



# THE KANSAS UNION FARMER

Organization

Education

Co-Operation



VOLUME XIX

SALINA, KANSAS, THURSDAY, FEBRUARY 10, 1927

NUMBER 26

## SECRETARY'S REPORT OF THE ANNUAL MEETING OF THE FARMERS UNION JOBBING ASSOCIATION HELD AT KANSAS CITY FEBRUARY 4, 1927

### REPORT OF THE SECRETARY

This is the thirteenth annual meeting of the Farmers Union Jobbing Association, and I suppose the thirteenth annual report of the Secretary of this Association. I have had the privilege of serving as your Secretary for the past five and one-half years, and I have also had the privilege of serving you as Manager of the Association during the past eight years.

The Jobbing Association has, during the eight years, had some very profitable times and some very hard times—probably no more difficulties than the average business association and undoubtedly a considerably better experience than the average business association, for records show that eighty per cent of the corporations formed survive less than three years.

From an organization of a very small paid-up capital stock and a condition when the capital stock was worth less than nothing, our organization has developed to the point where capital stock is nearly worth par and the paid-up capital stock has been increased to \$120,000.00 of which \$63,720.00 is Common Stock and \$56,280.00 Preferred. We have paid interest on Common Stock but once since the organization started, and are not in position to pay interest on Common Stock this year for you still have a deficit of \$14,900.00. With our earnings this year of \$11,300.00 on a very short crop, we have every reason to expect this deficit to be wiped out during the year 1927 and we will certainly expect to be in position to pay interest on Common Stock on January 1, 1928 and to release the reserve set up to pay interest on Preferred Stock before that time.

By special action of the Board, interest on Preferred Stock is set up at the present time and many be released during the year 1927, but the Board would not be within its legal rights to release this reserve until the stock is worth par.

While the Farmers Union Jobbing Association has a capital stock, it is organized as a Co-operative Institution under the State and Federal laws, and as we find more than seventy per cent of our business is transacted with members of the organization, we have applied to the Internal Revenue Department to be relieved of the necessity of filing a report of our earnings with them in the future. We have paid some Income Tax in the past and during the past year were able to get a refund more than offset the losses in departments not accounted for at the last annual meeting, and when all facts were taken into consideration we found the deficit a little less than reported to the stockholders' meeting last year.

The year 1926 was another short crop year in the history of the organization, but the management did not make the mistake this year of building a big overhead in the face of adverse conditions, but instead, cut the overhead expense to such an extent that it was possible on practically the same gross income to make a showing of \$35,000.00 better than last year. This thirty-five thousand dollars equals exactly the cut on the gross expenses made by the Association. Your Board of Directors and Management have during the past eighteen months, continually studied the overhead expense in the different departments and the relation between that overhead and the ability to produce service and profit for the Association and its members; and out of this study has come a condition which should insure profitable operations in the future.

The picture of overhead expense being cut to equal the amount of saving is not altogether a true one, as the earnings this year were derived from somewhat different activities than last. However, the excess expense in previous years has been expended largely in the way of sales development and has, without doubt, been estimated in the future. The good will of practically all of our old customers and putting new ones on the books. A number of new organizations have come to us during the past year and we are making an effort now to get them settled. At least some Farmers Union Jobbing Association stock in order that we may build our membership volume to one hundred per cent as soon as possible.

Our relationship with the local Farmers Union organizations is more pleasant as we become better acquainted. During the past year the Board of Directors of the Farmers Union Jobbing Association and the Board of Directors of the Farmers Union Mill have settled their difficulties to the extent that the Farmers Union Jobbing Association is doing everything in its power to assist the Wamego Mill to market its flour under the brand of "NU" and we earnestly solicit your support of this enterprise.

Not only has our relationship with the local Farmers Union Associations become more nearly that of a sales agency of a federation of local Farmers Union Associations, but we have also found that some of our former difficulties have been ironed out during the past year and at the present time we find we can honestly report a very splendid feeling existing between all the Farmers Union enterprises in Kansas as far as we know.

The relationship with the Farmers Union State Bank has been profitable, pleasant and harmonious; and the Farmers Union Jobbing Association has given us a more intimate contact with the local elevator's problems, and places us in better position to sympathize with you and your management in meeting your problems.

Our knowledge that in the future will put us in better position to serve you organization. We can only in turn ask that we get a larger percentage of your business. If we must spend unreasonable amounts of money in telephone conversations and traveling expense to get your business, you will be the loser; but if your manager will do as a good many local managers do in the future, we will produce a real service for the membership.

In this connection, I want to take the opportunity to express my very great appreciation for the splendid, capable and loyal service of W. C. Lansdon, the member of our board of directors who has been compelled, because of other duties, to refuse to stand for re-election on the Jobbing Board this year. Mr. Lansdon has been a member on the Jobbing Association's Board since its date of organization—June, 1914—and during his active service in the association, he has been true to the principles of the Farmers Union in every respect. Mr. Lansdon has been of great value to us that we deeply regret the fact that he is compelled to take this step. One of Mr. Lansdon's favorite plans was the tying up in some way of the wheat pool operations in Kansas with the Farmers Union Jobbing Association. Mr. Lansdon did everything in his power to accomplish this result, but in this respect we have all been unsuccessful. The Jobbing Association, in its field work, has never failed to speak a good word for the wheat pool, but our working relationship with the wheat pool has never materialized. We have handled a large volume of wheat and our consignment business has kept up remarkably. In fact, the fears which we held originally that the wheat pool would practically take away our consigned wheat business seem at this time to have been unwarranted for our consignment business is still the most profitable line of business which we carry on in our regular operations.

We still handle some coarse grain but only in a limited way as compared with last year. We are buying wheat out of Salina and expect to continue this during the coming year. In that connection, we have been able to land the bid of one of the largest mills in the country and during the coming year expect to be able to save the local elevator manager a good many dollars on wheat sales. We still believe that the man who follows a consignment policy in marketing his wheat from the local elevator makes the best profit on the whole, and we will believe that a large number of operators of such a large number of elevators during the past several years, knowing their business operations intimately and being in a position to get at the facts which caused the success or failure.

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### A LESSON IN ECONOMICS WITH A CONCRETE EXAMPLE.

The Union Pacific Railroad Company, on January 28, 1927 held a celebration at Topeka, Kansas, on the occasion of the opening of new terminal facilities here, costing approximately \$2,000,000, in contrast with their first train into Topeka in 1866, showing a progress of 60 years.

As these facilities were built out of the surplus earnings of the company, they equitably belong to the patrons who first paid the money, while the company then diverted to these improvements.

This way of making improvements and betterments out of the surplus earnings of public service corporations has become a general rule, and the people indirectly pay for all of them in higher rates of charges, and extending this equitable rule, the people should own them.

And this equitable rule should be extended still farther, so that on the same principle, public service corporations shall have been renewed and paid for by the public out of surplus earnings, the public should be entitled to the ownership of all such public service properties.

Former improvements, betterments, extensions and renewals were made with capital on which, of course, the investors were entitled to a fair rate of interest as their returns but now, under this new system in vogue for some years, no such new capital is invested, and when these improvements, betterments, extensions and renewals are made, these public service corporations not only do not give the public any credit for them, but, contrary to all justice, issue new bonds to pay for them, thus adding the double burden of having to pay the cost of them in the first place, and then interest on stock issued against them, while the owners of the properties have made no investment at all.

This unbecomingly method came to my mind as only incidental to the spectacle I observed at this celebration, where, in contrast with a special train of five private cars bringing officials of the Union Pacific Railroad Company I observed many, many, many old people, mostly from the farms, who had come in—old people emaciated and poorly clad, with sad countenances and fearful eyes.

Since 1866, with no prospects that they will get theirs now—old people taxed by transportation their lifetime on every item of their living, and now being a luxury they created and are not permitted to enjoy, but who were expected to rejoice in the presence of a system that has made them and has kept them poor, and shows every prospect of continuing.

A. A. Graham, Topeka, Kans.

### THREE FARMERS ORGANIZATIONS SIMILAR.

The similarity of the legislative programs of the three great national organizations of farmers was shown today when the executive officers and the Washington representatives of the National Grange, the Farmers Union and the Farm Bureau met in conference, to agree upon a mutual legislative program for the rest of the present congress and extending into the seventeenth congress. With only one day of the present conference, more progress was made than has heretofore been evident after years of effort.

Recent experiences of these organizations in their work before congress upon the tobacco and stockyard amendments, the Corn Borer Appropriation, the establishment of an agricultural day, the protection of the Federal Farm Loan System, Truth-in-Fabrics, and other measures now pending, upon which unanimous agreement was found to exist, indicated that many additional matters of legislation could be consolidated into a common program when heads of the organizations get together to carry out in every way possible the common program of the American farmers that all farm organizations work towards the same goal.

Twenty-eight pending legislative projects were found to be viewed by these farm organizations with substantial agreement. Great progress was made toward a common working understanding as to methods to be followed in the future in presenting these measures to congress and the committees thereof.

Arrangements were made for another conference of like character to meet early in the fall to present a tentative list of subjects of legislative importance with the policies outlined on each for consideration at the annual meetings of the three groups, all of which will be held prior to the convening of congress in December, 1927. By this means, it is felt there will be a continuation in the next congress of that concert of agreement which was evident in the conference today. The experience in the conference indicates that there is a possibility of a united agricultural program in the future.

Those present in the conference today were: Charles S. Barrett, president of the National Farmers Union; Louis J. Taber, Master of the National Grange; S. H. Thompson, president of the American Farm Bureau Federation; Dr. T. C. Atkeson of the National Grange; Chester H. Gray, Washington representative of the American Farm Bureau Federation; Mr. Fred Breckman, Washington representative of the National Grange; Charles W. Holman, of the National Farmers Union.

Washington, D. C., January 24, 1927.

Because he carefully selects his herd bull, one dairy farmer in another state says that he has increased his annual production of milk one ton per cow in 10 years' time.

### THIS IS A REAL ONE.

Silverdale, Kansas, Jan. 23, 1926. Mr. John Tromble, Brother of the Union: Please find enclosed draft for \$3.00 to help expose the bankers with these grand guarantee law of the state of Kansas. It appears that the state and the bankers have worked a confidence game to beat the poor people out of their money.

Respectfully yours, Jas. W. Moore, Silverdale, Kansas, Box 24.

It would be fine if each Kansas representative now at Topeka would receive a copy of Jan. 20, 1927 of the Farmers Union.

Jan. 29, 1927.

Mr. James W. Moore, Silverdale, Kansas:

My dear Mr. Moore:

Your communication of the 23rd received and your check of \$3.00. It certainly is going to be necessary to do some work in the legislature and, of course, it is going to take some finances. I sure appreciate your good will.

If the people all over the state would take the same interest as you have taken, we would not have much trouble of doing what we wanted to in the legislature.

Now, they have introduced a banking law in the senate to put the power with the charter board to either refuse or grant charters to private banks. We certainly want to fight that with all our might. I hope you will get your people to write their congressman and senator exactly what you think about that and that we want to be let alone. We do not want to surrender the power of grant charters to the private banks to the charter board because that would mean we would not get any more charters.

Respectfully yours, John Tromble.

Maple Hill, Kans., January 14, 1927

Edwin Kansas Union Farmer

Salina, Kansas.

Dear Sir:

In your issue of February 13 why the "note" at the conclusion of Mr. Lansdon's editorial "Legislation and Taxation."

Why do you condescend to print such a "point of view" if it does not in any way agree with your own ideas?

Again I insist: if Mr. Lansdon's editorials do not meet with your approval, why litter up your paper with them? Was it to fill in? If so, perhaps we who are members are to blame for the lack of material that should fill the spaces. We should, I submit, send in our views on such matters that interest us all so vitally. But since we do not or have not done so, why "crawfish" in an apologetic manner for the fair minded views of a man that we all reverence and esteem?

Where do the majority of us always turn to when we pick up the Kansas Union Farmer? It wouldn't take more than one guess—to Mr. Lansdon's page. And are we liable to change our habits? Not so long as he continues to express himself in a manner that pleases us.

The Farmers Union has, I believe, ever since we have been organized, clamored for a change in our present system of taxation. Mr. Lansdon has suggested a system that, not only possibly be used as our present system and it is in my estimation considerably better.

What is wrong with the suggestion that we tax tobacco sales ten per cent? Most of us smoke and a small tax on our favorite tobacco is not likely to stop us. As to cigarettes, I'll venture that since Kansas passed her anti-cigarette law that the sale of cigarettes in Kansas has increased at least fifty per cent.

Is there anything wrong with the suggestion that the Kansas legislature look into the matter of the taxation of intangible property? It's a fact that if we don't ask for something, it is not likely to be given.

Please don't cut out Mr. Lansdon's page because I don't like to read advertisements.

Respectfully,

J. N. McClelland,

Maple Hill, Kans.

### AMERICANS LIKE CANADIAN POTATOES.

OTTAWA, Canada—Fifty years ago last fall the first shipment of potatoes from Eastern Canada was exported to the United States. It was sent in second-hand double-headed flour barrels by Samuel Dayton, of New Brunswick, to O'Connor and Judge, produce commission merchants, of New York City. The routing of that shipment of 12,000 bushels in 1876 was by rail from Fredericton, N. B. to Boston, and from there by ship to New York.

Since then potatoes from the Maritime provinces of Canada have been in increasing demand by American buyers. Last year the three Canadian provinces on the Eastern Seaboard—New Brunswick, Nova Scotia and Prince Edward Island—exported 6,077,372 bushels of potatoes, 3,933,556 of which went to the U. S. Of the 1926 exports to Uncle Sam from the Maritime provinces, New Brunswick shipped 2,571,128 bushels. Prince Edward Island 1,318,540 bushels and Nova Scotia 438,888 bushels. So important is the potato export trade in New Brunswick, which last year totalled over four million bushels, that potatoes make up the principal commodity of freight handled by the rail ways in the province.

While most of the Canadian potatoes bought by the United States are for table use, thousands of bushels of certified seed potatoes find a ready market, particularly in the Southern States, where the Canadian product is in demand by growers of its excellent quality and vitality.

### A CLIPPING FROM THE STAR SUNDAY, JAN. 2, 1927

Benedict, Kas.—To the Star: I just have returned from Nebraska, where I observed the operation of the Bank guaranty law in that state. A Bank at Spring Ranch had failed.

But no bank commissioner or examiner was sent in by the state, as is done in Kansas. Instead, the banks themselves sent a man to take charge. The doors of the bank were not closed; no depositor lost a single dollar. Nor has there been the loss of a dollar to a depositor since the Nebraska law became effective sixteen years ago. Depositors in that state feel secure in all cases; for even while a bank is being liquidated the depositors are paid 4 per cent interest on their money.

I am living in a community in Kansas where four banks have failed. And in each case the depositors have lost practically all their life savings. In each case some favorites of the State Banking department has been placed in charge. And if any of the depositors' money had been left in the bank it was virtually all gone before the affairs of the bank were wound up. In Nebraska the Banks of the state pay the salary and other expenses of the man who is placed in charge of a Bank.

The Kansas legislature soon will be in session, and I wonder if we have a Representative in it who has brains enough to go up to Nebraska, see how the Banking law operates there and then work for a similar type of protection in this state. Or will it be necessary for the people to do what they did in the early days of Kansas, take matters into their own hands and seek to protect themselves?

A. J. Orendorff.

### WHO IS TO BLAME?

Dear Editor: Congress is again in session and farmers are looking for farm relief. A fine example of political farce is the \$128,362,000 appropriation for agriculture, an amount almost equal to the value of the Kansas wheat crop—an amount of money which will nearly all be assessed against farmers themselves.

This \$128,000,000 is a drain on us at a time when cotton is not worth picking; when real estate mortgages are on the increase each year; when banks go broke or close because they cannot realize on farm paper. All of this \$128,000,000 to help the farmer produce more bushels of wheat, more pounds of cotton at a loss, while farm mortgages increase and bank failures continue in agricultural districts, and not a cent to help the farmer sell what he has already produced at a fair price.

Who is to blame? Not the politician altogether, for this is his game, but you, Mr. Pool Member, who feels you did your bit when you signed the contract. You know what is wrong and you know who will help you. You know we must organize. No one but yourself is going to build your organization. Someone had to put you in the pool—at least this is true of 99 out of every 100 of you—now go put someone else in, then get another one. Can't get them in? Yes, you can. Use the tactics which put you in—they got you—they will get another. You have only done a small part of your job when you signed the contract and delivered your wheat. That was only getting through the first grade. Come on, let's go! Let's put the rest of the farmers in the pool!

Yours truly,

O. V. Davidson,

Salina, Kansas.

(From the Wheat Growers Journal)

### CALGARY MAN HEADS BIG ASSOCIATION.

Ottawa—International boundary lines, at least on the northern half of this continent, seem to be responding insofar as many large organizations are concerned. This fact is again brought home by the selection of E. L. Richardson of Calgary, Alberta, to be president of the International Association of Fairs and Expositions. "Ernie" Richardson is a show man of Western Canada whose reputation has traveled all through the United States. Alberta was mostly open range country when he became secretary of the Alberta Cattle Breeders' Association with headquarters at Calgary, twenty-six years ago. From that time until this he has been a powerful influence for clean shows and clean sport all over the country. He is general manager of the Calgary Exhibition and the world famous Calgary Stampede. He is secretary of the Alberta Livestock Association, secretary of the Western Canada Livestock Union and for four years was president of the Western Canada Hockey League.

The International Association of Fairs and Expositions, which has just called Mr. Richardson to be its president, is an organization composed of eighty of the largest fairs in the United States and Canada. It holds its annual meeting in Chicago and in co-operation with the University of Chicago is carrying on research work in connection with exhibitions. The new president, while continuing to make his home in Canada, will spend much of his time investigating conditions in the United States with a view to promoting the interests of livestock and agricultural exhibitions in both countries.

### THE YEAR'S BEST JOKE

The best joke of the year was published in the Minneapolis Journal recently when it stated editorially that the farmer buys practically everything on a free list and that practically everything he sells is tariff protected.

Vegetables sliced lengthwise instead of crosswise retain their flavor better when cooked.

### LETTER FROM A PLEASED POLICY HOLDER.

Milwaukee, Wis., Jan. 24, '27. Farmers Union Mutual Ins. Co., Salina, Kansas; Gentlemen: Your check for \$800.00 received and I want to thank you for the prompt settlement in adjusting the loss of the building that burned down on the farm. The Farmers Union is o. k. and I would like the whole state of Kansas to know it. Also the outside states.

Again thanking you, I remain Yours respectfully, Ed Jirkow, 426 15th Ave.

### WE HAVE NINE 100% LOCALS THIS WEEK.

The West leads again this week in 100% locals. Gove county, Park county, Escalante, 1524; Rush county, Lone Star 917 and Pleasant Hill 810; Wallace county, Dry Forks 1371; Hargrave county, St. Peter 845; Jefferson county, Round Grove, 1213; Allen county, Fairview 2154; Lyon county, Bushong 579.

### LETTER FROM AN OLD FRIEND.

Council Grove, Kansas, Feb. 3, 1927.

C. E. Brasted, Sec'y,

Salina, Kansas:

You bet we want the "Rural Rest Local" to be 100 per cent. Enclosed you will find check for the dues. Let us hope that there are no slackers. If there ever was a time when the farmers need to stick together it is right now.

Give my regards to all of the Co-operators.

Yours truly,

Fred J. Fraley.

### WHY FARMERS HAVEN'T ORGANIZED.

Why labor organized and why the farmer has not was explained forcefully the other day by an official of a Federal Intermediate Credit Bank. The laborer, having nothing to sell but his time, found himself individually helpless in all attempts at bargaining for better wages. When he found himself in dire financial straits, he had nothing to mortgage. The only immediate solution to his problem was higher wages, but how to get higher wages was the pressing question. All laborers found themselves with a common problem, and out of their common problems grew a bond of mutual sympathy that led to unionism, which is another name for organization. Quite naturally, however, is the story of unorganized agriculture. The farmer, by the very nature of his calling, is compelled to accumulate a certain amount of personal property. If he began farming in an early day he got his land cheap, and its value, up until a few years ago, has steadily increased. His personal property and his land combined gave him a considerable amount of reserve capital. When crop failures came, or financial conditions became panicky, or production costs far exceeded crop returns, the farmer found himself, like the laborer, in serious need for ready cash. But, unlike the laborer, the farmer was in position to get ready cash when needed. There was his personal property. In case his credit was exhausted on that score, there was his land. Consequently, farmers have gradually eaten into their reserves until their reserves are almost depleted, preferring to postpone the day of reckoning rather than to organize for protection. In the past there has been no such universal urge among farmers to organize as there has been among laborers. That day, however, is rapidly passing. Before the World War began, it is estimated that farm mortgages totaled three and a half billion dollars. When the war ended in 1919, it is estimated that farm mortgages totaled eight billion dollars. Now the total is estimated to be eleven billion dollars, and the figure is steadily mounting. The reserve capital of agriculture is slowly but surely headed toward the vanishing point. Moreover, the amount of farm mortgages does not include the millions of dollars worth of "frozen" notes, thus chilling the life-blood of our rural credit system. Agriculture is not only declining but is dragging down with it hundreds of banks. From 1864 to June 30, 1920, according to an article in the Country Gentleman for January, there were 3,178 bank failures, 2,535 of them state and private banks, and 592 of them national banks. In the six years following June 30, 1920, 3,116 banks failed, including 2,683 state banks and 433 national banks. In July, 1926, there were 138 bank failures. Adding 3,116 to 138 and we have 3,254 failures in the past six years, which is an appalling number, even after taking into consideration the tremendous increase in the number of banks during the past quarter century. If the present trend continues, farmers are going to be forced to do something for themselves whether they want to or not. Had labor remained unorganized it would not have a full dinner-pail today. Employers are human beings, and human beings are not built that way. Merchants, like laborers, did not organize until they were forced to do so by "cut-throat" competition. Farmers have been competing with one another as merchants did, since farming began to produce on a commercial scale. The majority of them likely will continue to buy at retail and sell at wholesale until their reserve capital is all but depleted. Then will come the stimulus under which great classes organize permanently. Until that time the farmer will continue to dump his crops into the arteries of trade at auction prices, accepting in return a handout at the nation's back door.—Wheat Growers Journal.

Whoever plows clay land in winter gets Jack Frost to harrow it well free of cost.



## The Kansas Union Farmer

Published Every Thursday at Salina, Kansas, by THE KANSAS BRANCH OF THE FARMERS EDUCATIONAL & CO-OPERATIVE UNION  
119 South Seventh Street

Entered as Second-Class Matter August 24, 1912 at Salina, Kansas. Under Act of March 3, 1872.

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. LANSON, Associate Editor

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.

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

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

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



THURSDAY, FEBRUARY 10, 1927

### SCIENTIFIC METHODS MUST BE EMPLOYED

Every progressive and up-to-date shipowner now has his vessels equipped with radio. A few years ago this seemed extravagant, chart, compass and barometer being thought sufficient. Gradually, however, it became evident that it was not enough to know position and progress and the weather of the immediate future. Wisdom dictated that it was essential to know the location of other ships, their progress, and the probable weather some time in advance, then radio came into general use by ships.

Business could once be operated by knowing position and progress at intervals. This information was supplied by the balance sheet and operating statements. The immediate future was estimated by the owner on the basis of his experience in reading the business sky.

Eventually, it became evident that information secured from these means was not sufficient. Successful operation demanded that the prospects for the future be known farther in advance, the progress the individual business was making when compared with others, the probable changes in the business weather of the future, then commercial research came into use.

This new aid to management has a fearsome sound to many, probably because of lack of acquaintance with it. In reality it is merely the collecting of all the facts having to do with a given situation, arranging them in proper order, and striving to see the true picture of what has been and is happening in the business. It is another step in the progress of substituting scientific methods of conducting business for rule-of-thumb methods.

Commercial research attempts to find answers to the demand for the particular product, the price at which the present supply will be absorbed, and the best methods of reaching and supplying this demand.

Practically all the large private businesses which are now enjoying a large measure of success are making active use of this new aid to more intelligent management. Few co-operatives have as yet seen the light—the wisdom of making use of what

has proved a most useful help in avoiding business pitfalls.

Wise management is the most important element in business success. Wisdom in management can result only from a knowledge of all the facts, many of them the products of research. Co-operatives which do not take advantage of such tools to furnish all the facts on which to found wise management are placing big handicaps in their own path to success.—A. V. Swarthout in Agricultural Co-operation.

The Burley Tobacco Growers Co-operative Marketing Association has been in operation nearly five years. It has a large percentage of the crop under contract. It began business in 1921. Its total sales run to \$188,739,185. It has its own warehouses and redrying plants. It has the confidence of the business world and of its own members.

### INSURANCE LOBBY ALWAYS ACTIVE

Never a session of the Kansas legislature goes by without a well planned and cleverly waged campaign to cripple mutual insurance. The old line insurance people have mighty little reason for being friendly to co-operative fire and life insurance. Kansas farmers have just about quit paying tribute to commercial insurance companies and the old timers and old liners do not like it. Mutual companies, like the Farmers Union, have not only taken away a big share of the business but they have forced the professional underwriters to take much lower rates for what few risks they are still able to get.

From the professional insurance man's point of view the Kansas situation is all but intolerable and is getting worse every day. So the big dogs, not having had any luck with previous sessions, are trying a new scheme this winter. They have discovered that the insurance laws of this state need to be re-codified, which means changes and re-enactment. Hence the bill for codifying insurance laws that is now in the legislature and that will be passed with provisions fatal to the mutuals unless farmers wake up to the situation.

The official family of the Farmers Union is on the job at Topeka but they need a lot of help from the homes and locals. Every policy holder in any mutual insurance company in this state should this very day write to his senator and member at Topeka and let those men know that the farmers of Kansas are not in favor of any tinkering with laws that now do very well.

A one-day school for directors, councilmen and officials of the locals of the Ohio Poultry Producers' Co-operative Association, Wauson, is scheduled for January 11. Among the subjects to be considered is the responsibility of the association member in the relationship existing between production and marketing.

### BRITISH CO-OPERATOR BEQUEATHS LARGE SUM FOR SCHOLARSHIPS

The sum of ten thousand pounds was bequeathed by the late Sir Arthur H. Dyke Acland, long connected with the co-operative movement in Great Britain, to establish scholarships "With a view to encouraging an intelligent study of industrial or social or educational conditions in countries outside the United Kingdom by young men or women chosen by the trustees appointed jointly by the executive committee of the Labour Party and the Central Co-operative Board." The funds are to be held and administered by four trustees, two appointed by the executive committee of the Labour Party and two by the Central Co-operative Board, and one from each group is always to be a woman. These trustees are to select from time to time one or more men or women, between the ages of twenty and thirty at the time of selection, to visit any country or countries outside the United Kingdom to study, investigate and report upon any developments considered of interest or importance to the co-operative or labor movements.

### WATCH THE LEGISLATURE.

By the time this paper reaches its customers the legislative session will be about half gone. Of course nothing will have been done about taxes and nothing will be done this winter because the men who are most vitally interested in tax reform in this state are afraid to condemn and break away from an old and inequitable system and face the dangers that lie in experimenting with new methods and new laws.

The bulk of all the state revenues in this state will continue to be taken from the owners of farm lands and each year the imposts so collected will approach more and more nearly to capital levies or to a confiscation of invested property. There is no way on earth to make a property tax a fair tax because it is not measured by that income but by property values without regarding to earning power.

We should have a tax on gross production from natural resources, a state income tax, heavier inheritance taxes which we must pay in any event to the government if we fail to levy on estates for state purposes, and a better system of taxing intangibles.

It is reported that the anti-cigarette law has been repealed or soon will be and that some excises and licenses on the sale of "pills" will be imposed. Such a tax will raise some revenue. Probably there is no good reason why such a tax should not be extended to other articles that are essentially luxuries. In fact there are a lot of students of taxation in this country who are coming around to the conclusion that a general sales tax is not such a bad way to raise the public revenues. Strange thing about it is that farmers who as a class buy least are most opposed to a method that would shift some of the tax burdens to the able shoulders of those who buy much.

The membership of the Saskatchewan Co-operative Wheat Producers, Ltd., Regina, was increased by 2,673 in the one month of September. These 2,673 new members signed up wheat acreage amounting to 357,719 acres. In addition 496 contracts for the coarse grains pool were received, covering 40,000 acres of oats, barley, flax and rye.

### FARMERS ARE CO-OPERATING IN HOLLAND

More than a quarter million Dutch farmers belong to some co-operative organization, according to a recent consular report from Amsterdam. This number includes about 130,000 dairy farmers. At the beginning of 1926 there were 243 co-operative butter factories in the Netherlands compared with 17 private factories; 59 co-operative cheese factories and 4 non-co-operative; 147 co-operative butter and cheese factories, and 45 private factories.

One hundred fifty-six thousand farmers grouped in 1,590 societies make extensive purchases of fertilizers and farm supplies. There are also seven co-operative sugar beet factories and 20 co-operative potato growers' associations, each handling a large volume of business.

### QUESTIONS FOR DEBATE.

Resolved, that the proposed state excise taxes on cigarettes should be extended to include all forms of tobacco and all articles recognized as luxuries.

Resolved, that sensational newspapers that print crime stories with flaring headlines contribute greatly to the moral delinquency of their readers.

Resolved, that the Kansas constitution should be so amended that every other session of the legislature would be required to put in its entire time in repealing useless and foolish laws.

A resolution was adopted at the annual national convention of the Farmers' Educational and Co-operative Union of America, held at Hot Springs, Ark., November 16 to 20, 1926, directing that a producers' marketing contract be drafted and that the local associations be federated, with the ultimate object of establishing national sales agencies for handling farm products.

### SAVE MONEY ON THE FARM

#### LUMBER BILL

The Nation's annual building bill for small and medium dwellings, barns and other wooden structures is approximately two billions of dollars, according to the report of the sub-committee on Construction of the National Committee on Wood Utilization of which Secretary of Commerce Herbert Hoover is the chairman. The major portion of this construction is on farms and the cost, the committee claims, could be reduced by tens of millions of dollars if the consumer would abandon the habit of buying long length lumber exclusively and then cutting one-fifth or more of it up into short lengths called for by the plans. This is due to the fact that many of the sawmills of the country offer these short lengths for from 25 to 35 per cent below the price of the latter. They are able to market, however, only about one fourth of what average lumber would produce if fully utilized.

The report of the construction sub-committee makes a careful survey and analysis of plans for nine types of small and medium dwellings, one, one and one-half and two stories high, and of 35 other farm structures including barns, milk houses, grain storage buildings, and hog and poultry structures. Many of these plans were from agriculture and from the engineering departments of a number of state agricultural colleges, and lumber bills were furnished with them. The tabulations analyze these and show what percentages of the total lumber were specified in lengths of 7, 6, 5, 4, and 3 feet. (Commercial lengths vary by even feet only on long lumber, but by odd and even feet from 7 feet down.) On these bills considerable lumber had been specified to be cut into short lengths at the job; and new lumber bills were figured which listed all the short pieces of the plans in the short commercial lengths that would cut them. The right half of the tabulation lists these "permissible" percentages of shorts, separated by lengths from 1 to 7 feet; and on dwellings further dividing into framing material, common boards and trim, and subdividing by species and trim.

The original lumber bills specified the common boards (for sheathing and sub-floors) only by board feet and not by specific lengths; and in the finished material specified the window and door trim by cut lengths, so that analysis of use of short ma-

terial for comparison with the revised bills was useful only on the ten kinds of framing material. This averaged 15.8 per cent of the total lumber specified in 7-foot and shorter for the dwellings, as against 19.59 per cent of "permissible" use indicated by the revised lumber bills. The new bills showed, also, a permissible use of 28.13 per cent of the short lengths in the boards used for sheathing and sub-floors, and of 51.49 per cent in the finish lumber.

The tabulation of barns and other farm structures showed an even larger opportunity for the use of short lengths, which the original lumber bills fell far short of specifying.

Because the commercial lengths are not the exact lengths required there is usually one waste end cut off from each piece; and there are more such waste ends in a thousand feet of short lumber than of long, because there are more pieces. On the other hand, the waste end of the long board may be anything up to 2 feet and is 1 foot or less on the short board, which largely compensates. Another theoretical argument is that short stock takes more handsaw cuts than long, but this seems to infer that because long boards trimmed on the main saw trimmer at great speed are not good for use without retrimming, the short lengths will come that way, also. As a matter of fact, nearly every short piece will have at least one end trimmed by a cut-off saw instead of at the green lumber trimmer, and if it is dressed or further worked this trim occurs after both seasoning and working; and such ends will generally be good for use in framing or any other unexposed joinery.

The Construction Sub-committee of the National Committee on Wood Utilization consists of 29 members, 14 of whom are either architects or engineers, the balance consisting of representatives of a number of great national organizations, including the American Society of Agricultural Engineers. Copies of the report can be secured from the Superintendent of Public Documents, Washington, D. C. ("THE MARKETING OF SHORT LENGTH LUMBER," 28 pages, 13 illustrations, 7 tables. Single copies 10 cents.)

### THE 1927 DUES.

The dues for 1927 are the same as in 1926. Secretaries collect \$2.25. Send to the State Secretary \$1.45.

### FEDERAL FARM LOAN BORROWERS ORGANIZE

Vigorously protesting against the proposed change in the status of the Federal Farm Loan Board from that of an independent body to a bureau under the treasury department, and demanding administration of the whole agricultural credit system along the lines originally contemplated by congress, the National Association of Federal Farm Loan Borrowers, representing the farmer-borrower-stockholders, was organized in Chicago the week of December 6, with Carl S. Vrooman, former assistant secretary of agriculture, as president.

The Chicago meeting was attended by borrowers of the Federal rural credit system, members of the American Farm Bureau Federation, the Farmers Union, the Grange, and officers of commodity co-operative organizations. It was pointed out that farmers own the stock in the Federal Farm Loan Board, and practically all the stock in the remaining four, and that they should, therefore, be entitled to an actual and effective voice in the management of this great rural credit system. Active members will be composed of borrowers, while associate membership in the new organization is open to all those persons, associations or organizations interested in the welfare of agriculture.

The board of directors includes Carl S. Vrooman, Bloomington, Ill.; Herman Steen, secretary-treasurer of the Central States Soft Wheat Growers Association, Indianapolis, Ind.; O. M. Kile, Washington, D. C., farm writer; Murray D. Lincoln, executive secretary of the Ohio Farm Bureau Federation, Columbus, Ohio; Charles Hearst, president of the Iowa Farm Bureau Federation, Des Moines, Iowa; and J. W. Huelle, Meadow Grove, Nebraska. Mr. Huelle is vice president. Mr. Kile is secretary-treasurer, and C. A. Sorenson, Lincoln, Neb., general counsel.—Wheat Growers Journal.

### WHEAT, FLOUR AND BREAD

Consumer Pays More Than \$40 for Four Bushels and 15 Pounds of Wheat for Which Unorganized Farmer Receives About \$4.60

In the Red River Valley on Nov. 11 good milling wheat was selling at \$1.34 per bushel. The freight and handling charges on wheat from Valley points to Minneapolis is a little more than 17 cents per bushel, which

the farmer had to pay, so his wheat brought him about \$1.18.

It takes four bushels and 15 pounds of wheat to make a barrel of flour. The by-products of this amount of wheat—the bran and shorts—pay for the cost of milling and selling the flour, so the net cost of the wheat to the miller would be the Minneapolis price. Remember, bran and shorts, now retail at around \$35 a ton.

One of the largest bakery companies in Minneapolis furnishes The Co-Operator with the information that a barrel of flour will turn out from 285 to 315 loaves of bread that retail at from 14c to 15c per loaf. For the purpose of arriving at an average figure, it is safe to say that a barrel of flour will turn out 300 loaves of bread. Multiplying \$30 by 15c, we arrive at \$45, which is the amount the consumer is paying for the wheat going into the manufacture of that barrel of flour for which the Red River Valley country farmer receives considerably less than \$5—about \$4.60.

Here we have a spread of more than \$40, the middleman's profit on a little more than four bushels of wheat. But don't blame the middleman; he has simply grasped opportunity.

Producing these four bushels represents a lot of work for the farmer growing the grain. It meant cleaning the seed in the spring, plowing, harrowing, harvesting and threshing. Then at last came marketing time and he received \$4.60, from which he had to obtain a profit. But there was no profit. The millers, bakers and distributors made the money. The Co-Operator has no desire to criticize them for it, but would like to see the farmer "cut in" on the profit side of the transaction for once.

The Co-Operator has prepared a simple lesson in arithmetic pointing out the disadvantages of the farmer in present-day methods of doing business, how he has been going along year after year trying to compete with highly organized business with no united effort on his part. It can't be done.—The Co-Operator.

Sausage will be more uniform in flavor is the season is added to the trimmings before they are ground rather than to the sausage after it goes through the mill.

## CLIPPINGS AND COMMENT ON NEWS OF THE WEEK

### Base Ball

#### Must Be Pretty Well

Cleaned up by this time. All the investigations of crooked work have petered out and most of the accused players have been thoroughly white washed by the investigators. The whole country now knows that if Ty Cobb had made any bet at all on the September day in 1919 his wager would have been on a horse race and not on the ball game in which he was one of the players.

There is nothing much wrong with baseball and they never have been. Once in a while, and at very long intervals, some player has been caught at a little dirty work but for the most part the business has been conducted with great shrewdness and a fair degree of honesty. Of course it is not sport but merely a cold blooded business proposition that has enabled quite a few deserving promoters to win fortunes that run into six or seven figures.

Equally as a matter of course the average man knows little about the game and cares less. A crowd of 10,000 is a fair attendance at any park even in a great city and that means that less than one per cent of city folks care anything at all about the show that professional players put on. Base ball will not be hurt by the scandal talk that has been so thick this winter but that will not be because the accused have all been found guiltless but for the much more simple reason that not one man out of a million cares whether base ball is straight or crooked.

The democrats are planning to make a little political medicine by starting a new year over the reduction of federal taxes. If the leaders of the great untried only had a little more sense that party might get into power once in a while. In the first place very few voters are interested in the reduction of federal taxes. In the second place the so-called surplus is a mere book keeping fiction. In the third place the democrats can have their way about nothing in this congress.

### Peoples Every Measure.

Movement and policy that has anything to do with congress or other branches of our government. There should be no partisan consideration of agricultural relief but one the big daily papers of the east thus discuss the present situation of the McNary-Haugen bill and some of its supporters.

The new bill was drafted to win votes from the South, where there was much opposition to it in the last session. The great cotton crop of 1926, with its tremendous surplus, has softened the South's opposition to McNary-Haugenism.

"Senator McNary will try to bring the bill up for debate about February 1. Over in the House its consideration will be asked under a special rule, and a month before adjournment the familiar battle over farm relief should be blazing on both sides of Capitol Hill.

"However, its passage is hardly expected in the short session. Not because the bill might, as the House committee insists, kill all the co-operative marketing associations, wreck existing channels and, if it increases prices at all, actually increase instead of lessening farm production. Not because the "equalization fee" is in fact a tax, and the bill, if it means anything at all, means to fix prices. "Strange as it may seem, it is not expected to pass because some of those who for three years have fought it hardest for it do not want it passed—now. Should the bill become a law this winter, some of the most ambitious political setups in the Middle West would be upset. The Corn Belt issue for 1928 might be ruined."

The experiences of Charley Chaplin and Daddy Browning should go a long way towards warning unarmaged Americans of the absolute necessity of being careful. Charley and Daddy are not very fine specimens of men but they do very well compared with the women and the mothers-in-law that they married.

### Careers

#### Will Be Ruined

Made this winter by the McNary-Haugen bill which now appears to have a very slight outside chance of becoming a law before the 4th of March. Western congressmen and senators with their ears to the ground are supporting the measure. Eastern representatives are nearly all opposed and for the same reason that induces the westerners to give their support. Both sides are looking out for politics and every individual congressman is thinking of his own re-nomination and re-election which are chosen by the voters are still keeping up and at.

The eastern statesmen are thinking of the voters who do not want to pay more for food and the westerners are thinking of farmers who must have more income if they are to be kept politically regular. Thus the Ledger of Philadelphia in a rather bitter and cynical editorial:

"A dozen promising political careers rooted in McNary-Haugenism might be blighted. Withered and blasted would clutter the political landscape. In all probability, most of the stream would go out of the Lowden presidential boom.

"Farm relief is the greatest polit-

ical asset in the Middle West and the Northwest. It must somehow be saved alive until 1928. If the McNary-Haugen bill passes between now and March 4, the pet issue of the Corn and Hog Belts, of the Wheat Belt and the Ranges might be worthless. The plan—and it is a political plan—is to keep it alive this winter and on into the Seventieth Congress and up into the eve of the national conventions of 1928."

Byron Bancroft Johnson, founder and for a long time the absolute czar of the American League of Professional Base Ball Teams has been relieved from duty by a unanimous vote of the directors of his organization. Retirement is not such a calamity, however, when it is sweetened with a yearly salary or pension of \$40,000 a year. There are quite a few of us in the country who would be willing to retire at that figure.

### Cigarette

#### Smoking Will Not

Increase at the alarming rate that some people fear even if the legislature of Kansas has repealed our well known and frequently violated anti-cigarette law. Truth is that the man who wanted one has always been able to get it, law or no law. Like all statutes calculated to reform folks by legislation there has been little result from the anti-cig law except to increase the consumption of the pills.

Nor is the tax of two cents a package likely to decrease sales. The man or boy, flapper or wife who wants a cigarette will either spend the extra two cents or equip himself or itself with the materials for rolling his own. It might be a good thing to develop that little excise on cigarettes into a statewide sales tax on everything consumed in Kansas.

Probably tobacco does no one any good. It is just possible that it may harm some users even if eaten or smoked in moderation. But the same things can be said of white bread, fat meat, fried victuals, coffee, tea and some two or three dozen other drinks and foods against which no crusades are being waged. Even when the saloon operated without any very strict supervision the number of gluttons and greedy folks who ate themselves to death was far greater than of the simple minded guzzlers who thought they were having a good time while drinking themselves into graves that have very few facilities for comfortableness.

With an Eberhardt of Salina on the job as minister to Nicaragua the folks of Kansas are pretty well satisfied that nothing will go very much amiss in any of the quarreling central-American republics.

### Smith

#### Was Met at Senate

By several lawyers in whom he had the utmost confidence. He employed most of them to help him in the mess. Here is a comment on that situation:

"Illinois will undertake to assert her rights as a sovereign State in the case of Colonel Smith, the Attorney General of Illinois will fight for the 'sovereign right of the voters' to send whom they may please to the Senate. This broadens the battle. Colonel Smith, of Illinois, rejected by the Senate and fighting a lone fight for the seat denied him, was easier to deal with than the State of Illinois will be. The action of the Senate made some such State protest as this certain. The 'State Rights School' and the 'Senate School' are too far apart for their opinions to be easily reconciled. The argument between them is not new. It has broken out at various times for nearly 140 years. So long as the State Rights theory remains unburied and the Senate remains the Senate, it is likely to continue, since it is held that in this matter the courts cannot intervene between the Senate and the States."

Now that baseball is wholly purified as a result of the brave and fearless course of Kenesaw Mountain Landis it might be as well to look about for some distinguished lame duck to act as "High Commissioner" for horse racing. Of course it is no slight task to convict a driver or jockey of crookedness but how easy it would be, if as in baseball, the animals could be induced to talk a lot a little.

### Toothpicks

#### Are No Longer Used

By those who move in our topmost and most exclusive circles but it appears from the following that there is still quite a demand for the little splinters, and that quills are as popular as ever before. Here is the result of a non-partisan and unpolitical survey of the situation.

"The toothpick could appropriately be accepted as the national emblem if quantity alone were considered. H. E. Smith, an official of a toothpick manufacturing firm, is authority for the statement that 30,000,000,000 toothpicks are produced in the United States every year. In polite society the thing is taboo; in books of etiquette it is written down in scorn; but in the old-fashioned boarding house the absence of the little instrument is as noticeable as the absence of the cook or of the landlady. In the old days toothpicks accompanied red tablecloths. Perhaps they still do. The white birch, flat-bevel pointed toothpick, according to Mr. Smith, en-

tered the market thirty years ago, and is now the standard everywhere. No doubt it is well for some of us to know this. If his statements are correct, of what profit are books of etiquette? And where is one to find really polite society? Is there one among us, for example, who having reached middle age has not some time secretly resented to its use?"

Few people realize that base ball had gotten itself into such a bad corner that it requires the services of a Philadelphia lawyer who very recently participated in those stainless and patriotic primary contests. Such, however, seems to be the case and George Wharton Pepper has a chance to choose between his dignity and \$100,000 a year on the one hand and slow but surely growing land practice.

### Trees

#### Are Great Favorites

With this winter when wishes with all his heart that every state in the Union had already adopted measures for renewing our ravaged forests and for growing more and better trees in Kansas and other western states. Farming cut over land is an extremely hazardous undertaking. Let the cut over, with a little timely assistance from organized farmers, be abandoned and allowed to produce its normal crop of timber. These figures, recently collected by one of our biggest news agencies are interesting and are food for thought:

"Until timber is recognized as a renewable crop, rather than a mine, the conservation of the United States' great timber lands will remain a problem, in the opinion of Douglas A. Crocker, forester of the woodlands section of the American Paper and Pulp Association.

Mr. Crocker recently returned from a regional survey of 34,000,000 acres of forest land in Virginia and North Carolina. With the co-operation of the Appalachian Forest Experiment Station, the state and extension foresters and many timber land owners, he carried on an investigation into the pulpwood situation.

"Virginia and North Carolina are fortunate in that the natural forest growth is rapid and there is a large amount of second-growth timber in both states, which both the lumber and the pulp and paper industries look to for future supplies." Mr. Crocker said yesterday. "Uncontrolled forest fires and imprudent cutting are retarding the wonderful natural growth throughout this region and are also lowering the percentage of the more desirable species in the second-growth stands."

"Southern pine and many species of Southern hardwoods are coming to be used more and more in the manufacture of pulp and paper, and it is important that these second-growth stands be protected from fire and intelligently managed, if the pulp and paper and other wood-using industries are to retain their importance in the South."

Yes, thank you, United Steel did pretty well last year. Met all the operating expenses, bond interest and reserve requirements and then had left enough money to pay a seven per cent annual dividend that never cost the promoters a dime.

### Harrison

#### Is An Honored Name

In our history. Benjamin Harrison of Virginia was governor of that state and a signer of the Declaration of Independence. His son, William Henry, was a major general, governor of Indiana and president of the United States. The third generation of the name, John Scott Harrison, a member of congress and a distinguished citizen of the Hoosier commonwealth. Then came Benjamin Harrison in the fourth generation who was a general in the Union army, governor and senator from Indiana and president of the United States.

Here is a little news story about the fifth and sixth generations of the Harrisons which indicates that after all is said and done there may be some advantage in being born of about for some distinguished lame duck to act as "High Commissioner" for horse racing.

"Father and son are serving in the Indiana General Assembly. They are C. I. Russell B. Harrison, a senator, and his son, who is in the house, and they are keeping in public service, a name famous to Indiana for generations.

"Col. Harrison is the son of Benjamin Harrison, the native Hoosier. He became president of the United States, who was the grandson of President William Henry Harrison, hero of Tippecanoe. "Both Harrisons are republicans, attorneys, and residents of Indianapolis. The father is Mexican consul in Indiana and has served several terms in the state senate and house. The younger Harrison is making his first venture into the general assembly.

Unless "Peaches" Browning is an awful liar her husband is an even bigger fool than folks convicted him of being when he married a Brown year old girl. It is too bad that Browning has so much money. A poor fool has no more harm in one year than all the straight thinking and sensible people can straighten out in a year's time.

bushels of registered seed from the 1928 crop.

Registered seed is the product of strict selection, which is done by hand while the crop is growing. A grower of registered seed must have his fields inspected to establish that the product is pure and true to type of variety. Subsequently, the grain is again inspected in sacks and the sacks are sealed by a qualified officer. It is then sold as registered seed and always commands a premium price over the ordinary seed.

The Lord will raise the crop but you have to plant the seed—plant only good seed.



## The Country Woman

### HABIT.

We have used the word habit, when speaking of the bad ones until it is almost a synonym for something unpleasant. But all habits are not bad. In fact almost every act is the result of habit. We cannot get away from the forming of habits, but we can and do choose the kind that we form although some, possibly most of them, have formed without thinking. This training in habit formation is begun at our birth. We see here where environment comes in. We speak of heredity and think that we are the victims of it but environment has as great a share in making us what we are. We are like our ancestors because we have adopted their views, their habits of thinking. Most of us inherited our politics along with our dad's inability to understand arithmetic and or mother's tendency to catch cold.

Suggestion plays an important role in forming life habits, as each of us can readily see by thinking back to childhood times. Every thought that passes through the mind has its effect on the body as well as on the personality. We cannot bodily eject one of these habits, either of thought or action but we can crowd it out, substitute, as it were, with new thoughts, new actions, like the man who substitutes gum for tobacco. We can plan new clothes instead of bemoaning the wearing out of the ones we have, or think of the advantages of today instead of lamenting the passing of the "good old days."

The good is inevitably passing, making room for the better, we cannot stop the working of this law of evolution or change, resist it if we choose, but we can determine our own reaction to it. Here we come back to the center of the universe as far as we ourselves are concerned. Let's make the effort to be world reformers.

Ethel Whitney.

### CAN PREVENT DAMAGE FROM CLOTHES MOTH.

Fine silks, valuable furs, and expensive woolsens, stored in dark, out-of-the-way places in South Dakota homes, are constantly in danger of being either partially or totally ruined by clothes moths, according to A. L. Ford, extension specialist in entomology at State College.

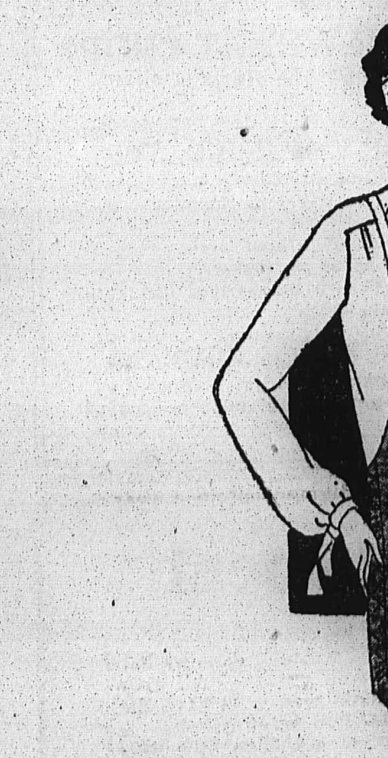
One of the best preventive measures, in regard to clothes moths, is to thoroughly brush on both sides all susceptible materials, then to sun them for two hours, before storing for the summer.

The method of storing uninfested, susceptible articles for the summer is important, in Ford's estimate. Boxes or bags lined with fresh tar paper, or tight fitting wooden or cardboard boxes make safe storage places. Of all the materials used to repel clothes moths from goods in storage, naphthalene is undoubtedly the best and the cheapest, whether used in the form of balls or as flakes. Cedar chests and fresh cedar shavings are not wholly effective against the pest.

Infested articles can be easily fumigated in boxes, trunks, or chests. The procedure Ford gives, is as follows: Pack the infested materials loosely into a box or chest and upon the top of them place a shallow dish containing about an ounce of carbon bisulphide. Immediately close the box or chest and seal tightly. The carbon bisulphide produces a gas that settles down into the clothing, killing all stages of the clothes moth. No fire should be in the building in which the fumigating takes place, as the gas produced is highly explosive. All fumigating should be done in summer time, when the temperature is never below 65 degrees.

Most of the so-called home remedies for clothes moths are worthless. Among the ineffective ones are dusts of allspice, angelica root, black pepper, borax, cayenne pepper, eucalyptus leaves, hellebore, lime, quassia chips, salt, sodium bicarbonate, sodium carbonate, sulphur, and tobacco. Formaldehyde, as a spray or fumigant, is also entirely unsatisfactory. In building dwelling houses, if a small window is put in each clothes closet and storage space in the attic, much of the moth trouble would be over, is Ford's conclusion, for moths do not work or breed in the presence of light.

**THE 1927 DUES.**  
The dues for 1927 are the same as in 1926. Secretaries collect \$2.25. Send to the State Secretary \$1.45.



SEWING APRON NO. 1522.

This attractive design comes stamped on our famous Glenroy fast color suiting in Tangerine with applique pockets of white Indian head. A detailed working chart, showing

### CHOOSE YOUR GIFTS CAREFULLY.

(By Betty Barclay)

A gift that lasts for a day is just about one-fourth of one per cent as valuable as one that lasts for a year, while the gift that lasts a lifetime, well it would take a mathematician to compute its percentage of value over the one-day gift.

Mother or father may give a hundred gifts to a boy in his youth, all of which may be forgotten, but for years and years the watch or ring that has been bestowed upon him when he graduates from high school or attains his maturity, serves as a constant remembrance of loved parents.

How often do we see a prosperous business man glance lovingly at a watch, and hear him say that it was given to him "mother" long long ago? How seldom do we realize the thousands of times that that business man thinks of "mother" as he glances at the wisely-chosen gift?

The gift that is used for a long period is the gift that is valuable to the receiver, and equally valuable to the giver who wishes to be remembered. It may not be a watch or a ring, which have been used as illustrations above. It may be a tie pin, a fountain pen, a wallet, a card case, a clock for the den at home, or one of a hundred lasting gifts.

But it should be a lasting one, and carefully chosen. You owe it to yourself and to the one who is to receive the gift, that this should be.

If the gift is to be a box of candy, buy it from the most reliable confectioner; if it is to be a book, buy it from a book dealer whose judgment you can depend upon; and if it is to be jewelry, buy it from your local jeweler who no doubt knows both you and your friend who is to receive the gift and who can thus advise you wisely.

Choose your gifts carefully. There are too many Christmas gifts that go the rounds year after year, looking for an ultimate owner who appreciates them. There are too many graduation birthday and wedding gifts that have to be exchanged. There are too many thoughtless gifts. Choose yours carefully and you will see them often in the hands or on the person of some loved recipient.

### SHOULD COMBINE WHEAT WITH THE COW, SOW AND HEN.

"There is no more certain way of insuring a steady income on a wheat farm than by including livestock such as cows, hogs and hens in the farm program," says H. M. Bainer, director, The Southwestern Wheat Improvement Association. "They grow regardless of the weather and feed more to the farmer with very little risk, besides they turn waste products into cash at a surprising rate."

"A dozen cows and a silo will return a real profit regardless of the season, pay the taxes and enough more to meet the running expenses of the farm. A few acres of alfalfa or sudan grass for hay, sudan grass or sweet clover for pasture, and a few acres of an adapted sorghum for the silage will solve the feed and pasture problem. Wheat straw which would otherwise be wasted may be used to help carry the young stock through the winter."

"The hog and hen go along with the dairy cow, they bring in big returns from the skim milk besides consuming farm products that would otherwise be wasted. The hog has the distinction of producing more meat from a given amount of feed than any other farm animal, and the hen has the honor of supplying more of the farmers living than anything else on the farm."

"The best thing about this kind of a program is that the inclusion of livestock will permit the growing of other crops at a profit without reducing the acreage or the yield of wheat. The feed crops should be chosen so that the seeding and harvesting of them will not interfere with the care of the wheat, and if rotated with wheat will increase this yield per acre. The net results of this kind of a program will insure a greater total income from the wheat, and in addition, there will be the income and saving in living expenses as a result of the livestock."

"To be in a good-natured crowd of neighbors people is the best sort of tonic when things have gone any too well."—Alfred Vivian.

It's a dormant orchardist who fails to use the dormant spray.



5386. Girls' Dress. Cut in 4 Sizes: 6, 8, 10 and 12 years. A 10 year size requires 8 yards of 40 inch material. Price 15c.

5712. Ladies' Dress. Cut in 6 Sizes: 34, 36, 38, 40, 42 and 44 inches bust measure. A 38 inch size requires 4 yards of 40 inch material with 3/4 yard of contrasting material. The width of the dress at the lower edge is 52 inches. Price 15c.

### FASHION BOOK NOTICE.

Send 12c in silver or stamps for our UP-TO-DATE SPRING & SUMMER 1927 BOOK OF FASHIONS, showing color plates, and containing 500 designs of Ladies', Misses' and Children's Patterns, a CONCISE and COMPREHENSIVE ARTICLE ON DRESSMAKING, ALSO SOME POINTS FOR THE NEEDLE (illustrating 30 of the various, simple stitches) all valuable hints to the home dressmaker.

OR USE THE FOLLOWING NOTICE. Send 12c in silver or stamps for our UP-TO-DATE SPRING & SUMMER 1927 BOOK OF FASHIONS. Pattern Dept., Kansas Union Farmer, Salina, Kansas. Box 48.

**NOTICE TO MEMBERS.**  
The latest constitutions are for sale at this office. You can settle many arguments if you carry one in your pocket. Write to C. E. Brasted, Salina, Kansas, Box 51 enclosing 5c for the copy that is waiting for you.

### HOW SHE GOT RID OF RHEUMATISM

Knowing from terrible experience the suffering caused by rheumatism, Mrs. J. E. Hurst, who lives at 204 Davis Avenue, E. 14, Bloomington, Ill., is so thankful at having healed herself that out of pure gratitude she is anxious to tell all other sufferers just how to get rid of their torture by a simple way at home.

Mrs. Hurst has nothing to sell. Merely cut out this notice, mail it to her with your own name and address, and she will gladly send you this valuable information entirely free. Write her at once before you forget.

**RESOLUTIONS OF SYMPATHY.**  
It is with great sorrow that we, the members of Cresco Local No. 377, wish to express to our good brother secretary, John Wolf and Sister Rose Wolf our heartfelt sympathy in these days of their sorrow in the loss of their dear mother. May the God of all grace comfort them in their sincere wish.

Resolved that a copy of these resolutions be sent to the brother and sister, one to the Kansas Union Farmer and one to be spread on the minutes of our Local.

Tom Knopp  
Katie Godfrey  
Malina Godfrey.

### INSURANCE

Farmers' Union Members—Your own Insurance Company gives you absolute protection at lowest cost.

Your own Company has greater resources, in proportion to insurance in force, than any other state-wide mutual company in Kansas.

Your Hall Insurance Company is the biggest and strongest Mutual Hall Company in Kansas, and the lowest in actual cost. Get in line.

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### PLEASE YOUR PIGS! THEY WANT "SUCCESS" CONCENTRATE THE NEW SCIENTIFIC FEED FOR PIGS AND HOGS

Makes the little fellows grow

Makes the big fellows fat—

Contains no corn

A concentration of Proteins and Vitamins necessary to normal, rapid development—  
A concentration of food not found on the farm.

Manufactured by

UNITED BI-PRODUCTS COMPANY,  
Kansas City, Missouri

for

FARMERS UNION JOBBING ASS'N

### KANSAS UNION FARMER WEEKLY EXCHANGE

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

### CLASSIFIED ADVERTISING

#### DOGS

FOR SALE—My coon and c'possum hound, Bill. Good as goes into the woods. Trial. Chas. Hicks, Mayfield, Ky., Star Rt., B24.

#### POULTRY

MATHIS QUALITY CHICKS. Heavy layers. Leading breeds, \$5.80 hundred up. Catalog Free. Mathis Farms, Box 112, Parsons, Kansas.

CO-OPERATIVE CHICKS LIVE—Highest quality. Famous laying strains. Get our co-operative prices before others. Co-operative Hatchery, Chillicothe, Missouri.

#### LAND

160 ACRES, small improvements, \$65.00 per acre. 180 acres, no improvements, all in cultivation, \$60.00 per acre. 180 acres, one-half in wheat, half in grass, \$55.00 per acre. 220 acres, good improvements, one-half in cultivation, 30 acres in wheat, 15 acres in alfalfa, balance pasture, some timber. \$75.00 per acre. Some trade and will carry balance. 840 acres, good improvements, one-half in wheat, 20 acres in alfalfa, 200 in wheat, 100 acres for spring crop. Balance pasture, some bottom land and timber. \$65.00 per acre. Can handle some town property and smaller farm in change. Will carry balance.—H. F. Condray, member of Melville Local No. 971, Wells, Kansas, Route 1.

#### SALESMEN WANTED.

SALESMAN WANTED for lubricating oils, greases and paints. Excellent opportunity. Salary or Commission. THE OIL AND PAINT CO., Cleveland, Ohio.

#### SEEDS AND PLANTS.

FOR SALE—Chico's Yellow Dent Seed Corn. Heavy yielding type. Carefully hand picked, rubbed and shelled. Test 96. Good yield last season. \$3.00 per bushel, less on 5 bushels or more. If not satisfied in return will refund price and freight. Stanley Smith, Hiawatha, Kansas.

PURE PEDIGREED Illinois seed farm government endorsed Broom Corn Seed. Write Fanning Broom Corn Company, 702 E. Main St., Fanning Block, Oakland, Illinois.

FOR SALE—Alfalfa seed. Reclaimed. Free Sample. George Knapp, Randall, Kansas.

FOR RESULTS buying or selling planting seed, try National Seed Exchange, Box 702, Ranger, Texas.

FROST PROOF CABBAGE PLANTS—100, 40c; 500, \$1.25; 1,000, \$2.00; 5,000, \$8.50; Genuine Bermuda Onion Plants, 100, 35c; 500, \$1.75; 1,000, \$3.50; 5,000, \$17.50.—W. S. Beasley, Mgr. Storage and Plant Co., Meeker, Okla.

CABBAGE AND ONION PLANTS. Open field grown. Jersey Wakefield, Charleston Wakefield, Coppage, 100, 40c; 500, \$1.25; 1,000, \$2.00; 5,000, \$8.50. Postpaid: 100, 40c; 500, \$1.25; 1,000, \$2.00; 5,000, \$8.50. Yellow Bermuda, Onions: Prize, Postpaid: 500, 90c; 1,000, \$1.80; 5,000, \$8.50. Express Not Prepaid: 100, 40c; 500, \$1.25; 1,000, \$2.00; 5,000, \$8.50. Plants hand selected, well rooted. Guaranteed to please or money refunded. Prompt shipment. Write to L. A. FARMER, LAKES CHARLES, LA.

FROST PROOF Cabbage and Onion plants. Open field grown, strong, well rooted from treated seeds. Cabbage, fifty to bundle, labeled with variety name, damp moss to roots. Jersey Wakefield, Charleston Wakefield, Success, Coppage, Early and Late Flat Dutch, Onions: Prize, Crystal Wax and Yellow Bermuda, Fernal Post Prepaid: 100, 50c; 200, 75c; 300, \$1.00; 500, \$1.25; 1,000, \$2.00; 5,000, \$8.50. Onions: 500, 90c; 1,000, \$1.80; 5,000, \$8.50. Express Collect, 5,000 and over cabbage, \$1.00 thousand; onions, 75c thousand. Full cost. Prompt shipment. Safe arrival. Satisfaction guaranteed. Write for free seed and plant catalog. UNION PLANT COMPANY, Texarkana, Ark.

#### TOBACCO.

HOMESPUN TOBACCO: Guaranteed Chewing or Smoking 5 pounds \$1.50; 10-\$1.75. PIPE FREE! Pay when received. United Farmers, Bardwell, Ky.

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### Cures Piles Now Without Surgery

A most successful method for removing piles entirely and for good is now being used by Dr. O. A. Johnson, well known rectal specialist. He does not use the knife, acids, electricity, burning, tying off, cautery, ligature or other painful, drastic means. Yet the piles are removed as cleanly and entirely as if they had been cut out. His method does away with pain, danger, expense, and inconvenience of a surgical operation and accomplishes even better results, as it leaves no scar tissues.

Every sufferer from bleeding, protruding piles, and other rectal troubles should write at once for his book that explains his amazing method. He will gladly mail any one who will write for one, as he wants every sufferer to know how easily, quickly and safely they may be rid of their piles for good. Simply send name and address to Dr. O. A. Johnson, suite 181-C, 1324 Main St., Kansas City, Mo. Piles often causes many other troubles, such as headaches, backaches, rheumatism, stomach trouble, sciatica, nervousness, etc. Getting rid of piles means also getting rid of the many diseases they cause.

**NOTICE TO MEMBERS.**  
The latest constitutions are for sale at this office. You can settle many arguments if you carry one in your pocket. Write to C. E. Brasted, Salina, Kansas, Box 51 enclosing 5c for the copy that is waiting for you.

It isn't necessary to go to the end of the rainbow to find happiness.



## The Meeting Place

An Advertisement of  
the American Telephone and Telegraph Company



It is not so long ago since people met in town hall, store or at the village post-office, to talk over matters of importance to the community. Then came the telephone to enable men to discuss matters with one another without leaving their homes. With the growing use of the telephone, new difficulties arose and improvements had to be sought. Many of the improvements concerned the physical telephone plant. Many of them had to do with the means of using the apparatus to speed the connection and enable people to talk more easily. This need for improvement is continuous and, more than ever, is a problem to day. Speed and accuracy in

completing seventy million calls daily depends upon the efficiency of Bell System employees and equipment as well as upon the co-operation of persons calling and those called and numerous private operators.

It is not enough that the average connection is made in a fraction of a minute or that the number of errors has been reduced to a very small percentage.

The American Telephone and Telegraph Company and its associated Bell Telephone Laboratories have practically for their sole task the making of the telephone more serviceable and more satisfactory—as a means of conversing with anyone, anywhere, any time.

**Investigate  
Compare the Work  
Ask Questions  
THEN SHIP TO  
YOUR OWN FIRM**

**FARMERS UNION LIVE STOCK COM.**  
Stock Yards Kansas City, Mo.

## You Should Know These Facts

ABOUT THE

### FARMERS UNION MUTUAL LIFE INSURANCE CO.

**FIRST**—It is a purely mutual legal reserve life insurance company; Non-stock—Non-profit.

**SECOND**—It insures only farmers, who are preferred risks.

**THIRD**—Its directors are elected by the policyholders, who control the affairs of the company.

**FOURTH**—It rebates all profits to policyholders except for required surplus.

**FIFTH**—Reserves and surplus are loaned to policyholders on farm land in the States where the business is written.

**SIXTH**—It is a sound, safe business institution and was nationally organized to place the American farmer in direct control of the enormous reserves created by his own life insurance premiums and to co-operatively build a financial organization as solid as the Rock of Gibraltar.

WHY NOT LEARN MORE ABOUT IT?

We Will Gladly Write You Fully on Request.

## FARMERS UNION MUTUAL LIFE INSURANCE COMPANY

706 Grand Ave.

Des Moines, Iowa.



## U. S. RADIO FARM SCHOOL

U. S. Department of Agriculture,  
Office of Information Radio  
Service

### Dairy Herd Improvement

**Lesson 1. Culling Unprofitable Cows**  
It is safe to say about one-third of our dairy cows are being kept at a loss, that one-third yield little or no profit, and as the almost altogether dairy business of the highest profit is the profits of the highest producers just about offset the losses of the lowest producers.

One farmer says that when he started keeping individual cow records he was the owner of 14 cows. The first year's records showed that 7 of his cows were very profitable and that 7 were decidedly unprofitable. This farmer says that his Egyptian-minded him of the 7 fat years and the 7 lean years of the 7 fat years, so his 7 poor cows ate up the profits the 7 good cows made. Seven was the exact number of cows that were sent from that farm to the butcher.

That farmer did intelligent culling. He waited until he knew the record of each cow in the herd, and then he took action. The day the seven unprofitable cows left for the butcher was the day profits began to show. Close culling changed a losing proposition into a winning one.

**Cull the Low Producers**  
Nobody would advise that one-third of our dairy cows should go at once to the butcher because of low production. Such action would make a great milk shortage. There is no doubt, however, but that the culling of low-producing dairy cows should be much more severe than it has ever been.

This culling should not be done blindly, and it should not be based on guesswork. Keeping feed records and weighing and testing the milk regularly make it possible to determine the production of your cows with a high degree of accuracy. From these figures the herd may be culled according to known production.

How closely the herd should be culled will depend on many factors, such as cost of feed, cost of labor, and price of product. As a rule, however, for most conditions and for most parts of the country the first culling should be of cows that do not, at least, 6,000 pounds of milk containing at least 240 pounds of butterfat. For immature cows the records may be figured approximately to maturity by dividing the records of the 2, 3, and 4 year olds by 70, 80, and 90 percent, respectively.

There is no reason in the world why dairying should ever be conducted at a loss on any dairy farm over any considerable period of time. Losses can be avoided by the culling of cows, this will reduce the size of the herd, but as the low producers are sold profits will go up.

**Suppose all Your Cows are Unprofitable**  
Occasionally there is a herd in which every cow is unprofitable. What is to be done with such a herd? The owner has a choice of two courses: Either he may use good stock and gradually build up a better herd, or he may send his whole herd to the butcher. If he does the latter, he should buy only good foundation stock.

It is rarely a case, however, that a herd of 10 or 12 cows is made up entirely of unprofitable cows. In entirely studies made of thousands of cow-testing records by the Bureau of Dairy Industry it was found that, as a rule, the best cow in the poorest herd was a higher producer of both milk and butterfat than the poorest cow in the best herd. To be sure, these were herds much above the general average in production, but the difference between the best and the poorest cow is very great in almost every herd. Therefore, close culling will rarely eliminate a herd, but it will almost always make it possible for intelligent feeding to put the herd on a paying basis.

The low-producing cows should go to the butcher. They should not be sold to other dairymen. One cow tester reports that it is easy enough to detect unprofitable cows, but it is not so easy to induce the owner to send such cows to the butcher, especially if they will sell for a higher price as milk cows. To be sure, the cows from some very high-producing herds are comparatively high producers. Such cows should not be sent to the butcher but should continue to produce milk in somebody's dairy.

As a rule, however, it is best that the culls should go to the butcher. If the dairy herd is culled intelligently on the basis of individual cow records, if the remainder are fed according to known production, and if only good purebred sires are used, almost any dairy herd, regardless of its condition at the start, will eventually be placed on a paying basis. Successful dairying depends on many factors. Among these, culling is one of the most important. The most successful dairymen closely cull their herds.

### Livestock Breeding

#### Lesson 1. Principles of Livestock Breeding

(D. S. Burch)  
Nearly everyone has heard the expression "blood will tell" which is the keynote of livestock breeding. But of equal importance is the added fact that "blood will sell." The kind of an animal you raise and price it brings depend on its breeding. Of course, feed and care have a big influence, but unless good breeding is there also you can not hope for the best results from livestock.

This is the time of the year when many stock owners go to fairs or livestock shows. There, one can get much good information by looking at the stock and talking with exhibitors. It is important also to study pedigrees and to read books and bulletins dealing with animal breeding.

Let us take a trip to the Government experiment farm at Beltsville, Md., just a few miles from Washington. We can understand the subject

better by having some animals around us. Over there at the right is a good-sized building where thousands of guinea pigs are bred. Those little animals multiply rapidly and are good mathematicians, for they give the correct answer to a lot of breeding questions.

**Traits Inherited from Parents**  
Whatever an animal has, so far as its inheritance is concerned, it gets from its parents. They get theirs from their parents, and so on back to the beginning.

The effects of feed, care, disease, and surroundings have a great deal to do with a young animal's development, but those things have nothing to do with such hereditary characteristics as color, length of hair, the presence or absence of horns, the characteristics that determine type, and many other hereditary factors.

When we look about the experiment farm and observe the cattle, hogs, sheep, horses, goats, and poultry, it may seem that the principles of breeding are too many and too complicated for the average livestock owner. But, on the other hand, the practical side of animal breeding is summed up rather thoroughly in a 30-page pamphlet issued by the Department of Agriculture. This is Farmers' Bulletin 1167, Essentials of Animal Breeding.

Whether an animal is born, as in the case of most mammals, with its characteristics, or is born with fowls, the underlying principles of heredity are the same. When you learn them for cattle you have already gone a long way toward a knowledge of breeding as it applies to horses, hogs, sheep, and other animals.

**Important Facts About Heredity**  
Of course, all facts about heredity are not yet known, but I will give some of the most important that any stockman can apply in improving his animals.

Propensity is the power of an animal, male or female, to stamp its characteristics on its offspring. For instance, the polled characteristics of some breeds of cattle enable the breeder to raise calves without horns. Propensity also enables breeders to obtain livestock of the desired color markings and other characteristics.

The determination of sex is a matter of chance over which the breeder probably has no control. Over a period of years he gets nearly equal numbers of both sexes.

The exercise of selection, wisely and judiciously pursued, gives the breeder an important advantage over others who leave the mating of their animals largely to chance. Selection has brought about the improvement of the important present breeds of livestock over the stock from which they originated. Usually a male is depended on to do this, hence the importance of selecting males very carefully.

**Defects May Be Overcome**  
Among the common defects which breeding may overcome are weakness of back, excessive legginess, weakness of feet and legs, narrow chests, and generally poor conformation. It also is a valuable means of increasing production of milk and butterfat in dairy cows and of eggs in poultry. With meat animals, improved breeding will hasten maturity and improve quality in general.

The basis of pure breeding in the United States, except in the case of poultry and pet stock, is pedigree registration. That is, animals to be classed as purebred must be registered in a book of record established for the breed. Experienced and successful breeders sometimes spend hours studying the pedigrees of their breeding animals and reviewing the characteristics of the animals' parents, grandparents, and even remote ancestors.

The study of pedigrees, based on the knowledge of characteristics of the animals composing them, is indispensable to persons wishing to excel as breeders.

**It Pays to Use Purebred Sires**  
The use of purebred sires offers a very practical means for improving the quality and fixing the type of common, mixed livestock. This principle applies to all species and breeds. Males should be the better individuals in all respects than the females with which they are mated, so that each successive cross may be an improvement over the ones which went before it.

It is usually unwise to use crossbred or grade sires, since their hereditary material is so complex that there is little certainty what results will come from mating them.

The practical man should be satisfied with selecting one of the standard breeds for his use rather than attempting to develop something new. Such attempts are expensive and the results usually disappointing. Practical stockmen should leave the establishment of new breeds to the experimentalists.

There are many incorrect ideas of heredity which have no basis of fact, hence the importance of getting information on animal breeding from reliable sources.

The best simple rule to remember is "breed the best to the best." Nature works in an orderly way, and the breeder will obtain the greatest proportion of high-quality animals when he selects his breeding stock with great care and then mates his animals so as to combine their good qualities and eliminate defects.

Alfalfa in a winter hog ration of corn and tankage will greatly increase its efficiency.

Any farmer can obtain free, a bulleting or circular discussing the phase of farming in which he is particularly interested if he will write to the Extension Service, Kansas State Agricultural College, Manhattan, Kansas, or to the Information Department, U. S. Department of Agriculture, Washington, D. C.

**NOTICE TO MEMBERS.**  
The dues for 1927 are the same as in 1926. Secretaries collect \$2.25. Send to the State Secretary \$1.45.

**THE 1927 DUES.**  
If you don't believe in your work-ton, we can understand the subject

## STOCK MARKET

### FARMERS UNION LIVE STOCK COMMISSION.

Kansas City, Mo., Feb. 3, 1927  
A Real Union Man.  
Clay Center, Kans., Feb. 1, 1927  
Farmers Union L. S. Com.  
Kansas City, Mo.

Dear Sirs:—  
I was invited to be at the meeting February 3 and will say I will not be able to be there on account of my health, and will trust the business to my fellowmen to stand shoulder to shoulder for the Farmers Union. I shipped you three cars of stock in 1926, and was well satisfied with the sales. Wishing you continued success, and thanking you one and all, I am,  
Your friend,  
L. Landin.

**STEERS**—Market slow and lower Monday and Tuesday, 25 to 40 higher Wednesday. Bulk sold at 9.50 to 10.50 choice up to 12.00, medium 8.50 to 9.25, plain 7.75 to 8.50, dogs 7.50 to 8.25. Pulper brought 8.90 to 9.60.

**STOCKERS AND FEEDERS**—Slow; bulk of good stockers 8.00 to 8.75; choice 9.00, fair to good 7.50 to 8.00, plain 6.50 to 7.50, dogs 5.50 to 6.25. Bulk of good feeders 7.75 to 8.50, fair to good 7.00 to 7.50, plain 6.75 to 7.00.

**COWS, HEIFERS AND MIXED YEARLINGS**—Very uneven market all week. Few prime mixed yearlings practically steady, but other grades closing around 60 lower, with heifers almost at a standstill. Some real good yearlings sold at 8.75 to 9.25, good 8.00 to 8.50; shorts 7.00 to 7.50, right good heifers 6.50 to 7.00. Choice heavy cows 7.00 to 7.25, good 6.50 to 6.75, medium 5.50 to 6.00, cullers 4.25 to 4.75, canners 3.75 to 4.00. Stock cows 4.50 to 5.50. Stock and feeding heifers 5.50 to 7.00.

**CALVES AND BULLS**—Veal steady for the week, practical top 13.00; medium weight and heavy calves 10.00 to 12.00. Stock by 50c lower, fair to good 7.50 to 8.50. Choice whiteface steers 8.50 to 8.75, reds 7.50 to 8.00. Bulls 25 to 35c lower, bolognas 5.25 to 5.50, cornfeds up to 6.00.

**HOGS**—Early trading to shippers 5 to 10 higher, light hogs 15 to 20 higher. Top 12.25 on 140s to 160s, 170s to 230s 11.85 to 12.00, weighty butchers slow. Packing sows 10.65 to 11.25. Stags 9.50 to 10.50. Stock pigs 11.75 to 12.50. Wednesday top in the Drovers Telegram was 12.00. WE SOLD 100 head of hogs at 12.10.

**SHEEP AND LAMBS**—Fed lambs strong, top today 12.65, native top 12.50, MADE BY US, cull natives 8.50 to 9.00. Heavy fat ewes 7.50, handweights 8.00 to 8.25. Cull sheep, canners and bucks 1 to 3 cents. Feeding lambs 12.00 to 12.50.

### THE CATTLE OUTLOOK—1927

**Forecast.**  
As a part of its service to live stock shippers, the Farmers Union Live Stock Commission submits the following expert analysis of the probable trend of prices during 1927. Based on the cattle market in 1926, this special bulletin is intended to serve as a guide in raising and feeding cattle for the public markets. A group of men well qualified by long experience and training are giving you the benefit of their best judgment as to the broad view of market conditions. That something unforeseen may upset a prediction on the future market is well known and must be taken into account in studying the Cattle Outlook for 1927.

So many factors enter into the making of such calculations that the average farmer cannot hope to attain the expertness required to interpret present economic developments which may affect his business. As a cattle grower, he cannot properly relate them so as to determine the probable trend of cattle prices several months hence. Indeed the most expert agricultural economist can only approximate the future market trends, because the production of cattle as a whole is affected by weather conditions, disease and other factors including the law of supply and demand with all that it involves.

**A Good Year Expected.**  
A more profitable year is predicted for the cattle grower during 1927. Heavy steers have already passed the money losing stage. The supply has evidently been reduced to normal and appears to be dwindling. Yearlings and medium weights will predominate during 1927, the relative proportion of course depending on how the market acts. Very indication points to slightly higher prices for well finished yearlings of cattle, and the between grades of little cattle may suffer some small decline in price as compared to last year. Should there be any sharp break in prices this would encourage longer feeding so as to obtain the benefits of a higher grade. Common and medium light steers can hardly hope to better last year's average, especially the late winter prices on short feds, native grassers that have been stocked and the warmed up quota of corn belt steers which are offered every year in competition with the western range run. Corn is less abundant. Feeding periods will probably be shorter on the average and this suggests that as much finish should be put on cattle as circumstances permit.

**Supply Probably Smaller.**  
Indications point to a smaller tonnage of beef cattle during 1927, due to the turn toward lighter cattle. This fact is the most encouraging factor for higher prices. It will not only help the steers but the stock prices as well. We believe that good to choice cows and heavy fat heifers will gather price improvement from a higher market on weighty steers. However, we do not believe the cheap class of cows and heifers will materially exceed the 1926 price levels. Bull have been bringing high prices, partly because of the scarcity, and it will be late in the year before the supply is increased.

**Feeders and Stockers Up.**  
Stock and feeder steers promise to sell high all year, probably higher than during 1926. This, of course, will affect the corn belt finisher, but it provides a bullish factor in guessing the market on the western range steers. There will be more active competition for the grassers from both killers and countrymen. The tail end of aged heavy western steer herds to be marketed this fall will share the price improvement on weighty fat cattle. They should sell to better advantage, relatively to the grass fat yearlings and two year olds. This is a supply and demand proposition because the western range cattle industry has practically gone on a calf and yearling basis as the only means of self-preservation.

**Light Cattle Favored.**  
An outstanding feature noted at the big markets is the popular demand for light beef. Well finished, beef from light cattle has less fat and less waste. The farmer must not ignore the trend in large cities toward smaller cuts of beef from little cattle. Families are smaller, living quarters are more compact. The old-fashioned kitchen range has practically passed out of the picture in our great cities. Delicatessen shops, quick-lunch rooms and sort order restaurants are feeding hundreds of thousands who formerly provided their own meat dishes at home. This, in large measure, accounts for the preference shown by the large and small meat packers in buying lighter weight steers and heifers. There is always some demand for heavy beef but it does not require many big beefs to cause a glut in the market and a disastrous decline in prices.

**Details of 1927 Prices.**  
**Steers**  
We forecast a higher market on steers weighing from 1,250 lbs. upward during 1927 because the supply is going to be smaller. Although prices advanced \$1.00 to \$2.00 during late December and early January, this cannot materially increase the supply of big steers, as the feeders are to be had. Every aspect of the feeding situation is against any great scramble for that class of feeders. Taken on the average, yearlings will probably be slightly lower. This does not mean the strictly finished kind. It refers to the bulk. The feeder movement for several months showed a predominance of steers averaging under 700 lbs., and not nearly so many weighing 850 to 950 lbs. During 1926, stockers and light feeders prices made their seasonal advances early in January, 1927. The trade expressed great concern as to where the crop of spring stockers would come from.

Original costs may become too heavy in relation to the logical selling prices, unless feeders exercise market judgment. Of course, the smaller crop of corn, requiring more than an average amount to put on a pound of gain will be against any runaway feeder market this year.

**BELLEVIEW LOCAL NO. 1425 PUTS ON THE FEED BAG.**  
Hot Dog! Yes and hot oysters, coffee, everything. They came big, little, great and small, and some couldn't walk at all, and ate oysters until we couldn't look an oyster in the face. Five gallons of oysters, 12 dozen buns and I don't know how many kenneles of wienies and other things too numerous to mention passed through the kitchen of the Bellevue church on Kansas day.

Big Ben was so full of oyster soup that he swallowed pickles whole just to hear them splash, and such a time as we did have. We had as distinguished visitors as Robert D. Daily, George A. Erickson, of the cattle division of the F. U. Livestock Commission Co. of St. Joseph, Mo. Mr. Adeock stated that the amount of commission refunded to the farmers in 1926 was almost \$100,000 and since the organization has saved the farmers \$631,548.26 and they handled in the year 1926 livestock to the value of \$17,720,163.30, not too bad we don't think for beginners. Two of our members received, they relate, to the value of \$430 this year. With the dividend from the elevator, store, oil, business, telephone livestock rebates some of us are looking forward to the time when we won't have to farm at all, just live off our refunds, "mehy."

Bellevue is a school district located 29 miles west of St. Joseph and just three miles north of Leona, Kansas, and has 33 Farmers Union members and several prospective members. We had our annual meeting this month and re-elected E. L. M. Benfor president and H. W. Heckman secretary-treasurer.

At our oyster feed one of Leona's business men mentioned that they were in need of a fire siren. Thirteen men happened to hear him and went home with \$26.50 for the cause. That shows the spirit of "That Old Gang."—Corresponding Secretary, Q. A. Erickson, Leona, Kansas.

## Department of Practical Co-Operation

We are changing the policy of this department, beginning the first of the year. The Meeting Notices that have appeared here to fore were 100% locals for 1926. At this time we are showing only those that are 100% for 1927. All 100% locals for 1927 that wish their meeting notice to be published will receive this service free of charge. Locals that are not paid up in full but want their meeting notice published can have space in this department for One Cent per word per week.

### ALLEN COUNTY

LIBERTY LOCAL NO. 2148\*\*\*\*  
Meets the second and fourth Friday of the month. Ray Wilson, Secy.  
FAIRVIEW LOCAL NO. 2154\*\*\*\*  
Meets the first and third Wednesday nights of each month. Mrs. Chas. L. Stewart, Secy.

### CHEROKEE COUNTY

NEUBR LOCAL NO. 2108\*\*\*\*  
Meets the first Tuesday of each month. C. A. Atkinson, Secretary.

### ELLISWORTH COUNTY

LIBERTY LOCAL NO. 2155\*\*\*\*  
Meets every first and third Monday of each month. Ed Mos. Secy.  
THIRTY LOCAL NO. 100\*\*\*\*  
Meets the first Monday evening in each month. W. H. Fleming, Secy.

### ELLISWORTH COUNTY

ADVANCE LOCAL NO. 1889\*\*\*\*  
Meets on the first Monday of each month. P. F. Svoboda, Secy.

### GREENWOOD COUNTY

NEAL LOCAL NO. 1318\*\*\*\*  
Meets the second and fourth Friday of each month. J. C. Graves, Secy.

### GOVE COUNTY

PARK LOCAL NO. 909\*\*\*\*  
Meets the last Saturday of each month. Jas. Hein, Secy.

### JEWELL COUNTY

PLEASANT VALLEY LOCAL NO. 1200\*\*\*\*  
Meets the first and third Wednesday of each month. Wm. T. Flinn, Secy.

### JOHNSON COUNTY

SHARON LOCAL NO. 1744\*\*\*\*  
Meets the last Friday evening of each month. Mrs. Gusie K. DeVault, Secy.

### RUSH COUNTY

SAND CREEK LOCAL NO. 804\*\*\*\*  
Meets the first and third Friday of each month. A. R. Wilson, Secy.

### SMITH COUNTY

OAK CREEK NO. 1185\*\*\*\*  
Meets at Stuart on the second Monday of each month. H. J. Schwarz, Secy.

### TREGO COUNTY

VODA LOCAL NO. 742\*\*\*\*  
Meets the fourth Friday in every month. Alfred Rensmeyer, Secy.

### THE BOOSTER'S ANGEL ROAD TAXATION

To The Public:  
Regarding State System of Roads Means Bankruptcy, The Farmer Still in The Mud.

Total mileage of state roads 8,000 miles—  
at a cost of \$40,000 mile \$320,000,000  
upkeep 20 years life of  
bond ..... \$320,000,000  
interest on bonds 20 yrs. \$320,000,000  
interest on investment to  
the banker ..... \$320,000,000

Total damage done ..... \$1,250,000,000  
Figures based on 20 years life of road bonds.

I will place the total cost of State Roads on the automobiles—in the state which number approximately 400,000 cars, divided into \$1,280,000,000 equals to per car \$3,200 first cost.

Gasoline for 20 years, 7,680 gallons multiplied by 20c equals \$1,536.  
Upkeep, 20 years equals \$1,536.  
Car worn out, \$1,000.

Total tax for 20 years per car, \$8,736.00.  
Land tax, \$160 per quarter section, 20 years, \$3,200.00.

All wealth is produced from the dirt, \$9,936.00 total.

Let's see if the farmer can earn enough to pay all taxes if the booster is to have his way, regarding hard roads. I will consider an average quarter section in the corn belt producing according to Mohler, on the 10 year average of 15 4-10 bushels, per acre, for 20 years. The life of road bonds allowing for overhead expenses a 160 acres less hay land, pasture, barnyard, orchard, blue grass lawn for the house, public road on three sides, truck patch leaves 120 acres to be farmed producing, according to Mohler, on a ten year average, 15 4-10 bushels per acre, for 20 years, equals 36,000 bushels, multiplied by 75c per bushel equal to a credit of \$27,000.

Expense account for 20 years, life of bonds. Marketing 36,000 bushels, freight 10c a bushel to K. C. Mo., equal to \$3,600. Husking 6c equal to \$2,160. Shelling, hauling 10c equal to \$3,600. Hired man 9 months, multiplied by \$35 per month 2 years, equal to \$2,700. Board 15¢ per month 20 years \$2,700. Blacksmithing \$200. Feed, 4 mules, at 50¢ per day, 20 years, equals \$5,400. Four mules and harness worn out, \$900. Painting buildings, and insurance \$900. Clothing, wife and self, up keep of house, \$1,000. Adding here to cost of state roads, \$9,936.00.

Total cost to produce, \$36,436.00. Total credit of a quarter section of land, 20 years, \$27,000.

Subtracted from cost leaves, \$9,436.00 in the hole.

You will notice nothing for deterioration of farm; no allowance for board, wife or self, no tobacco for myself or chewing gum for wife; no Christmas

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