful and valuable service he has rendered to the organization.

It was an all day meeting and the attendance was quite large in spite of the snow storm. A lunch served at noon was much enjoyed by all.

BYRON HOUGH, Sec'y.

### AT BATTLE CREEK LOCAL

Battle Creek Local held their regular meeting February 6th. Two new members were initiated. After the business meeting a short but interesting program was rendered. A committee was appointed to arrange a program to be given the first Tuesday night in March.

There is just one way for us to have a wide awake union and that is for everyone to come and take part in the work. Each member should feel his duty to come and give his local support to the officers and to the local. We meet every Tuesday night so let us all make 1922 the best year the local has had.

Corresponding Sec.

### BATTLE CREEK LOCAL ADOPTS RESOLUTIONS

Battle Creek Local in regular meeting assembled adopted the following resolutions:

Resolved, That our American flag be manufactured and sold by the government.

Resolved, That farm improvements be exempt from taxation.

Resolved, That the Co-operative Banking law be passed. Our secretary is instructed to send a copy of these resolutions to our state senator and representative, also to our leaders in the National Congress.

We also request that all Farmers Union locals co-operate with us.

W. E. HARDER, Sec.-Treas.

### PLEASANT VALLEY LOCAL NO. 652

Pleasant Valley Local No. 652 held a good meeting on Friday, February 16. Quite a number of non-members were present and the crowd was entertained with several good talks by the different members explaining the principles of Unionism and the benefits derived therefrom. Everything indicates that in the very near future we are going to initiate a number of the non-members who attended this meeting.

After the discussion, the meeting was turned over to the entertainment committee. Several readings and songs by the young folks were listened to with much interest. After the entertainment refreshments were served consisting of oysters, celery, pickles and coffee. Covers were laid for sixty.

You can see by the turn out that No. 652 is not dead by any means and we will add some new names to our rolls by the next time we report which will be sometime the latter part of this month. The old saw goes "The way to a man's heart is thru his stomach," so we think we reached some of those out of the fold with the oysters.

A. L. HOLCOM, Cor. Sec.

### ST. JOHN LOCAL OF RICE COUNTY

The St. John Local of Rice County held an open meeting February 23, with President John Tromble as speaker. A good crowd was present but would have had a larger one if there had not been so much sickness in the neighborhood.

President Tromble gave us a real instructive talk which lasted for over an hour. I really believe he would have talked longer but the ladies had a fine supper prepared right where he could see it and he quit before we thought he ought to. We hope he will favor us again.

O. R. Knight, Sec'y-Treas.

### DANE LOCAL, GOOD SAMARITAN

Editor Kansas Union Farmer: Well I have not heard of anyone dying from the effects of the oysters which we served at our local last meeting so believe that the diet prescribed for our local is putting it on its feet again, as we have taken in two new members and at this meeting I noticed our old friend and char-

ter member L. W. Hansen getting square with the secretary.

Brother Hans Jorgenson has been laid up with the rheumatism in the arms for some time and the members of Dane local are helping him out with his chores. One day this week brothers G. A. Hansen, John Jorgenson, Anton Peterson and Pete Peterson put a stack of hay in the barn. On Friday Brothers Ray Wheeler, John Jorgenson and Anton Peterson cleaned up the barn and put in a lot of clean straw for bedding while L. A. Peterson and L. W. Hansen put into the barn a stack of sheaf oats.

We hope by the time John gets all of that feed used up that Brother Hans will be up and around and able to handle his own work.

Anton Peterson.

### BAYARD LOCAL GAINS NEW MEMBERS

Bayard Local No. 2083 held their regular meeting on the night of February 22nd and four new members were initiated. This makes a total of thirteen new members taken in since the first of the year. After the business session the ladies served sandwiches and hot coffee which were enjoyed by all present. Our next meeting will be March 8th.

T. B. Elley, Sec.

### IT PAYS TO ADVERTISE

Editor Kansas Union Farmer: Please insert my ad in your paper. Will say that I had excellent results from a similar ad two years ago. As we have no Union organization near me I have allowed my membership to lapse, nevertheless I am strong for the Union and still believe it to be the organization through which we may hope to win a square deal in agriculture. The Farm Bureau smacks too much of other interests. Insert ad for four issues and send me the bill.

F. E. Mosher, Ottawa, Kan. (Editor's Note) If Mr. Mosher referred to in the above letter desires to renew his affiliation with the Union he can do so by sending in the small amount of \$4.55 to the State Secretary's office at Salina. This amount will make him a member in good standing until December 31, 1923.

### BATTLE CREEK LOCAL OPPOSES SCHOOL LAW

We, the members of Battle Creek local No. 122 of the F. E. & C. P. of A. in regular session, assembly, after discussing the school law introduced in the senate by Hon. J. M. Johnson, of Brown county, known as Senate bill No. 175 are unanimously opposed to any change in our school law at the present session of the legislature or until times are adjusted, so the tax payers can pay their taxes.

Walter McClellan  
J. P. White.

The resolutions committee also begs leave to report that they approve of resolution No. 21 of the Ellis County Union published in the Kansas Union Farmer on January 25th. Be it further resolved that the sale of revolvers be prohibited to any one not an officer of the law.

Harry Sink,  
John Bacon,  
J. P. White.

### WILLOWDALE AND ODELL LOCAL WILL DEBATE

The Odell Local has challenged the Willowdale Local for a debate. The question to be debated is—"Resolved that horse power is more profitable and profitable for farming in this locality."

Odell local got the choice of sides and chose the negative. The judges will be appointed by the president of Grace Hill local out of his own membership. The winning team will challenge the Grace Hill Local for a debate. It looks as though a great deal of interest will be aroused in Union work as the result of this friendly rivalry.

Charles Hanzlick.

### OYSTER SUPPER AT DAYTON LOCAL

Dayton Local No. 1794 held their social gathering and oyster feed Monday evening February 19, and those present had a time which should long be remembered and one that was a credit to the social committee, Mr. Becker and C. E. Brasted motored down from Salina to be with us for the evening.

Mr. Becker, secretary of the Farmers Union Insurance Company of Kansas, C. E. Brasted gave us a very interesting talk about the work of the Farmers Union in general. So let us co-operate and put some pep into us.

Then came the eats which the ladies had ready to serve. Oyster soup, cake and coffee which was enjoyed by all present after the feed. Fred tuned up the violin and with Henry at the Piano we had some fine music. It was hard to hold our feet still so the floor was cleared and waltz me around again with you, at a late hour the crowd departed for home all having a good time.

## 1923 DUES

Local secretaries are hereby notified to collect 1923 dues as follows:

Yearly Dues .....\$2.25

Building Fund ..... .50

TOTAL .....\$2.75

Of this amount \$1.75 is to be sent to the State Secretary.

C. E. BRASTED

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## Notice To All Local and County Secretaries

When making your remittance to the State Organization for dues, Initiation Fees, Supplies, Etc., make your check payable to

C. E. Brasted, State Secretary  
Salina, Kansas

IMPORTANT: Send in all remittances you have on hand at once as we intend to check up the membership list of all locals to April 1.

C. E. BRASTED  
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