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Education

Co-Operation

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AMERICAN INSTITUTE OF CO-OPERATION

There Will Be Four Full Weeks of This Institute. Able Speakers and Instructors From All Over the U. S. Will Be There.

This Paper Will Carry a Week's Program Each Week and Keep in Touch With the Speakers

GROWTH OF LIVESTOCK MARKETING

Doctor E. G. Nourse of Washington, D. C., a noted economist, has been asked to preside over the discussions of this week. He will be assisted by others who will preside over particular sessions. Commenting upon the development of co-operation among livestock and wool producers Doctor Nourse said:

"Co-operative livestock marketing, of a rudimentary sort, was practiced in the United States more than a century ago, when farmers joined forces in driving animals to market. It was not until about 1876, however, that the first formal livestock co-operative association was organized. In that year a group of Tennessee farmers organized an association for marketing lambs. In 1883 a livestock shipping association that is still functioning was organized by farmers living near Superior, Nebraska. In 1889 an attempt was made by the American Livestock Commission Company, an organization created by farmer-groups in Kansas, and Missouri to function co-operatively on the Chicago terminal market. But it was expelled from the stockyards by the Livestock Exchange, which obtained a court decree to the effect that the company constituted a dangerous trust to the country."

"Thereafter, until about 1917, the growth of co-operative livestock marketing was slow. In 1917, however, interest in it began to develop, and there are now more than 5,000 organizations shipping livestock co-operatively. Such concerns in 1925 handled more than 10,000 animals, which sold for more than \$280,000,000. Fourteen agencies operating in terminal markets are creations of the National Livestock Producers' Association, an organization formed in Chicago in 1921, and eight additional similar concerns have been organized under the leadership of the Farmers' Union. Farmers' co-operative associations shipped 21 per cent of the animals received at the Chicago stock yards in 1921. Although co-operative livestock shipping has made more headway in the Corn Belt than elsewhere, it is gaining throughout the country."

Washington, D. C. — From range to feedlots and from farm grower to the packer or spinner a wide variety of marketing problems will be discussed at the second week's program of the American Institute of Co-operation which begins its sessions in Chicago June 20 and ends July 16. A phalanx of experts on livestock and wool marketing are being gathered from representative regions of this country and Canada to attack current questions confronting the industry.

Sponsors of the Institute declare that the speakers will be addressing a very critical audience and the "fur may fly" as some expert undertakes to "pull the wool" from the eyes of his listeners. But the tone of the meetings will be good natured, as the farm leaders are coming from many parts of the country to help each other learn more about the technique of business practice in running their co-operative marketing associations.

The livestock and wool week will begin the morning of Monday, June 27 and end sometimes on Saturday, July 2. Meetings will be held at the Weiboldt Hall, Northwestern University, but one session will be held at the Union Stock yards, following an inspection trip through the yards and some of the packing plants.

Following is an incomplete list of topics and the speakers who will lead discussions:

Monday, June 27 — Management Practices of Local Shipping Associations, R. C. Ashby, Urbana, Illinois, professor and assistant chief in Livestock Marketing, University of Illinois; Building a Permanent Livestock Shipping Organization, John H. O'Malley, Hudson, Michigan, secretary, Michigan Livestock Exchange; The Relation of Shipping Associations to Cooperative Terminal Agencies, C. F. Emmert, St. Joseph, Missouri, manager, St. Joseph Farmers' Union Livestock Exchange; Problems of the Terminal Co-operative, D. L. Swanson, Chicago, Ill., manager, Chicago Producers' Commission Association, and F. E. Wheatcraft, Chicago, Ill., Manager Farmers' Union Livestock Commission Association; Standard Efficiency for Co-operative Association since its inception, and Bill (W. F.) Schilling, the Minnesota tornado-outror, who, with his associates, went on trial when the directors of the Twin City Milk Producers Association were charged with violating the State Anti-Trust Act, but was declared "Not Guilty." I. W. Heaps, the invincible manager of the Maryland State Dairyman's Association of Baltimore, who is now probably the highest salaried official connected with a dairy co-operative; and N. P. Huff, president of the Michigan Milk Producers' Association, who for twenty years has endeavored himself to dairy farmers by his battles to regulate the margarine industry. Among the younger men will be Robert W. Balderston, the fighting Quaker of the Inter-State Milk Producers' Association; John Brandt, the genial president of the Land O' Lakes Creameries, Inc., which group the co-operatives in the world; Frank G. Swoboda of the Wisconsin Cheese Producers' Federation, the largest cheese co-operative in this country; C. W. Hibbert, manager of the California Challenge Creamery Association, the largest ice cream co-operative group; Harry Harkie, the business strategist of the Co-operative Pure Milk Association of Cincinnati, who led a forty-day milk strike and won, and who "engineered" a plan whereby the 3,500 farmers around Cincinnati today are delivering more than half the milk and cream and more than 70 per cent of the ice cream consumed by the residents of Cincinnati and the nearby towns; Clyde Bechtelheimer, spokesman for the Iowa Creamery Secretaries' & Managers' Association; and Jerry Mason, the intrepid manager of the Des Moines Co-operative Dairy Marketing Association.

Wednesday, June 29 — Direct Selling by Cooperatives Shipping Associations, J. H. Montgomery, South St. Paul, Minnesota, manager, Central Livestock Co-operative Commission Association and Knute Espe, Des Moines, Iowa, secretary, Illinois Farmers' Grain Dealers' Association; Discussions led by Lee Highlen, Indianapolis, Indiana, director of Livestock Marketing, Indiana Farm Bureau Federation, Direct Movement of Stock from Range to Feeder Lot, Charles A. Stewart, Chicago, Illinois, secretary, National Livestock Producers' Association; Marketing Problems of the Cattleman, Richard A. Kleberg, Kingsville, Texas, president Texas and Southwest Cattle Raisers' Association; Marketing Problems of the Sheepman, F. R. Marshall, Salt Lake City, Utah, secretary, National Wool Growers' Association.

Thursday, June 30 — Practical Means of Improving Quality and Condition of Shipments, E. N. Wentworth, Chicago, Illinois, director Armour's Livestock Bureau; Improvement of Quality Through Co-operative Shipping, E. Rector, Williamsport, Ohio, president, Pickaway Livestock Co-operative Association; The Hopes of the Committee of Fifteen, H. W. Mumford, Urbana, Illinois, dean, college of Agriculture, University of Illinois; The Acknowledgment of the Terminal Commission Companies, C. B. Denman, Farmington, Missouri, president, National Livestock Producers' Association; The Co-operative Marketing Structure, which Present Conditions Demand, George Hemming, Indianapolis, Indiana, director of Livestock Marketing, Indiana Farm Bureau Federation.

DAIRY CO-OPERATIVES

Washington, D. C. — Progress, policies and problems of dairy co-operatives from coast to coast will be the theme of the third week's work of the American Institute of Co-operation which opens in Chicago June 20 and closes July 8.

On the morning after the fourth of July the embattled dairy leaders will meet in Weiboldt Hall of Northwestern University to begin their particular celebration of achievements covering twelve years of struggle for a foothold as big units in the dairy world.

Some of the veterans who will be present have grown grizzled and gray in the farmer's service: Among them will be Richard Pattee of New England, chairman of the Institute, who led a fight on foot through the rural districts of New England to organize the New England Milk Producers' Association in the early days when there was no money in the treasury of that organization; "Daddy" (Frank P.) Willis, the old war horse of the Inter-State Milk Producers' Association of Philadelphia who has just completed four years as Secretary of Agriculture of Pennsylvania; Judge John D. Miller, the silver-haired sage who has guided the fortunes of the Dairyman's League Co-operative Association since its inception; and Bill (W. F.) Schilling, the Minnesota tornado-outror, who, with his associates, went on trial when the directors of the Twin City Milk Producers Association were charged with violating the State Anti-Trust Act, but was declared "Not Guilty."

are sold through a variety of dairy co-operatives including cheese, butter, manufactured milk products and organizations engaged in selling primarily fluid milk and cream. Some of the organizations go so far as to distribute their products direct to the consumer. Member associations of the National Federation alone represent nearly 800,000 or ganized milk producers.

"This strong position may be because dairy farmers were the first to begin self-help efforts to solve their marketing problems. But it may be because in their efforts to market their products they met with and overcame more obstacles than most other types of agricultural co-operatives."

"Efforts to form milk co-operatives have often been opposed both by dealers and by public officials. For example, when the milk producers in Cook County, Illinois met in 1917 to give effect to recommendations of the Federal Food Administrator, their leaders were charged with violating the State Anti-Trust Act. But after the war they were tried before a jury of city men and acquitted. Leaders of other associations in various parts of the country were made subjects of similar attacks. In a course of time the dairy co-operatives have won the title of 'The Rainbow Division of Agriculture.'"

"Notwithstanding these obstacles they have forged steadily ahead, and through their National Federation, they carried through a long program of legislation intended to give them a measure of equality as compared with their competitors."

"From 1915 to 1925 the amount of business handled by dairy co-operatives increased 500 per cent. In dairy co-operation, Minnesota is the leading state with New York second, Wisconsin third and California fourth. Over 50 per cent of the co-operative dairy business of the country is credited to fluid milk associations, over 40 per cent to creameries selling butter and about 5 per cent to co-operative cheese factories."

"With their continued growth has come toleration, acceptance, recognition and finally a friendlier relationship as between the co-operatives and their competitors. By means of this closer contact, the producer co-operatives have been instrumental in developing greater efficiency on the part of many commercial distributors of their products; and consumers have materially benefited in respect to prices paid by them."

Wednesday, July 6 — Problems of Battered Co-operatives, John Brandt, president, Land O' Lakes Creameries, Inc.; Quality Improvement Work, A. J. McGuire, general manager, Land O' Lakes Creameries, Inc.; Maintaining Quality Production, C. I. Cohee, Problems of Administration, J. C. Mortensen, Iowa State College, Ames, Iowa; Co-operative Marketing in Our Educational System, Andrew W. McKay, Department of Agriculture.

Thursday, July 7 — Survey of Membership Problems of Dairy Co-operative Milk Producers' Association, J. W. Jones, Department of Agriculture; Getting Facts for Management, C. E. Sniffen, Dairyman's League Co-operative Association, Inc.; Co-operative Organization Management as a Career, C. E. Hough, general manager, Land O' Lakes Creameries, Inc.; Distribution of Control in the Co-operative, H. E. Erdman, professor of rural institutions and agricultural economics, University of California; Financing the Dairy Co-op., E. H. Thompson, Pacific State Credit Bank.

Friday, July 8 — Price Differentials between Markets, J. T. Horner, professor of agricultural economics, Michigan Agricultural College; Price Differentials between Products, T. G. Stitts, marketing specialist, University of Minnesota; Problems of Ethics in the Dairy Co-operative, I. W. Heaps, secretary, Maryland State Dairyman's Association; Ten Years of the National Milk Producers' Federation, John D. Miller, president, National Co-operative Milk Producers' Association; How Dairy Co-operatives Have Helped Themselves Through Organization, Clyde L. King, Wharton School, University of Pennsylvania; What a Fluid Milk Co-operative Can and Can Not Do, B. F. Beach, assistant secretary, Michigan Milk Producers' Association.

Saturday, July 9 — How Dairy Co-operatives Have Helped Distributors Conduct Their Business More Efficiently, Henry N. Woolman, Supplement-Jones Milk Co., Inter-Relationships of Dairy Co-operatives, Richard Pattee, New England Milk Producers' Association; A Code of Ethics for the Dairy Co-operative, Clyde L. King, University of Pennsylvania; The Dairy Co-operative and a National Dairy Improvement Program, C. W. Larson, chief, Bureau of Dairying, Department of Agriculture, Washington, D. C.; Dairy Co-operatives and the National Co-operative Milk Producers' Federation, J. T. Tenny, chief, Bureau of Agricultural Economics, Washington, D. C.

Progress of Dairy Co-operation — "Modern methods of selling dairy products have made unusual progress in the past 12 years," said Charles W. Holman, secretary of the National Co-operative Milk Producers' Federation, in announcing the Dairy program. "Dairy Farmers have gained a firmer foothold with their co-operative organizations than any other agricultural group among the nationally important commodities. Of the 23 million cows engaged in commercial milk production, owners of at least 4 million will be represented at the Institute by their leaders and hired experts. The products of these cows

are sold through a variety of dairy co-operatives including cheese, butter, manufactured milk products and organizations engaged in selling primarily fluid milk and cream. Some of the organizations go so far as to distribute their products direct to the consumer. Member associations of the National Federation alone represent nearly 800,000 or ganized milk producers.

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INSTITUTE NON-POLITICAL

"The Institute in a non-political body," said Secretary Charles W. Holman, in explaining its objects. "It is incorporated as an educational enterprise and is not a political organization. It is not the business of the Institute to express any opinion on any subject of public policy, but it holds its sessions each year at a different university or college. Twenty-two great agricultural organizations now guide its policy. Through it we hope to accomplish a number of objects such as to encourage the study of agriculture, to improve their teaching methods and broaden their curricula as to the co-operative movement to train young men and women for business careers in this new branch of industry; to act as a medium for exchange of opinion and experience among veteran executives bearing successful co-operatives, and to enlighten the general public as to the aims, functions and limitations of the co-operative business enterprise. All the discussions are made a part of a permanent printed record, but the Institute itself does not sponsor any particular belief although its programs are open to all shades of opinions."

WHEAT POOL NEWS

THIRD PAYMENT DUE AT THIS TIME

Wichita, Kan., June 3, 1927. The third payment on wheat in the 1926-27 pool, amounting to \$442,302.60, will be mailed to members of the Kansas Co-operative Wheat Marketing Association on or before June 10, according to Ernest R. Downie, general manager. This amount, which will reach members in the mail, is the third of three payments, bringing the total price paid to date to 95 cents a bushel, basis No. 1 and 2 wheat, he says, with final payment on the 1926-27 pool coming on or before September 1.

"Members will get an advance payment when they deliver wheat of the pool along in July or August; final payment on the 1926-27 pool on or before September 1; and another payment on 1927 wheat on or before December 10," Mr. Downie says. "This gives the grower, counting the 1926-27 pool, four payments in six months, which is much to be preferred over one pay day a year. Besides furnishing the grower money for harvest, the payment which will be mailed in a few days will provide funds also for meeting June taxes," he said.

An anti-pool circular written by Albert Caughey, a pool member of Levant, Kan., and distributed by him just prior to the annual wheat pool election of May 16, resulted in a \$10,000 damage suit being filed against him on May 23 by the board of directors of the Kansas Co-operative Wheat Marketing Association. Mr. Caughey was elected as a director of District 1, but was rejected as a director and temporarily suspended as a member.

Mr. Caughey met with the board of directors the afternoon of May 24 and went over his published circular in detail. The meeting resulted in Mr. Caughey retracting his statements, the association agreeing to drop its

suit for damages. The association also reinstated him as a member. The retraction, signed by Mr. Caughey, follows:

Wichita, Kans., May 24, 1927. In the early part of this month, I published a statement entitled "Wheat Marketing by Albert Caughey." I published this statement in good faith, believing the figures therein contained to be true and the arguments and conclusions reached to be sound. Today I have gone over the entire statement carefully with the board of directors of the Kansas Co-operative Wheat Marketing Association and with several of the individual members of the board.

I have been convinced that the statement, taken as a whole, is untrue and misleading; that my method of figuring the average price received by non-members of the pool for wheat during 1925-26 gives what the non-member might have received and not what he did actually receive and therefore is incorrect and misleading; that the statement "the nub of the matter is, that the pool paid to this, what do you think of this?" Whereupon he started reading his last editorial and would be reading still if it were not for the advent of the general manager.

I desire to expressly retract the innumerable that the Wichita office of the Kansas Co-operative Wheat Marketing Association issues misleading propaganda. The charge that 1924-25 is the only year in which the pool made a creditable showing is not correct. The statement that my argument explodes the claim that pool members enjoyed an advantage of 18 cents per bushel over the non-member in 1924 is not sustained by the actual facts.

On the whole the statement is based on misinformation and an erroneous method of figuring the average price, and I wish to retract it, and express to the members of the Kansas Co-operative Wheat Marketing Association my regret at having published it and my apologies. I agree to mail this statement to the same persons to whom the original statement was mailed.

Signed: ALBERT CAUGHEY.

OUR NATIONAL FARM JOURNALS

At its recent meeting in Des Moines, Iowa, the Corn Belt Committee adopted a stinging resolution against the Farm Journal, Farm & Fireside and the Country Gentleman for the unfair attitude which they have persistently maintained with reference to the great farm relief struggle in Washington. When this particular resolution was read, it brought a sharp and instantaneous round of applause, thus showing that it had struck a deeply responsive chord in the hearts of practically every member of the Committee. The resolution went on to say that it freely granted the right of any farm publication to be against a specific proposal of relief such as the McNary-Haugen Bill, so long as its criticism is couched in helpful terms; but it deeply resented misrepresentation of fact as to the general purpose of this measure and also the maintenance of an attitude which is wholly out of sympathy with what the conscientious farm organization leadership of the Country are trying to accomplish.

And we trust that this resolution will induce a little more caution on the part of these so-called National farm publications whose expressions are seized upon so greedily by the enemies of Agriculture in Congress and elsewhere. The Corn Belt Committee does not arrogate to itself the right of censorship in these premises, but it does believe that it owes a duty to the farmers of the Country to guard against publications which masquerade in sheep's clothing—and on this score there are also certain farm journals of statewide circulation which will be wise if they bear the Committee's action in mind in the days to come.

On this score every farm journal in the Country might as well realize first as last that the farm relief struggle presents an issue in which the lines will be more sharply drawn with each passing day—and if a farm publication does not like the McNary-Haugen Bill, it must offer something in its place, it will not be permitted to dodge the surplus control question by mere opposition or cuttle fish methods. Of course it can pursue these methods, but it must be willing to take the consequences—it must count the cost of bringing down upon its head the militant criticism of the farm leaders of the Nation who are desperately in earnest and who will not submit to the house of its supposed friends.

As illustrative of the Committee's attitude, it did not include criticism of Successful Farming in the above resolution, and yet Mr. Meredith, publisher, has not been an advocate of the McNary-Haugen Bill; but while not sponsoring this measure, Mr. Meredith has for months insisted that the surplus question is at the root of the farm depression and that the Government has a profound duty to perform in these premises. And we mention this incident because it shows that the Corn Belt Committee speaks measure of farm relief—it asks only that their attitude shall be sympathetically helpful in the great crisis that Agriculture has ever known.—Missouri Farmer.

NOTICE

We still have a few of the 10x20 photographs of the floral tributes to Mr. Tumble's funeral that you may obtain by sending your name and address and \$1.50.

KANSAS UNION FARMER.

A GOOD STORY EASY TO READ

The Stenographer Who Can Produce a Word Picture So Vivid is to Be Congratulated. This Scene is a Common One. The "Boys" at the Head of Our Organization are All in the Same Class, When it Comes to Planning for the Farmer, the Word

"Go" is Not in Their Vocabulary, It is Always "Come On Boys"

SOME OF THE "BOYS"

As Seen by the Boss's Secretary

The tall, angular one with the big nose rushed hurriedly into our office with the paper in his hand and buttoned the "boss." "The boss" was sitting quietly at his desk and invited the tall fellow, who is our editor, to pull up. Hardly taking time to be seated, the tall fellow started in, "Now, Manahan, the kid, 'listen to this, what do you think of this?' Whereupon he started reading his last editorial and would be reading still if it were not for the advent of the general manager."

Introducing the General Manager

The general manager had the "figures" in his hand and brooked no delay. He was not the one, however, to be crisp with anyone, let alone the editor. He gave us all one of his persuasive smiles and in honeyed tones begged the tall fellow to hold off for a few moments. You who have been organized by the general manager, Mr. Thatcher, know just how tactful he can be. He is not only heart and soul with the Farmers Union as are the rest of the "boys" but he knows the dollars and cents of the movement. He was just in the act of urging Mr. Ricker to give him a few moments with the boss in which he could get his opinion on the policy of the Farmers Union Exchange when, to the surprise of everybody, the cowboy from Iowa sauntered into the room. This stopped the controversy, after greetings had been exchanged, the editor bore the Cowboy off to the outer office for the latest on the Iowa Insurance Company.

This is Reno

You know the "cowboy," don't you? He is the one with the curly hair, the cheerful smile and the skin that looks as if it had seen quite some sun. I call him the "cowboy," though not his face, because he wears one of those huge cowboy hats, the kind that are never seen any more except in cartoons. He is one of the ones who knows all there is to know about the Livestock Commission Company. He is in Chicago, and is a veteran rancher and leader of the Farmers Union. "Now, Ricker," I could hear the Cowboy say to the tall fellow and the rest of the sentence was blurred by the sound of the typewriter in the outer office, into which "Ricker" had eluded him.

To his evident satisfaction, the Manager had the "boss" to himself. He spread his worksheet before him and when the boss had established himself comfortably with his feet on the desk, began pointing out the selling points of the Farmers Union Exchange. He pointed out the exact amount that can be saved to the farmer if he buys as well as sells through the Co-operative and pointed out the amount of money necessary to finance the exchange. "Now Thatcher, Manahan was saying, 'what the co-operatives need is more members in the Union. The figures are clear and satisfactory. What you boys want to do now is more work in the field. Put on another school and get Reno to give you some pointers. He knows more about farmers than the rest of us. Have you told him about the school you had at Jamestown, N. D., in March?'"

Farmer Moore

"What were you boys saying about school?" came a voice from the outer office. The possessor of the voice, our real sure voice farmer, and one of our organizers, Paul Moore, strolled in. He had met Mr. Wheatcraft of the Chicago Livestock co-operative and Mr. Egle of the South St. Paul Livestock co-operative on the elevator coming up.

"Yes, what is this I hear about a school?" Mr. Reno said from the doorway. The tall fellow who was still at his heels passed the paper around to everybody and pointed out the front page article on the school. The "boys" told them all to sit down which they proceeded to do.

The general manager hurried out, promising to be back in time to take them all to lunch. In a few minutes the smoke in the office was so thick that the rows of law books which line the walls could hardly be seen through the mist. Mr. Reno, who had hung his Cowboy hat on a peg in the corner, told how the things were done in "loway." Mr. Egle, who is so slight and delicate in appearance that he looks as if he lived on ladyfingers and fruit salad, told about the South St. Paul Livestock market. The tall editor ran over the doings in the North Dakota drive for which the school was organized.

"They don't know how powerful they could be if they would only stick," the boss said huskily. "Those men on the farms who are struggling to make a bare living feel oppressed and alone. If they could only realize the strength of their numbers and in the fundamental need which the world has of the work they are doing, they could save themselves. They must realize if they are not to be enslaved by the possessors of Capital if they are not to be crushed out of existence." The "boss" was in a fair way to make a speech when the Colonel came in just in time to prevent

The Colonel Walks In

"I thought you boys would be down here," the Colonel said, rolling his cigar from one corner of his mouth to the other. The Colonel always has a cigar either in his fingers or in his mouth. My private name for the Colonel is Tiger Eye because one of his eyes has a disconcerting way of seeing what you are doing no matter in what corner of the room you are nor even though the other eye looks straight at the man with whom he is speaking. I flushed "nuttily and started pegging away on the minutes of the Directors of the Publishing Company feeling sure that the Tiger Eye who is a real business man and does not like to see time wasted in an office had caught me making pen portraits of the "boys." The "boss" who is the easiest person in the world to work for except when he is in a hurry or has lost his temper, had long since forgotten that I was there. Thankfully, I observed that the Tiger Eye had also passed me by unnoticed.

The Colonel, whose real name is Lambert, had just returned from Washington where he had been conferring with the President on the opening of the upper Mississippi.

Talking of the North Dakota drive for members, the organizers school, the Livestock market, all gave way before the news about the barge line.

"It will be a great thing for the Co-operatives when the barge start hauling our wheat down to sea. It will be a great thing for the farmers for whatever is a great thing for the co-operative is a great thing for the farmers," the Colonel was saying.

The court house clock chimed noon. Again the Manager hurried in. He gave everyone a general invitation to lunch. The Colonel agreed to finish his story about the opening of the Mississippi over the lunch table.

"Come on, boys," said the Cowboy, and taking his hat off the peg and putting his arm through Wheatcraft's, started out.

"Come on, boys," said the tall editor who has fought many a fight for the taller in years gone by with his weapon of the printed word. He put his hat on one side of his wispy gray hair and moved for the door.

"Come on, boys," the boss stumbled up from his desk and reached for the cane which was not purely ornamental as I helped him on with his coat.

"Come on, boys," the word passed along as they struggled out. I gulped a little and something, perhaps it was the tobacco smoke, brought the saw to my eyes for the None of the "boys" were under forty, four, at least were on the shady side of sixty, but they were boys. No doubt about it. Nobody in the world but an ageless boy could dream as big dreams as they have and send out the face of such a smile and smile. In the face of indifference, they still labor on for the betterment of their fellow men. In the face of apathy and the blindness of their opponents, they dare to dream and work for a better humanity. Nobody but a boy could do that. Nobody but a boy could go down to defeat a boy's head and come back undaunted to build again.

Won't you boys out there in the country, you boys who, through the sting of defeat, can still believe in the possibility of things being better for yourselves and those about you, won't you boys help?

Get ahold of that young fellow down the road and the one with the grouch on the other side of the hill and talk the Farmers Union to them. He won't get the folks out. Keep up the union meetings every month. Read the paper and use the buying and selling co-operatives that belong to the Farmers Union.

Don't give up the fight. To arms, not to battle—but to defend yourself. Don't grow too old to believe in yourselves and your rights to the fruits of your toil. The boys here are going to be with you while they stand and they will stand until their last ounce of strength is gone. With your help, the fight will be won.

"Come on, boys."

COMMENT BY EDITOR

It is always interesting though sometimes embarrassing to see ourselves as others see us. The above was written by one of the girls in the office, who has eyes as well as ears. Women see things that men don't. This is a pen picture of some of the "boys" who are handling the affairs of the Farmers Union at the northwest headquarters. She calls us "boys" because although old in years, we are young in spirit. That, guess, is because we are fighting for a great cause.

Centuries ago, the Savior of mankind taught that the greatest happiness in life came from rendering service to humanity. Oh, yes, there is grief at times, but the joy of doing things worth doing is in itself compensation far greater than material reward.—Farmers Union Herald.

When wheat, oats, barley and rye have a good germination the first year, under good storage conditions the seed has sufficient vitality to make it desirable seed when four years old.

THE KANSAS UNION FARMER

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C. E. HUFF.....Editor and Manager

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cluding 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, JUNE 9, 1927

Seventh Semi-Annual Session of the Farmers Union Managers Association

HELD IN KANSAS CITY, MO., JUNE 1 AND 2, 1927

The seventh session of the Managers Association was held last week in Kansas City, attended by a very representative group of managers and directors. Pres. A. M. Kinney, who has headed the organization from the beginning, was in charge, ably assisted by Leonard Morris. It is something of a liberty to take with the addresses, but the editor has felt that probably they would be more generally read if reproduced in a general sketch, rather than in whole. The writer left town before the ball game, but it could have resulted only in victory for the managers. Pres. Kinney declared there was not a ball team in America could beat his managers, with himself acting as umpire.

E. L. BULLARD OF THE PRODUCE ASS'N MR. CHAIRMAN AND FELLOW MEMBERS OF THE UNION:

I hope I am not going to disappoint you this afternoon and yet I am going to do something that I do not have the reputation of doing—at least in some places. A professor in one of the classes in college called for a write-up on the "Antiquity of Microbes" that could be incorporated into a sentence of one line. The student to whom such request was designed studied and pondered over the subject and finally wrote—"Adam had 'em." I am not going to be quite that brief, but I am not going to hold you until six o'clock as is shown on the program.

My subject is "Benefits of the Produce Association to your local business association." First, I am going to bring to your attention, sort of a setting or background, giving you some of the things that will come from having this meeting.

You are a group of managers here today in the main, though there are some members of your board present too. I wish we could have not only a meeting of managers, but a meeting of boards of directors; for as much depends upon the Board of Directors as upon the manager of any organization. In our co-operative program in the Farmers Union, the management is entirely different from that in an old line business. To succeed, it takes not only a co-operative manager, but a Board of Directors who are co-operative and who will not only pledge their co-operative support; but something worth far more to any business is patronage, the one thing that doesn't cost you a cent.

As was brought out at the recent Wheat Pool meeting in Kansas City, we must learn to think collectively rather than in individualistic terms.

I am not going to go into detail about the early days of handling produce in Kansas, but I can remember when the eggs on the farm were gathered up in a hat from hay stacks, from behind the cow barn and maybe from the hay mow and were not considered of any consequence; and as time and occasion permitted they were placed in a receptacle—not the modern package we have today, and were transported to town in a lumber wagon and arrived (as the clerk who had to handle them would say) "in a hell of a mess." I am just trying to bring out the difference in marketing eggs in the early days and since we have our Produce Associations.

We went into the produce business with the idea of meeting the demand of the public for a high-grade product on the one side, and the marketable condition of that product on the other side. We finally came down to the time when there was no other medium through which the consumer could get his products other than through an established agency and the same was true of not only eggs, but of cream and butter as well. About forty or fifty years ago, we heard of the first creamery coming into existence. Various forms and methods were employed in gathering up milk and cream in the country, and step by step the system grew until finally there was only one channel through which these products were brought in from the producer and that was through the established agency. Then something began to happen.

If you will go back to the reports of the Department of Agriculture for a period of years, you will find that slowly but surely there was a wider and greater spread between prices paid the producer on the one end and the price paid by the consumer on the other. Finally, about twenty years ago in Kansas, we got into the Farmers Union game and at the same time the co-operative idea began to take root in the middle west and we began to think we could overcome some of the conditions which caused the great spread between the producer and the consumer; so we organized Farmers Union Locals and gathered up Farmers Union members over the state. We started out with the idea in mind of establishing local co-operative institutions to help eliminate those problems. We went about it in various ways and as Mr. Huff said this morning, found that the success of our organization as a whole was represented by the success of our local business institution. Those institutions were set up out in the State of Kansas to render a service to the producer and that service must be rendered.

What is the real success of our local business institution? Folks, you know and I know, your managers know and your members of boards know, if we all stop to think, that the real success of the business institution is the solving of a co-operative business marketing program that actually reaches from the producer on this end to the consumer on the other.

If we deliver our produce to the local business unit, we have established confidence in our own institution and have helped to lessen the wide-spread prices between the consumer and the producer. Year after year, we have more and more of a desire among our own people in the state, to actually solve our co-operative marketing problem.

I know that this desire exists out over the state in the minds of our people.

Too, I have attended meetings in the middle west where the co-operative problems were supposed to have been discussed, but were not. I asked a question in one of these meetings that was not answered and after the meeting someone came up and said—"I want to apologize for not answering your question, but other interests were represented here that made it unwise to enter into the discussion. Wasn't it a beautiful plight that we couldn't meet and discuss co-operative problems for the benefit of our own welfare without feeling that there were other interests represented which kept us from doing so?"

Coming back to the local business unit and how the Produce Association can benefit that local association, that thing is growing day by day in the minds of our people because each of us day by day and year by year is coming more and more to the place where we feel that the marketing program in the local co-operative business is not and cannot be the thing we hoped it would be unless it helps solve the problem. Just as sure as your local business unit—your attitude as a manager and the attitude of your Board of Directors does not conform to the idea of working out a form of marketing program that is really and truly co-operative, your local business institution is going to fail and something that will perform that function will be set up in its place.

There sits the manager of our local institution. He is a stockholder the same as I, and I know his ideas and mine are alike; but if that manager was not a co-operator—if he were trying to thwart the local business institution in Vassar, the thing I had hoped would succeed and had worked with for years, there is just one thing sure; and that is I would go against him sooner or later. I might plead with him and try to get him to do the right thing, but if he would not, sooner or later I would go against that manager. That is true in every instance. You may not have in your community any given people who are demanding this thing, but the idea is growing and it is the only way we can solve our problems—a truly co-operative marketing institution that reaches from the producer on one end to the consumer on the other; and if that local institution will function and do its part in solving that problem, it is going to fill the needs and be the means of satisfying that long cherished desire, in the hearts of producers, and will spell real success for your local business institution.

I thank you.

HOWARD A. COWDEN, SECY, MISSOURI FARMERS' ASS'N, COLUMBIA, MO.

I am very glad to be here and to talk with you for a little while. You are up against exactly the same sort of problems as we are in Missouri and I'm going to talk to you as if I were talking to a bunch of managers in Missouri.

We are glad to co-operate with you people in Kansas. The Missouri Farmers' Association has been co-operating with organizations in the territory around Missouri and have found no organization more willing to co-operate than the Kansas Farmers Union; we want to co-operate with you in every way we can, because there are a lot of problems on which we should work together.

I just want to say this: The Farmers Union of Kansas is going to be sized up by people in your community and state, by the sort of record you men make, by the sort of work you men do and by the sort of business you run in your town. The banker in that town is going to size up the Farmers Union by that, and other business in general is going to do the same.

We held a managers' meeting very similar to this in Springfield a few weeks ago. I said to a prominent business man that I was going down there to talk to the Missouri Farmers' Association's Chamber of Commerce. I went on to explain to him that we had organized our managers into a group and that they were handling a tremendous volume of business. Over in Missouri, we are handling perhaps the largest volume of business of any corporation in the state, with an approximate turnover last year of a hundred and forty million dollars.

The United States Department of Agriculture a few months ago, made a survey of co-operative organizations over the entire United States and found out of a large number they surveyed that there had been a great many failures, and re-organizations of which meant near-failures, a large percentage of which had been caused by inefficient management. They drew from that fact that a manager is an important part of the organization, not only from the business standpoint but from the standpoint of public opinion as well.

The gentleman who preceded me said something about co-operation generally. He said the time would come, he believed, when you should have one

central organization in Kansas with various departments handling various commodities. I believe too that the time is going to come when we are going to have that central organization in all of these cornbelt states. The time has come when we have got to manage these organizations.

We have four organizations in Missouri—the Missouri Farmers' Association, the Farmers Union, the Farm Bureau and the Grange. I don't know how long that is going to be, but think it is only a question of time until the farmers of Missouri will demand that those organizations be consolidated into one. I hope it does not stop there, but that it will spread out until the farmers of the United States will have one great strong national organization that will be as strong as the American Federation of Labor; and when the time comes (if it ever does come) every farmer in the whole United States should be proud to be a member of the organization. As a matter of fact, I am proud today to have some part in this great co-operative movement.

I think the co-operative association last year did perhaps a larger business than my great corporation in the United States. President Coolidge, in his last message to Congress, said that the co-operative associations in the United States did a business in the year 1925 of more than two billion, five hundred million dollars. I am proud of that and I think every one of you men should be proud of it. I have seen the time when farmers apologized for their organization. I have heard of managers apologizing for their organization but I will tell you, every man connected with the Farmers Union ought to be proud of his connection with the Farmers Union. If he isn't, then he should sever his relations with it.

I don't know so very much about your situation over in Kansas, but I challenge any group of business men in Missouri to show a record equal to that of the Missouri Farmers' Association.

Over in Missouri, the College of Agriculture made a survey about twelve months ago with the result that they found in towns where co-operative associations were organized or operated, that eggs and butter were higher than in towns where there was no co-operative association. In other words, farmers were getting more for the products they were selling and paying less for those that they found it necessary to purchase.

I believe it is the duty of you managers to get out into the school districts and organize local Farmers Unions. The manager who stands behind the counter and waits for his customers to come to him is sooner or later going to be looking for a new job, or at least that is the case in Missouri. You should have a bigger vision of co-operative marketing than the little business you are operating in your town.

I think your advertising program is important. I think advertising is just as important for the Farmers' organization as it is for the great corporation. I think that the co-operative organization such as yours and the one I represent, is missing an opportunity if they fail to carry out through the newspapers, the message of what they have to sell.

Another thing I suppose it is true in Kansas as in Missouri, that most of you boys came off the farm and you are not born salesmen. You should be salesmen and you should study salesmanship methods. A lot of managers of co-operative associations are afraid to sell a man something. They are afraid they will displease their customers.

We must standardize our products. We must tell our customers about that in advertising and when they come in, we must show them that those products are better than they can buy elsewhere.

Someone said here today that you men are not buyers. I am going to go further than that and say you shouldn't be buyers. Why did you create the Farmers Union Jobbing Association? Didn't you create it so that you could concentrate your buying through that source and by that method buy cheaper? Of course you did.

My advice to you would be to build up a business on your own brand of goods and then nobody can Federation of Labor; and when that time comes business. If you put sales effort behind your own brand and create a demand for it, the people in your community will come in and ask for it. Let's sell our own brands wherever we are building business. If we can build up a business for the other fellow, we can build it for ourselves.

Again I want to repeat that you men ought to be just as loyal to your state institutions as you expect your farmer customers to be loyal to you. If it is right to expect them to buy and sell through you exclusively, then it is just as true that you should purchase through the institutions that have been set up for that purpose.

Service is all that you have to sell. Some of you may not think you have much opportunity with the organization where you are affiliated, but men, you are in the biggest business in the country today.

About forty years ago when the oil business opened up in Pennsylvania, five men put a thousand dollars in a pool and started in the oil business. One was John D. Rockefeller. John D. was aggressive, progressive and a live sort of fellow, optimistic in viewpoint and always trying to take advantage of every opportunity. He did every job he had to do as well as he could do it. One fellow among the five didn't believe the oil business would amount to much—he thought the wells wouldn't produce. He said to the other four men—"If you will buy me out, I will quit." They bought him out. Years later a meeting was held in a university in Chicago—a university which the millions of Rockefeller had founded. Those five men came together again, but the fifth man was a janitor in that university.

Opportunities are all around you. Any position is as big as the man who fills it and if you men are doing your job better than the other fellow—if you are making the most of your opportunities, you have a chance for advancement in this work—as great a chance as in any business you might enter. Whatever business you enter, your employer will expect loyalty and if any Farmers Union man is not loyal to his business, he ought to get out of it.

It is going to take loyalty and good business judgment, salesmanship and untiring effort on the part of the managers as well as the leaders of the organization to win.

I am glad that I could be with you tonight and hope that I may have an opportunity to meet with you again sometime.

I thank you.

REFLECTIONS

Rises Another Star of Hope

That loyal friend of the well known common people, Senator Reed, of Pennsylvania, is reported as predicting a reduction of three hundred million dollars in taxes. This must seem a very comfortable sum, even to those who employ the Senator. He greatly favors applying the reduction to corporations, and to those incomes of between \$30,000 and \$75,000. This column hopes to print the list of names of those members of the Union who benefit by the reduction.

Don't Think We Aint

Perhaps you worry now and then, and are discouraged, over your problems. Don't do it. We have them. Maybe it is time to start dinner, and the cream separator not yet washed, but if "Gus," of the creamery, doesn't know it, it's no tragedy. What with the chicken, the garden, the children and the forenoon has been too short. Perhaps you did not start it before 5:30 a. m. But think how much worse your worry would be if you had to wonder where the next servant girl was to come from. The Topeka Capitalist devoted a serious half column the other day to the discussion of a proposal to remove the immigration restrictions sufficiently to allow servant girls to enter the U. S. to solve "one of the most formidable" of this country's problems. We all have our little perplexities.

As Useful As Warts

Great savings have resulted from the operations of the various co-operative associations in the live stock markets. The aggregate of all patronage refunds would be a staggering sum, and the direct savings many times greater. Probably more important than both has been the improvement in business practice which has resulted from the entry of the producer himself, through his association, into the market. One evil little trouble has yet to be the speculator. The government report shows that the Chicago yards have 535 registered speculators, and their annual lot is about three million dollars. The farmer has friends everywhere.

Break up the Binding Twine Monopoly

The decision of the United States Supreme Court declaring the Mexican control of Yucatan sisal and binding twine, with which a great part of the American wheat crop is harvested, a conspiracy in restraint of trade, is a victory for farm organizations which have fought for "twine trust" for years, and also a notice that monopoly is still unlawful and a dangerous undertaking in the United States.

In this case the monopoly traces to a foreign country, which may also prove the case in some other lines, as dyes, potash and other products developed in foreign countries, and the interesting feature of the decision is that even foreign monopolies are subject to law and can be controlled when they invade this country. Sisal is grown in Yucatan, by manufacture in this decision that its disposal in the United States thru a corporation monopolizing the American market is a conspiracy to regulate prices and contrary to the Sherman act.

Kansas for many years has sought to meet this situation by manufacturing binding twine at the state penitentiary, but has been at the mercy of the original growers of sisal, too free from the manufacturing and marketing monopoly in this country. The Supreme Court decision will break up this monopoly.—Topeka Capitalist.

Rate Cases and Scandal

It is extremely unfortunate that the present investigation of the Kansas Commission should have occurred upon the very eve of the final hearings before the Interstate Commerce Commission on the application of the railroads for increases in class rates and grain rates.

The farmer as an individual may have an amused interest in the antics of the legislative committee, whose motives may be the purest in the world, but whose members are mostly local railroad attorneys, riding on passes.

As citizens of a great state we may and do, regret that any damaging thing has been found against those who hold such important positions as some who are under fire. The citizens does not expect perfection, but he does expect decent morality and honesty.

But the immediate vital interest of the farmer lies in the fact that just now he faces the prospect of having millions of dollars taken from the value of his products and given to the railroads. And he is rightly convinced that such a proposal at a time when the carriers are prospering almost beyond any previous time, while he fights to retain the remnants of his property, is wholly unjust and unreasonable.

In the grain rate case, particularly, the contestants are so unequally matched that at a glance it would seem that the farmer would have about as much chance as a stray chicken in a colored community. The railroads have money, and it follows that they have men who are experts in the preparation and presentation of their contentions. They present statements and figures in such volume and profusion as to be confusing, if not convincing. In contrast, the farmer as an individual is utterly helpless. His organizations are doing everything possible, apparently, to represent him fully in the case. Their funds are limited or lacking. They have been fortunate in securing the services of Clyde M. Reed, of whom Senator Apt speaks slightly, but who is a man to be reckoned with in any rate fight.

In such a situation the chief dependence of the people of Kansas for the securing of justice is the Public Service Commission itself. One of the specific duties of the commission is the presentation of facts before the I. C. C. in behalf of the public. The last legislature appro-

priated \$5,000 for the use of the commission in this work. Such a sum is completely inadequate, and reflects a disposition on the part of those of influence to keep this phase of the commission's activities at a low stage. Oklahoma has a fund of \$55,000, with an additional \$30,000 for the expense involved in going before the Commissioner of the I. C. C., and is said to be making a spirited fight for fair rates. It may be wholly accidental that the legislative committee is carrying on its investigation just at this time.

The Kansas Union Farmer hopes to have very soon a list of those members of the legislature who are retained in their own counties as local railroad attorneys. Meantime it will be well to withhold opinion in the matter of this "investigation" until it is fully apparent about the bug under the chip.

Mob Violence

For a good many years there has been a steady, or almost steady, decrease in the number of cases of mob violence in the United States. Many of the states have not had a single case in a quarter of a century. Not all such "violence" has been in the south, but the majority has been. Race antagonism has not been the invariable cause, but it has been the usual one. The ends of justice may now and then have been pained by mob action, but some terrible wrongs have been done in the name of justice.

Lately two girls reported that they had been attacked by three negroes. A negro boy was suspected. Indignation was at fever heat. A race riot followed, and a mob tried to lynch the suspect. Local officers of the law, aided by the national guard, quelled the riot and presented speedy justice being done. It now develops that the original story was false, and a white man, a man with a family, is under arrest, as is also one of the girls. She is being held as an accessory before the fact. If those who made up that mob had sense enough to be anything else than part of a mob they will thank the Lord daily that they were prevented from securing "justice."

At Tampa, Florida, it required the presence of guardsmen, and police with gas, chemicals and armed resistance, to prevent a mob securing a prisoner and doing him to death. In this case it was a white man, charged with the murder of a family. Human life was cheap with him. Human life is cheap with a mob. One does not cure the other.

Too often the ends of justice are defeated by legal cunning. Delays, postponements, technicalities, and too often downright bribes, may make for disrespect for the machinery of the law. But if the total energy expended by a single mob could be intelligently applied to the problem of correcting such abuses it would reform half a state.

The sorriest apology for mob action I have ever read appeared lately, editorially, in the columns of a Kansas Union paper. Hardly able to believe my senses, I looked at the date line. Yes, it was of our own day—May, 1927. True, it carries as Chairman of the Board of the National Union the name of Maurice McCutcheon. It has missed all the years since John T. Scoville gave to the Farmers Union, and very much else worth while. This organ of a Union established "to secure equity, promote justice and apply the Golden Rule," finds mob violence a consistent expression of that purpose. But it has to call it "Chivalry."

To the Southland this is one of the grandest words in the English language and as a rule most Southern people know its meaning and dare to live up to it.

Chivalry means the qualifications of a knight, as bravery, nobleness, courtesy, respect for womanly dignity, chastity, etc. The word carries with it that knightly manhood that would die for the protection of womanhood and I am sure that every Southerner hopes that that gallant sentiment will never die in the South. In the past few days the city of Little Rock has been brought to the realization of the fact that chivalry is not yet dead in the South. The Little Rock papers have had a great deal to say and have advertised to the whole world that mob violence has run riot in Little Rock. Two heinous crimes have been committed. The womanhood of the South has been put in jeopardy and vengeance has been dealt out at least in one instance. Brave men will always do the right thing at the right time and when done they do not brag and boast about what they have done. Cringing cowards do their work in talk and publicity but brave, chivalrous men do their part in action. One would think who live outside of Little Rock to hear the Chamber of Commerce rant and some of the lawyers blow that the law of the state of Arkansas had been outraged. We think that a great lesson has been recited and that the people of Little Rock have woken up to their duty and that law and order will prevail in the future.

The courts need not tell me that I have no right to protect my wife and my daughters against brutal criminals whether they be white or black. Any man who would see his wife and daughters assaulted in any such manner and then say to the criminal, you have committed a heinous crime, but I am duty bound to refer you to the courts, is unworthy to be called chivalrous. I would expect that every citizen of the South who had one speck of chivalry in his blood to give protection to my wife and daughters.

Chivalry cannot be bought with money. It is inherited from brave men and there is a distinction and a grand distinction between real chivalry and mob violence. There is also a distinction in crime, and the people know how to mete out justice in each instance and no set of chivalrous men are going to permit un-

scrupulous men to play politics at the expense and danger of the protection of our women.

A Grain of Comfort

The Journal of the American Farm Congress finds evidence that a great many farms are passing into the hands of syndicates, to be operated by them in some way, or at least taken off the hands of the mortgage companies. It appears that these companies are short of money until these foreclosed farms are sold, and it is necessary to release it in order to send it back to the country after another load.

But the joke seems to be on the syndicate, for the lands are of no productive value. The farmer is apparently a shrewd cuss, and has been able to secure vast sums on worthless lands. Loan companies are noted for their easy marks and part with their money with hardly a question as to the security. It seems that these farmers stayed with the lands and farmed them rotulously as long as they could pay the taxes and interest, and then with a flourish of the pen they have walked out with their families and left the loan companies flat.

The last paragraph would seem to indicate, however, that the writer thinks of productive land in terms of net operating profit rather than of investment. In the case his 10 per cent estimate is far too high, or else these chaps have been felled into possession of the best farms in America. The Journal tells it thusly:

It is reported that a number of syndicates, some of them representing Eastern capital, are going into the business of buying up foreclosed farms, with the object of colonizing them, or holding such lands for speculation.

It is said that there are a number of large farm mortgages, scattered throughout the country, that are loaded down with foreclosed properties to such an extent that they can no longer function to any advantage. The farm loan departments of most of the larger banks and trust companies, and of some insurance companies, are also understood to be in possession of large numbers of foreclosed farms.

A partial investigation of this situation by the American Farm Congress during the past six months discloses that comparatively few of the thousands of farms that have been foreclosed are composed of productive lands. In some sections, particularly in part of the spring wheat belt, there are foreclosed farms where the land has not yet been worn out, and where there are good prospects for increase in value. The Iowa land boom also left some good farms in the hands of mortgagees. But over most of the country, it will be found that foreclosed farms are those that either were poor soil at the outset, or have been allowed to run down. To build up such land into profitable production will be a long and expensive procedure.

Soil erosion has been the greatest agency for the impoverishment or destruction of farm lands that were fertile in their virgin state. Continuous cropping, and poor farming methods come next. Such methods will finally exhaust the fertility of any soil, even though erosion may not occur. And poor farming methods are responsible in a great measure for erosion.

Many of these rundown farms should not go back into ordinary crop production. They should be devoted to forestry or pasture. Taking the country as a whole, it is probable that not to exceed 10 per cent of the farms now held under foreclosure are capable of profitable crop production with anything like the present scale of prices in effect, or in competition with lands that are still productive, and that have not been abused.

THE STATE FARMERS UNION PROUD OF THE YOUNG PEOPLE

Last week was the week of the Commencement Exercises of the Salina high school. The class was one of the largest ever graduated from this school numbering between 150 and 160 members. Of this number the state offices of the Farmers Union contributed three. Miss Cleo Dodd, granddaughter of our late President John Tromble, Norma Brown, daughter of Mrs. Briggs, were in the State Secretaries' office and John Dunn, son of Thos. B. Dunn, manager of the Auditing Association.

We are especially proud from the fact that Miss Cleo Dodd and Mr. John Dunn have been awarded memberships in the National Honor Society. This membership—being obtained by efficient work and their co-operative endeavors for the betterment of the school. Miss Dodd and Miss Browning expect to enter the Wesleyan University which is located in Salina in September. Mr. Dunn will accept a position with one of the leading grain firms of Kansas City, June 15th, at this time he is planning to enter a school of accountancy in that city in the fall. Our best wishes will follow these young people, as well as all who are trying to get the best out of life, by doing their best.

NOTICE

We still have a few of the 10x20 photographs of the floral tributes at Mr. Tromble's funeral that you may obtain by sending your name and address and \$1.50.

KANSAS UNION FARMER.
Box 48 Salina, Kansas

NOTICE

We have had so many calls for photographs of our deceased President, John Tromble, that we have arranged with the photographer to furnish us with several copies of the picture that appeared in the memorial issue. These prints will be 11 by 14, just a nice size for framing. The price of these pictures will be \$1.50.
KANSAS UNION FARMER.
Box 48 Salina, Kansas

PRODUCE DEPARTMENT

GUY WEBSTER

"THE DOPE SHEET"

The following stations were the largest shippers of cream during the six months' period October 1, 1926 to March 31, 1927. They are listed in the order of volume.

- 1—Lyndon.
- 2—Clay Center.
- 3—Baldwin.
- 4—Olathe.
- 5—Alta Vista.
- 6—Waverly.
- 7—Ellis.
- 8—Burlington.
- 9—Miltonvale.
- 10—Wellsville.

These ten stations shipped more than 300,000 pounds of butterfat in the six months' period. If the receipts for April are prophetic, there will be considerable shifting of positions for the next six months.

Ten leading stations for April:

- 1—Lyndon.
- 2—Clay Center.
- 3—Waverly.
- 4—Ellis.
- 5—Baldwin.
- 6—Waverly.
- 7—Burlington.
- 8—Miltonvale.
- 9—Alta Vista.
- 10—Wellsville.

Total shipments for one month exceeds 69,000 pounds from these ten stations.

Lyndon stands out in the lead by more than 1,000 pounds but Waverly is crowding Clay Center and Ellis is crowding Waverly for their respective positions.

A study of receipts by stations shows that many stations lost volume during the third six months' period as there were stations that increased their volume during this period, if

we take the first six months' period, September 1925 to March 1926, as the basis of comparison.

Fifteen stations increased their volume during the winter months over their volume for the summer months. This is quite an achievement when we consider that the winter production of cream in most communities is much less than in the summer.

Since the close of the first year's business, the following new stations have started making deliveries:

- Aliceville.
- Erie.
- Piqua.
- Winfield.
- Lost Springs.
- Bremen.
- Lincolnton.

Stations at Axtell, South Mound and LaHarpe are about ready to start shipments.

DEMAND FOR FARMS INCREASES

The Federal Land Bank of Wichita continues selling farms faster than it is acquiring them through foreclosure. The bank doesn't want land. It forecloses loans only as a last resort. Once having acquired title, however, the bank endeavors to sell farms for their full value, but under conditions as to payment which buyers may reasonably expect to meet. Most of

the farms which have been sold have been bought by persons living near them, who know their value.

The care a farmer gives his horses is more important than their names. The same thing applies to your storage battery. An abused battery may last only three months, while a well kept battery may do service for five or six years.

If buildings are to be protected from lightning, the protecting rod, tree, or windmill must be higher than the building. Experiments show that if these high points are high enough so that a line dipping downward from these points at an angle of about 30 degrees does not touch any portion of the building, that building is protected.

Santa Fe Economy

Increases Capacity—Decreases Costs

Operating results on the Santa Fe for the year 1926 show, on the whole, substantial improvement over the year 1920 following Government control.

Revenue tons per train mile increased in 1926 to 709.70 tons from 569.21 in 1920.

Average daily movement per freight car increased to 37.01 miles from 31.56 miles.

Average revenue per ton mile of freight decreased to 1.203 cents from 1.316 cents.

Two Items of Economy in Operation Deserve Particular Attention:

FIRST is reduction of "loss and damage" freight.

In the year 1920 this totaled \$2,817,596; in 1926, \$1,350,429. If the rate of loss and damage in 1926 had been the same as in 1920 the total would have been \$3,298,302, or 2.44 times as much as was the case. Loss and damage meetings devoted to careful study and instruction, the co-operation of all classes of employees handling freight, and better packing, marking and general co-operation by shippers have accomplished this saving.

SECOND is conservation of fuel.

In 1920 locomotive fuel cost the Santa Fe \$28,372,475; in 1926 the cost was \$22,604,116.

In 1920 the Santa Fe used 185 lbs. of fuel to move 1000 gross tons, excluding the locomotive, one mile in road service, and in 1926 it used 133 lbs., a saving of 52 lbs., or 28.11%.

In 1920 it used 16.4 lbs. to move a passenger car one mile, and in 1926 it used 13.6 lbs., the saving being 2.8 lbs., or 17.07%.

The total fuel saving for the year 1926 is equivalent to 1,756,180 tons, costing \$7,744,754 at 1926 prices.

This conservation of fuel has been accomplished by a carefully worked out policy of

1. Lengthening locomotive runs, so less fuel is used in firing up and less time lost in cooling locomotives.
2. Reducing train delays.
3. Larger locomotives, bigger trains, and heavier carloads in which shippers have rendered very valuable aid.
4. Using the best fuel saving devices.
5. More scientific firing and handling of locomotives and trains by the men.

We Ask Your Continued Assistance in Meeting These Transportation Problems.

And we promise you our best efforts to render steadily improved service, although the Full Crew and Train Limit laws in some states limit greatly our possibilities for further economies.

W. B. STOREY, President
The Atchison, Topeka and Santa Fe Railway System.

Mr. Farmers Union Member!

Do you know that you have an Insurance Company of your own?

That has never had a loss that they did not have the money to settle immediately.

That never has had a term policy expire that the policy holder did not get part of his premium back in the form of a rebate.

A Company Safe, Sound and handled on a low cost basis as evidenced by \$101,000.00 having been paid back in rebates.

Why Not Patronize a Company of Your Own and Keep Your Money At Home

THE FARMERS UNION MUTUAL INSURANCE CO.
OF KANSAS
SALINA KANSAS

STOCK MARKET

FARMERS UNION LIVE STOCK COMMISSION

Kansas City, Mo., June 2—1927:—Just fair markets.

STEERS: The general market is lower on all classes fat cattle, bulk cornfeds selling at \$9.25 to \$10.50. A few fancy heavy steers around \$12.50. WE SOLD two loads long yearlings Tuesday at \$12.25, the HIGHEST price for cattle this weight this season. Lightweight steers lacking flesh hardest to move, this class selling at 8.50 to \$9.25, better kinds lightweights bringing 9 to 10 cents. Bulk of yearlings sold at \$9.50 to \$10.50.

STOCKERS & FEEDERS: This class continues scarce: best light-weight stockers fully steady, others weak to lower. Best light whiteface stockers \$8.75 to \$9.50, fair to good \$7.00 to \$8.50. Best shorthorns 7 to 8 cents, plain 6 to 7 cents. Light weight off-colored cattle \$5.25 to \$6.00.

COWS, HEIFERS MIXED YEARLINGS & BULLS: Killing cows and heifers 50 to 75 lower again this week, or \$1.00 to \$1.75 under the high time two weeks ago. Dry cow heavy cows \$7.50 to \$8.00. Good heavy grass cows \$6.00 to \$6.75, fair to good \$5.00 to \$5.50, cutters \$4.25 to \$4.75, canners \$3.75 to \$4.00. Grass heifers \$5.50 to \$6.50. Cornfed mixed yearlings about steady, bulk \$8.25 to \$9.50, choice \$10.00 to \$10.50. Bull market 15 to 25 lower, cornfeds up to \$6.75, bolognas \$6.00 to \$6.50. Stock cows 50 cents to \$1.00 lower, whitefaces \$4.50 to \$5.25, reds \$4.25 to \$4.75. White face stock heifers \$6.00 to \$7.00, reds \$5.50 to \$6.25.

CALVES: Killing calves 50 lower for the week, top veals 10 cents, bulk 8 to 9 cents. Mediumweights 25 to 50 off, at \$8.00 to \$8.50. Stock calves 25 to 50 lower, whitefaces \$7.50 to \$8.25, reds \$6.50 to \$7.25.

HOGS: Market little stronger Monday, lower Tuesday and Wednesday and 15 higher today. 8,000 here today, market active, top \$9.20, 130s to 160s \$8.75 to \$9.00, 170s to 230s \$9.10 to \$9.20, 240s to 340s \$8.75 to \$9.05. Stock pigs \$8.50 to \$9.00. Packing sows \$7.25 to \$8.00. Stags \$7.00 to \$7.75.

SHEEP & LAMBS: Market about 50 higher for the week on best fat lambs, other grades of sheep steady. Top native lambs today 16 cents, culls 11 cents. Fat ewes \$5.00 to \$5.75. Fat clipped lambs \$11.50 to \$12.00. Cans and bucks 1 to 3 cents. Top Arizona spring lambs \$16.40. Heavyweight Arizona fat ewes \$6.00 to \$6.25.

FARMERS UNION LIVE STOCK COMMISSION

"CHICAGO MARKET"

May Business Breaks All Records
Farmers Union Receipts Increase 56 per cent this year.

Complete figures for May, 1927 show the largest May receipts in the history of Farmers Union Live Stock Commission at Chicago. Look here:

Cattle receipts show 15 per cent increase over May, 1926, 151 cars. Hog receipts show 45 per cent increase over May, 1926, 375 cars. Sheep receipts show 27 per cent increase over May, 1926, 52 cars. Value of live stock sold during May, 1927, \$1,159,975.19, 579 cars. Ship to the Union and be sure of satisfactory sales.

Heavy Runs Break Cattle Prices: All grades of fed steers and yearlings have worked lower due to heavy receipts during the past two weeks. There are a few loads of prime heavy steers still selling steady but light cattle which have been most plentiful the decline amounts to from 40 to 75c a hundred as compared to prices of two weeks ago. Top heavy steers this week reached \$13.50. Top yearlings \$12.25. Butcher cattle also show price losses better grade cows and heifers selling 25 to 75c under two weeks ago. The grass cattle are beginning to show up and this will undoubtedly lower the market on medium grades of butcher stock. Dry lot kinds are likely to be in good demand. We look for a strong cattle trade all summer. Feeders have no cause to become panicky and load 70,000 head on the market in one week. This would naturally break prices. The sharp increase in corn prices has forced some cattle to market ahead of the expected shipping date but we believe any feeder who has the corn to finish, his steers will make money. Our sales day after day are making new friends and patrons which accounts for the tremendous increase in Farmers Union cattle receipts this year. Ship to the Union.

Chicago High Market on Hogs—Union Leads in Sales

Well, we started JUNE right by leading all firms in hog receipts at Chicago. By the way, Chicago market leads all others in prices and is YOUR MARKET at the present time. \$9.60 top Wednesday compares with \$9.15 at Kansas City, \$9.15 at St. Joe, \$9.40 at St. Louis, \$9.50 at Indianapolis, \$9.05 at Sioux City. Ship to Chicago to the FARMERS UNION. Look at our May business—45 per cent gain in carloads over 1926. Does that prove the quality of FARMERS UNION sales? Sure.

Shall We Survey Hog Market for You?

This is important. Farmers Union is considering a comprehensive study of supply and demand conditions which affect future hog prices. We have access to services of a group of men thoroughly posted on all phases of marketing who can obtain full information on the outlook for balance of 1927. If there is enough interest shown by Farmers Union Patrons and other hog growers, we will undertake the work of compiling an existing hog survey to be mailed FREE OF CHARGE to our shippers. If this information would be valuable to you—and you want YOUR OWN SALES DEPARTMENT to prepare this survey, let us know at once. Whether or not the work is done depends on the interest shown by those who receive this bulletin. Ship to the Farmers Union.

Lamb Trade Stronger—Natives \$16.50

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 each month. Mrs. R. C. Farish, Sec.
DIAMOND LOCAL NO. 2081****
Meets the second and fourth Friday of each month. Mrs. R. C. Farish, Sec.
ALLEN CENTER LOCAL NO. 2155
Meets the first and third Tuesday of each month. Mrs. Jno. Page, Sec'y.
FAIRVIEW LOCAL NO. 215****
Meets the first and third Wednesday nights of each month. Mrs. Chas. L. Stewart, Sec'y.

BERNARD COUNTY
NEUTRAL LOCAL NO. 2108****
Meets the first Tuesday of each month. C. A. Atkinson, Secretary.
OWSLEY LOCAL NO. 2001****
Meets first and third Thursday of each month. Joe Farmer, Sec.

CLAY COUNTY
FOUR MILE LOCAL NO. 1123****
Meets on the first Tuesday of each month. G. W. Tomlinson, Sec'y.

ELLSWORTH COUNTY
LIBERTY LOCAL NO. 925****
Meets every first and third Monday of each month. Mrs. J. H. Fleming, Sec'y.

TRIVOLI LOCAL NO. 1001****
Meets the first Monday evening in each month. W. H. Fleming, Sec'y.

FARMERS UNION led all firms in sheep receipts June 1st. And the shipments were from California—over 3,000 miles away. Eighteen double decks of California and Colorado lambs sold this week at top prices. Also handled our first early native lambs from Missouri on yesterday's market. Clark County Shipping Association and Medill Shipping Association from the Show Me State here with lambs yesterday. Best native lambs today \$16.50, Californias \$16.25.

Farmers Union issues each week a special bulletin on the Sheep Market. If you feed or ship lambs or sheep—write for the sheep report and ship to the Union.

FARMERS UNION LIVE STOCK COMMISSION.

June 2, 1927.

HAY MARKET

Kansas City, Mo., June 3, 1927. There has been no change in the market quotations here since about May 20, when alfalfa prices underwent a readjustment on account of new hay beginning to arrive. Receipts at this market have been moderate, averaging around fifty cars daily.

The past week we have had 117 cars of prairie against 217 cars of alfalfa. Generally speaking, the new crop of alfalfa is arriving in much better condition than last year's first cutting, and the prices are practically on the same level as this time last year considering the condition of the new alfalfa. We are unable to see anything in conditions which would warrant a market higher to any great extent, or lower for some time—that is, referring to alfalfa. Prairie prices may see an advance before the new crop begins to reach market.

Nominal Quotations, June 3, 1927.
Alfalfa \$17.00-18.00
Number One 15.00-16.50
Standard \$13.50-14.50
Number Two 12.00-13.00
Number Three 10.00-11.50
Prairie 11.50-13.00
Number One \$13.50-14.50
Number Two 9.50-11.00
Number Three 7.50-9.00
Packing 11.50-13.00

If you are not at present shipping your consignments to us, we would appreciate very much receiving a trial consignment. We are sure that you will find our service equal to any, and better than many.

Yours for business,
R. E. CRAWFORD,
Hay Department.

STUDY OF THE CONSTITUTION

Incident to the holding of the finals of the National Oratorical Contest in Washington, Randolph Leigh, organizer and director of the contest, states that in the last four years more than six million high school boys and girls have taken part in these contests on the Constitution. He says "the finalists are to the entire movement merely what the sparkling crest is to a wave," and adds: "They are the heirs to the drive and surge and enthusiasm of six million minds." The National Oratorical Contest has performed its great duty toward humanity, as Mr. Leigh states because "it is an agency for taking the Constitution to the people through the children of the people. In the act of informing and inspiring themselves on the subject of the Government of the United States, they also quicken and enthuse their elders and associates."

Two million laws in the land! And yet you can keep them all just by being reasonably decent.

POTTAWATOMIE COUNTY

The county meeting of Pottawatomie county will be held June 11 at Olsburg. Everyone is urged to be present.

F. E. NELSON, Sec'y.

NEOSHO COUNTY

The second quarterly meeting of the Neosho County Farmers Union will be held in the I. O. O. F. hall in Erie, Saturday, June 11, at 1 o'clock.

Walter J. Schumisch, Sec'y.

MEETING OF LOCAL NO. 1498

South Verdigris Local No. 1498 met last Friday evening at the home of C. L. Kern. Twenty-five members were present. Initiated one new member. There was quite a discussion for the good of the order. Adjourned to meet again in four weeks at the home of Arthur Cragan.

NOTICE

The second quarterly meeting of the Marion County Farmers Union will be held at Lincolnville in the high school auditorium Wednesday evening, June 15th, at 8 o'clock sharp. All Farmers Union members and delegates should be present. Lunch will

NOTICE OF QUARTERLY MEETING

The regular quarterly meeting of the Ellis County Farmers Union will be held on June 11, at the court house, Hays, Kansas. The order of business will commence at 10 o'clock sharp: All Locals and delegates please

ADVANCE LOCAL NO. 1889****
Meets on the first Monday of each month. F. P. Svoboda, Sec'y.

ELLSWORTH COUNTY
HAYS LOCAL NO. 1889****
Meets the first Friday in each month, alternating Pleasant Hill at 7:30 in the evening with Hays Court House at 2:00 in the afternoon. Frank H. Pfeiffer, Sec'y.

EXCELSIOR LOCAL NO. 606****
Meets the first and third Monday of each month. Joseph L. Weber, Sec.

PLEASANT VALLEY LOCAL NO. 1894
Meets the first and third Monday of each month. Frank Reimeyer, Sec'y.

NEAL LOCAL NO. 181****
Meets the second and fourth Friday of each month. J. C. Graves, Sec.

GOVE COUNTY
PARK LOCAL NO. 909****
Meets the last Saturday of each month. Jas. Hahn, Sec'y.

JEWELL COUNTY
PLEASANT VALLEY LOCAL NO. 1309****
Meets the first and third Wednesday of each month. Wm. T. Flinn, Sec.

JOHNSON COUNTY
SHARON LOCAL NO. 1744****
Meets the last Friday evening of each month. Mrs. Gussie K. DeVault, Sec'y.

OSAGE COUNTY
Meets the first and third Tuesday of each month. Henry Eden, Sec.

STAFFORD COUNTY
Meets the second and fourth Friday of each month. J. W. Reichman, Sec.

TREGO COUNTY
VODA LOCAL NO. 742****
Meets the fourth Friday in every month. Alfred Remmeyer, Sec-Treas.

WARREN COUNTY
FREEMONT LOCAL NO. 2014****
Meets the first and third Friday of the month. A. W. Eisenmenger, Sec.

WASHINGTON COUNTY
HERYK LOCAL NO. 1427****
Meets the first and third Tuesday of each month. Henry Eden, Sec.

OSAGE COUNTY
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STAFFORD COUNTY
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