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CO-OPERATIVE PROGRESS IN 1926

This Article is Prepared for a Paper on the Same Subject Delivered by the Author at the Eighth Annual Meeting of the National Association of Marketing Officials at Chicago, November 29-December 1, 1926.

By Paul Miller
The year 1926 is marked, as perhaps no other, with the success that many small communities are having with limited and unpretentious co-operative ventures; with certain achievements of co-operatives here and there that are destined to become object lessons for many who are now unaware of them; with improvements in organization and business practice of associations that may at the present time be scarcely holding their own in volume of business and number of members; with the disillusionment of those who co-operated to establish enterprises upon unsubstantial theories; and with signs of better understanding by members of the practical objectives and possibilities of their organizations.

Qualitative developments are less obvious than quantitative. They are likely to escape one's notice. Frequently they are obscured by quantitative changes, which in themselves are erroneously accepted as progress. They do not usually occur rapidly nor on a large scale. Normally they are too isolated and inconspicuous to be reckoned as of much importance in contemporary co-operative affairs.

On the other hand, when some type of organization strikes popular fancy and spreads itself rapidly over large areas, embracing large numbers, the farmers are said to have awakened at last to their situation and grasped the means for their deliverance. The volume of current co-operative statistics make a rapidly rising curve. These data make progress appear so evident that few questions are asked, in spite of the fact that such evidence is inadequate to measure so better farm business. They tell us something, but by no means all. Sometimes they are very misleading.

We are not warranted, therefore, in concluding that co-operation in 1926 presents a gloomy aspect, even though the general statistics of business transactions indicate a considerable recession from the unprecedented heights of 1925 which were reached by rapid increases, especially since 1915. R. H. Ellsworth, of the Division of Co-operative Marketing, U. S. D. A., writes as follows in regard to the situation:

As near as we can judge at the present time, the number of new associations formed in 1926 will not more than offset the number of associations going out of business during the year. It is certain that the total membership of co-operative associations for 1926 is considerably less than for 1925 because of the failure of the tobacco associations. For the same reason the total volume of business for 1926 will be less than for 1925 despite the fact that many of the older and stronger associations are reporting increases in volume of business.

The unfortunate failure of three of the large scale tobacco associations to handle any of the 1926 crop is a serious blow to the high hopes for these associations on the part of all their supporters and friends of co-operation. It seems possible, though, at this time, that some of them will make desirable readjustments and re-enter the field. Recessions here should not blind us to forward movements on the part of many co-operative enterprises in this and other commodity trades.

*This article is prepared from a paper on the same subject delivered by the author at the Eighth Annual Meeting of the National Association of Marketing Officials at Chicago November 29-December 1, 1926.

A glance at the co-operatives in some of the important commodity trades will reveal some of the outstanding features of co-operation during the year.

Grain Co-operatives Finding Themselves

Beginning with the grain co-operatives, which rank first in membership with a total of 520,000 at the beginning of 1926, we observe considerable readjustment in the interests of greater economies and service as well as some remarkable expansion in activity. Many local co-operative elevators are strengthening their positions in local markets by organizing upon a broader membership basis. Their trade associations are increasing their facilities and educational service to the local organizations, which are greatly helped thereby to improve their management.

Although the wheat pools handled only 20,000,000 bushels during the 1925-26 season as compared with 28,000,000 bushels during 1924-25, most of them have never been in as good position as now to operate economically. Especially is this true of the Kansas, Oklahoma, Nebraska and Colorado pools which during the year created the Southwest Co-operative Wheat Growers' Association as a central sales agency. The Central States Soft Wheat Growers' Association received grain of the 1925 crop from nearly 800 elevators as against 400 for the previous year. Developments among the Canadian organizations have been much more rapid and extensive than among those in the United States. In July 1926 the pools of the three Provinces had a total membership of 127,000 as compared with 97,400 the year before.

Among the dairy co-operatives,

which rank second in membership with a total of 460,000, many significant developments have taken place. A few additional creameries are reported in the principal states and the average co-operative output in Minnesota and Iowa shows a decided upward tendency. Co-operative creameries slightly increased their percentage of the total butter production in Minnesota, bringing it to about 68 per cent. The Land of Lakes creameries have also been active in raising the quality of butter made by its member creameries. The number making half or more 93 score sweet cream butter jumped from 80 in February, 1925, to 223 in February, 1926, while the output of 93 score butter increased from 1,800,000 pounds to 4,200,000 pounds.

Mention should also be made of the progress of co-operative dairy marketing agencies among farmers in territory where dairying is not extensive enough to make local creamery enterprises profitable. In such areas farmers have in the past been inclined to establish local creameries when dairying was temporarily expanding, only to abandon them later because they proved unprofitable. Discouraged by these unfortunate ventures they have done little until recently in the way of establishing adequate facilities for farm disposal of butterfat. Many of these farmers are now members of co-operative centralizers, the latest reports of which show considerable increase in volume and profitable operation. Others have formed local cream stations and community bargaining groups that are proving very practical and profitable. During the year several favorable developments among milk producers' associations have taken place. One was the merger of three New England dairy systems.

Develop Direct Selling of Livestock

Farmers' livestock marketing agencies, which rank third in membership with a total of 400,000, have maintained the quality of their service and in some instances greatly improved it. Such reports as are available indicate that the percentage of co-operative shipments and sales in the corn belt is greater than for the year last past. In Illinois and Iowa local associations have formed county groups for analyzing their problems and working out better methods of handling and disposal. The number of these has increased rapidly during the year.

Co-operative commission firms at the public stock yard market have been making their place among the agencies of these trading centers. The outstanding project of these agencies during the year is the National Producers' feeder lamb and feeder calf and cattle pools, which in turn sell and ship livestock from the range to the fed lot has been made more direct, at a saving on lamb estimates at from one dollar to two dollars per hundred.

A matter worthy of special note is the remarkable growth of agencies in the movement of stock from country concentration points directly to packers. According to published reports, 22.24 per cent of all hogs marketed by the Ohio county associations during the first five months of this year were delivered directly to packers. This represents 100 per cent increase over the first five months of 1925.

Cotton Co-ops Find More Economies

Reports from the large scale cotton co-operatives give unmistakable evidence of progress during 1926. Altogether they handled over 9 per cent of the 16,000,000 bale crop of last year, the largest percentage of the total cotton crop ever handled co-operatively. Not only this fact, but also increasing efficiency in operation and more complete service to members in 1926 make them appear more vital than ever before. During the year they have increased the percentage of their sales directly to mills and materially improved their relations in the trade. One large association reports a saving of over 23 per cent in the expense of handling cotton. Of even greater import, however, is the tendency among these associations to offer a more flexible service to growers. Marketing agreements are being rewritten with new and modified features. Pooling provisions in particular are more liberal. In addition to the seasonal pool, monthly, weekly, and even daily pools are provided in some of the agreements, which greatly increase sales service to members.

Tobacco Co-operation Suffers Reverses

Co-operative tobacco marketing has suffered severe reverses this year. Three of the large scale associations are not handling any of the 1926 crop. One is in the hands of receivers, another is not likely to function again, and the third is winding up its business. At the beginning of the year these three associations had a membership of over 170,000, which was about 56 per cent of the total membership of all of the large scale tobacco associations. The causes most frequently given for the difficulties or failures of these associations are faulty grading, and questionable op-

erating methods and merchandising policies.

Other tobacco co-operatives are having considerable success. One has shown a steady increase in the amount of business since 1925. Another, while increasing its business in 1926, reports an increase of outlets for its tobacco and a radically changed sales service for its growers. It proposes to grant members a choice as to how and when their tobacco is to be sold. With development of this sort among tobacco associations, the year cannot be said to have been disastrous even though there have been failures. Co-operative tobacco marketing is not so much losing its grip as readjusting itself to a more practical and efficient basis.

Perishable and Egg Co-ops Grow Gradually

Students of co-operative marketing may find much for favorable comment in the latest reports of the fruit and vegetable co-operatives. Many of these tell of increased membership and business transactions, which appear to be the cumulative result of improved trade conditions, close attention to merchandising methods and constructive membership service. The Michigan Potato Growers' Exchange handled a larger percentage of the crop, due largely to an increase in sales to local associations. The Colorado Potato Growers' Exchange also reported a substantial increase in business and considerable expansion of facilities. Such information is especially interesting in view of the reports of a disaster from similar organizations in Minnesota and Maine.

One truck growers' association has built up its business from 20 per cent of the crop in the district in 1919 to 80 per cent in 1925. Such an organization thrives because it provides individual members with the facilities each requires for most profitable market production. Its primary object is to serve members rather than to improve trade conditions in general. Clear evidence of this is the growing tendency among these organizations to select their members very carefully.

Co-operative marketing of poultry and eggs has spread rapidly during 1926. Specialized poultrymen in the West and in the East have co-operative enterprises that are already well established. Recent reports from several of these show considerable development. Within the year the Pacific Egg Producers' Co-operative, Inc., New York City, has opened a branch office in Chicago. It reports a "steady, gradual, and sound" growth. Farmers in the central part of the country, however, where grain and livestock farming predominates, have given serious attention to co-operative disposal of poultry and eggs. Within the year organizations for packing and pooling eggs and poultry have either been established or completed the first year of operation in Nebraska, Illinois, Missouri, and Ohio. The Lake Region Co-operative Egg and Poultry Exchange, St. Paul, has established, since last year, two additional plants for feeding and dressing poultry. Through this organization, Minnesota eggs are being graded and sorted as to color, and each lot sent to its best market.

A Short Review of Cases in the

The cases involving co-operative associations decided by the courts in 1926 were numerous and covered a wide range. (This section of the present article was prepared by L. S. Hubert of the Division of Co-operative Marketing.) It is possible here to discuss briefly only a few of the more important decisions. One of these is a case decided by the Supreme Court of New Hampshire (Manchester Dairy System v. Hayward, 132 A. 129), in which it was held that a co-operative association, independent of statute and under the general principles of law, was entitled to the remedies of injunction and damages in its contracts. In nearly all of the cases involving co-operative associations, the statute authorized or directed the court to allow the association the remedies of injunction and specific performance, but in the New Hampshire case, the right of an association to these remedies and to liquidated damages was upheld without any statutory authority therefor.

The courts during the year have different views regarding the constitutionality of the provision that appears in many of the co-operative statutes to the effect that it is a conclusive presumption that a member controls all products grown on his land. The Court of Appeals of Kentucky (Dark Tobacco Growers' Co-operative Association v. Daniels, 284 S. W. 399) held that this provision of such statute was constitutional, and because of it, required a member to pay liquidated damages, although he had rented his farm for cash rent and was employed in another state. The Supreme Court of Louisiana on the other hand, in a case involving a co-operative Association v. Clark, 107 So. 115, held that this provision in the Louisiana statute was unconstitutional as to tenants without notice, on the ground that it violated the 14th amendment to the Federal Constitution. The Supreme Court of Mississippi intimated, but did not hold, that the provision was unconstitutional (Staple Cotton Co-operative Association v. Hemphill, 107 So. 24).

For some time co-operatives have been interested in ascertaining if a co-operative association could release some of its members from delivering their products without affecting the validity of the marketing contracts entered into with other members. The Supreme Court of Missouri

(Staple Cotton Co-operative Association v. J. S. Borodofsky, 108 So. 802) considered this question and held that the release by the association of certain members and directors from the obligation to deliver their cotton operated to release the defendant from his marketing contract. All of the cases have held that co-operative associations and their contracts were valid. In this connection, the Appellate Court of Indiana said: (Burling Tobacco Growers' Co-operative Association v. Rogers, 150 N. E. 384).

"Where the courts of every state, when the validity of statutes authorizing the organization of co-operative marketing associations, or the co-operative marketing contracts between such associations and their members, has been assailed, have held such organizations and contracts legal, it would seem that the validity of such legislation and contracts was no longer an open question."

Some Significant Tendencies of the Year

One of the most important recent tendencies among co-operative organizations is the increased efforts on their part to build up a well informed and appreciative membership. Leaders seem more strongly convinced that the success of their co-operative little can be done for farmers with respect to their business problems, although much may be done by them. Co-operative agencies with power, effectiveness, and stability no matter how well conceived they may be. Farmers will be able to employ co-operative means for the development and stabilization of their business only as fully and rapidly as they come to view their problems rationally, and to support their co-operative enterprises by adequate judgments, rather than notions and judgments acquired from others. Leadership, even of the best intentions and judgment, cannot lead far, certainly cannot lead best, except as it educates. Vicious co-operation lacks the elements of stability and growth.

It may be observed that co-operative leaders are laying more stress recently upon the efficacy of co-operative enterprise, even though quite limited in scope, in a given commodity trade. Most of them are now proceeding on the theory that co-operative agencies with enough business to standardize commodities most advantageously and to employ most expert selling technique, will be able to secure for their members a legitimate economic advantage of inclusive sales agencies profitable co-operation does not need to wait for their realization.

Attention to Membership Problems

Those co-operatives that have found themselves entangled more or less beyond the present experience, grasp and appreciation of members, are attempting to reconceive these associations, positively working together to advantage themselves in their respective trades. They are not so much occupied with stabilizing prices or raising the average level of prices as with developing a more efficient and more profitable trade, not enjoyed by non-co-operators. They are not so much occupied with stabilizing prices or raising the average level of prices as with developing for their members a strategic position in the trade, not enjoyed by non-co-operators. They are realizing that members are not interested in mere average prices, if there is an opportunity for them, through superior disposal technique, to secure prices well above the average. Members are beginning to realize that commercial advantages as well as others, that non-co-operators in similar circumstances are missing.

Associations are attacking this "membership problem" in several ways. First, is the determination to secure for their members a more effective and more profitable trade, not enjoyed by non-co-operators. They are realizing that members are not interested in mere average prices, if there is an opportunity for them, through superior disposal technique, to secure prices well above the average. Members are beginning to realize that commercial advantages as well as others, that non-co-operators in similar circumstances are missing. Associations are attacking this "membership problem" in several ways. First, is the determination to secure for their members a more effective and more profitable trade, not enjoyed by non-co-operators. They are realizing that members are not interested in mere average prices, if there is an opportunity for them, through superior disposal technique, to secure prices well above the average. Members are beginning to realize that commercial advantages as well as others, that non-co-operators in similar circumstances are missing.

the country indicate that this tendency is increasing rapidly.

Greater Emphasis Being Put on Operating Technique

Another marked and significant tendency in co-operative disposal of farm products is increased attention to the demand in respective trades and the standardization of products. Fruit and vegetable organizations are studying consumer demand more than ever so as to learn how to grade and pack products more precisely in accordance with their market qualities. They are making their brands more dependable. By so doing they are able to merchandise more effectively as well as to encourage the production of quality products. The same thing is going on in other trades. Cotton co-operatives have from the start stressed this feature of their work. But grain and livestock co-operatives have, until recently, given less attention to it. Shipping associations that have been content simply to send their stock to public stock yard markets on consignment are now seeking more direct contact with packers and dealers, so as to obtain maximum prices for all grades of stock. In order to do this they are developing country sorting and grading, mostly of hogs. Hogs well sorted by market grades may be sent to the particular buying centers that return the best prices. These buying centers are local packing plants or packers' buying stations without public stockyard facilities. Consequently, country shippers must deal directly with the packer or his buying agent.

Co-operatives are working out efficient technique for this method of disposal. As sellers they must either receive specific bids or have a contract or definite agreement with buyers. In order to secure these, they are developing a more efficient technique for the packing. In Ohio, where the country shipping associations are making rapid strides in the development of selling technique, an increasing percentage of hogs are sold to packers on a yield basis. These are very significant developments.

Still another tendency in agricultural co-operative enterprise, the manifestation of which really marks the beginning of a new stage in its development, is the organized study of co-operative technique and co-operative development by those charged with leadership in the movement. Many in positions of influence among farmers' organizations are well aware of the need of something more than apprenticeship. They are seeking to acquire organized knowledge of co-operative experience, function, and technique upon a broad basis of agricultural education. In order to increase the make available knowledge in this field they are supporting or sponsoring different kinds of educational activities, which are rapidly developing a superior leadership. From agricultural colleges, state departments of agriculture and markets, and federal agencies they are demanding with increasing insistence a high type of educational and technical service. The Co-operative Marketing Journal.

CAP. C. ALF. JOHNSON VISITS State Office

Cap. C. Alf. Johnson of Marquette, one of the charter members of the Farmers Union in that county was a welcome visitor in the Salina offices of the Farmers Union on Saturday, March 26th.

Mr. Johnson came to see Pres. John Tromble about making arrangements to have a series of meetings to try to revive the interest in Union work in that county.

His idea is to have Mr. Tromble give a good rousing talk and get the farmers all stirred up and then follow that up with Sec. C. E. Brasted who pleases them and who they are permitted to hear him. After that they might like to hear from the Insurance Field men, and possibly the Produce Field men, especially Mr. Francis and his moving pictures, because Mr. Johnson realizes that the only way to keep up the interest is to give the farmers something that is worth while, so that they may see that the Farmers Union is really doing them some good.

Mr. Johnson says that the growing wheat crop is good but too good to make good quality. This expression so that the large interests of the East will not get all excited and report a bumper crop, as a report of this kind will do more harm than good. It was too bad that Mr. Johnson did not get to see Mr. Tromble as they could have made plans for a meeting that would be worth while, but since Mr. Tromble was in Kansas City and missed that pleasure he will attend to making a speaking trip in McPherson county soon.

GOD STILL PROTECTING FARMERS AND CHILDREN

If these laws making appropriations for the extermination of the corn borer, boll weevil and other so-called pests were really intended to help the farmer they would be "un-economic and unconstitutional," but if they help anybody it is other classes and not the farmer. If it hadn't been for drought, chinch bugs and other similar blessings the farmer long ago would have exhausted his credit, lost his home and developed more hump on his back than a camel, in a fruitless effort to save a worthless crop. The farmer is in a position to help himself. The farmer has every reason to hope that the bug specialists fail to find any means of thwarting nature's efforts in his behalf until he gets into the pool and works out a marketing system over which he has some control.

—J. C. Glasgow, Courtland, Kans.

The cow tester in Pawnee county recently found four separators doing unsatisfactory work.

WE MUST WORK OUT OUR OWN SALVATION

Frank A. Chapin of Cowley County Sees no Immediate Relief from the National Government, for the Farmers of the Middle West, for the Reason that the Industrial East is Not in Sympathy. His Remedy is for Us to Obtain Our Relief from Our State Legislatures, Since It is Easier to Handle a State Legislature Than a U. S. Congress

It seems the present is a fit season to take a retrospective view of what has been accomplished toward relieving the agricultural situation and at least try some other plan for the liberation of the farmer. We hear it echoed and re-echoed that no legislation will be permitted by Eastern powers for the farmers' relief. The past two sessions of congress seem to chime this policy. If this is the ultimatum of the East, why not change tactics and proceed along some other line? Among the most prominent and necessary departments of the Farmers Union is that of education. When public necessity demands a change of front in renewal effort to attain our ends, education, looking to financial liberation, seems the most important factor for consideration. Until the minds of men which have been exercised in accomplishing certain ends along prescribed and long considered lines have not only failed in conceiving results, but in addition have spent much time and means which might have succeeded along other lines. It is an axiom, that self help is the best help, so, in keeping with this truism it would seem that a concerted drive to crystallize sentiment for a plan of self help which, in the face of all conceivable sorts of opposition, including some within our own organization, is accomplishing wonders along the line of perseverance.

Not in the history of this emancipative movement have been witnessed such strides of advancement in co-operation. Added to this in our own country has been the object-lesson of combining effort along lines of organization and this only after having discarded other plans of procedure by education, the achievement of Canada and other countries are strenuously appealing to our country to adopt a similar method, that is, that of self help.

Why not let legislation at Washington go on its way rejoicing if it please and proceed together in our state elections, keeping in mind the election of men to our legislatures who are known for their self-reliance, regardless of partisanship. We have on a previous occasion read of such a union of forces, for no political party should be given the honor, if honor it be, of liberating the farmer. When justice dictates, then we will be free. Already steps are being taken to tackle the same job in the same way, when a greater effort, and much more money spent we fear in a fruitless attempt. The population of this great west is not sufficient to cope with

that of the east neither have we the means, so it matters little what might result, steps would immediately be taken by those who oppose our independence to ultimately annul any legislation that might by force of coercion, even, reach the object sought. Our state laws can not so adjusted as to permit of financial assistance as states, in which those most vitally concerned would find a much smoother road to our goal. Legislatures are more easily managed than is a congress.

It would seem a self help program along educational lines, coupled with an organization campaign based on this idea, ought to appeal to those who have so earnestly shown their zeal and determination to fight it out on that same line so signally defeated by our enemies. We must remember that the enemy is organized, and is backed up by every conceivable force and steeped in that effete belief that "the farmer must feed them all." The final decision rests with one person, or one court, and it makes no little difference in which of these the U. S. supreme court will be the final judges. Possibly the farmers may have friends in this court, but should one unconscionable element be found in the measure enacted, then all our labor will have been in vain, and another season of delay and argument undergone. State legislatures have been suggested by good authorities, as the more likely avenues toward the ultimate triumph of our cause, and now during a seeming lull in the conflict would it not be a wise course to pursue to resort to a unification of sentiment toward this plan of procedure? There appears somewhere along the activities of the recent past a sentiment of seeming selfishness, or an idea that no other plan must be considered than the one so recently slaughtered by the president. His expressed reasons for veto seem somewhat plausible, yet few laws are passed that stand the test of service without modification or amendment, but who shall judge the virtue of any amendment? So with these objections in view would not a change of procedure be worth considering? Certainly it can be tried, and when justice dictates, then we will be free. Already steps are being taken to tackle the same job in the same way, when a greater effort, and much more money spent we fear in a fruitless attempt. The population of this great west is not sufficient to cope with

therefore, it is up to you whether that turn is in your interest or in the interest of someone else. Many, no doubt, will tell the farmer he ought to get a new broom, the Farmers' Union, is worn out. It is that old broom that many interests are afraid of, and they would like to induce the farmers to throw it away and to make them believe it is worn out. There are many interests that would like to see that old broom, the Farmers' Union, discarded, but you had better keep the old broom, one that you can sweep with, and not discard it for a new broom that someone else can sweep with.—South Dakota Union Farmer.

PER CAPITA SAVING \$137 IN CANADA
OTTAWA, Canada.—An indication of the increasing prosperity of Canada and the regard for thrift of the people of the Dominion, is given in a recent statement showing that savings deposits in the banks of Canada total \$1,372,000,000 or more than \$137 per capita. In 1900, the per capita savings deposit was only \$33. The total value of life insurance held by Canadians is \$4,964,000,000 or about \$500 in round figures per capita, compared with \$76 per capita 27 years ago. Millions of dollars of the life insurance held by the people of Canada is in American companies. At the close of 1926, the total Canadian government and municipal bonds outstanding amounted to \$4,225,000,000, of which 68 per cent, or \$2,903,000,000 were held by Canadians. Canadians have increased their holdings of their own government and municipal bonds by over \$2,583,000,000 in a thirteen-year period—a sevenfold increase.

In the matter of per capita national wealth, Canada ranks third among the wealthiest peoples of the world, according to a compilation of the League of Nations, being surpassed only by United States and Great Britain. The figures are as follows:—United States, \$2,918 per capita; Great Britain, \$2,459; Canada, \$2,406.

PRESIDENT JOHN TROMBLE LI'

Mr. Tromble, while on a business trip to Kansas City, was taken ill at the Glenmont Hotel. His condition was serious for a time, but we are glad to report that he is resting easy at this time. He is very weak, however, and it will be necessary for him to rest for a while. All dates that he has for the coming week at least are cancelled.

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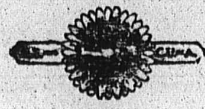
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Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success.

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 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, MARCH 31, 1927

SAPIRO AND HENRY FORD

They are having a big lawsuit in Detroit, Aaron Sapiro, sometimes referred to as the Young Samuel of the co-operative movement, sometimes called the Moses divinely appointed to lead farmers out of the wilderness of bankruptcy and sometimes damned by farmers for charging big fees for services alleged to be small is suing Henry Ford for \$1,000,000. Although several high-priced lawyers devoted several days to the job of stating the issues it is doubtful yet whether anyone knows just what it is all about. The only facts that are certain is that Ford can pay the million if he loses and that the whole affair will take a lot of time, do no one very much good and may complete the discredit into which co-operative marketing has fallen.

Sapiro set out to do the biggest thing ever attempted for agriculture in this or any other country. There was nothing so very new or original in his inspiration and information but it is none the less a fact that it was all adapted from the Danish co-operative system which had been working pretty well for a long time before Sapiro was born. It was not unknown in this country and was fairly successful as applied and practiced by the California fruit growers.

The essence of the Sapiro plan or of the Danish system is orderly marketing and the control of supply through contracts. In this respect it seems to differ radically from the more or less celebrated but no more successful Rochdale system. Both work well in the places where they were developed. Neither has been completely successful in the United States. The English system depends on the voluntary acceptance of the plan and the voluntary adherence to it after acceptance and adoption. The Danish plan is equally voluntary as to acceptance but after a co-operative is formed the members are bound by contract to market all their commodities through its agencies. Here in Kansas we have both systems. Our so-called co-operative elevators are all based on Rochdale principles. After the grain producer has joined, put up his money and declared himself a co-operator he can quit co-operating any time he fails to get what he thinks is a fair price for his stuff, any time he finds that he does not like the color of the manager's eyes or any time that some merchant, miller or banker tells him that farmers should stick to production and let the people who know how do the selling.

Our Farmers Union Produce Association is organized under the Danish or the Sapiro plan. The farmers joined it of their own free will and accord and as a part of their joining signed a contract that for a number of years they would sell their cream, eggs and poultry through their own agency and nowhere else. Some of them became dissatisfied before a pound of butter was churned, some were displeased with tests and prices and some do not like the color of the buttermaker's hair but about all of them are sticking, mostly because they want to support their own business but in part, doubtless because they have signed a perfectly good contract that can be enforced in every provision against slackers any time the directors make up their minds to crack the whip.

The merits of the two plans may be compared without very much trouble. A very large number of our Rochdale stores and elevators have failed not because they were betrayed and abandoned by the very men who organized them and should have furnished the business essential to their success. The Produce Association made \$10,000 net during its first year and is doing twice as well this year if only butter making and marketing are considered. Just how the egg and poultry end of the business will turn out no one is yet able to say but it will have a fair trial and should make a lot of money for the members. However, handling eggs is a messy job and we may not do all that we hope. If we should fail or if any of our marketing organizations conducted on the Danish plan should fail it will be because the other fellow is too strong and cunning for us and not at all from lack of business furnished by ourselves. In short, in this country, Rochdale co-operatives are usually killed by their own members but orderly marketing associations on the Danish system, if killed at all are the victims of the known enemy.

An organization known as the Fayette County Co-operative Marketing Association has been set up at Washington Court House, Ohio, for the marketing of cream, eggs and poultry. It is planned to establish truck routes and to collect produce from the farms of members of the Farm Bureau who have signed the marketing contract.

SAPIRO'S TREMENDOUS FEES

The Honorable James A. Reed, United States senator from Missouri, and reputed to be a candidate for the presidency is defending Henry Ford in that Million Dollar libel suit now in progress in Detroit. In his opening statement Reed declared that first and last Sapiro has taken a million dollars in fees from the farmers of this country. There is no reason to doubt this statement. Doubtless Sapiro will admit that the figures are conservative. Set forth in one rounding total this looks mighty big. Actually it indicates no excessive charges.

Sapiro has been in this work for about ten years. It has been necessary for him to set up and maintain offices in San Francisco, Chicago, and several other places. He has at least a dozen associates of whom are lawyers of high rank. The Sapiro organization has served as counsel for nearly a hundred co-operatives and during their service much more than \$5,000,000 worth of commodities have been sold. Titles to thousands of pieces of property have been examined. Suits have been brought or have been defended in forty or more states. Contracts have been drawn and well drawn that the courts have sustained them almost without exception. Co-operative marketing laws have been drafted for more than forty state legislatures and all have been passed.

If Reed is right about the amount of Sapiro's fees and he is probably under rather than over the mark no overcharging or overpayments are indicated. Half the Sapiro takings have gone back into the business or have been paid out in expenses. The remaining half does not average \$5,000 a year for the lawyers who have done the work. The farmers of this country have not paid Sapiro too much for the service that he proposed to render. Every year, in every middle western state, agriculture pays millions to men who do not even pretend to render service. The late lamented United States Grain Growers, Inc. cost much more than a million dollars returned nothing for the investment. The United States Grain Corporation, organized by Gray Silver and the American Farm Bureau Federation lasted only a little more than a year and cost a good deal more than a million dollars. It is gone and all that remains is a very bad smell and the certainty of many law suits yet to come.

It was not the big fees that were paid to Sapiro that wrecked the co-operative marketing associations that have failed. It was the big fight made by the vested and selfish interests and the failure of the farmers to adopt the plan. No matter what it is called the Sapiro or the Danish plan of co-operative marketing is fundamentally sound. Millions of farmers know about it. For awhile there may be disintegration and delay while agriculture waits on congress to do something or on charlatans to try out something else but eventually commodity marketing controlled in an orderly way by producers will save our agriculture from bankruptcy and our farmers from peasantry and dependence. We have learned lessons worth much more than a million dollars and soon we shall begin to apply our knowledge.

The readers of this paper should have more news from their own fellow members of the Union. Why is it that all our local correspondents are so short winded? We should have at least a half page of Kansas co-operative news every week in the year.

COST OF CROP REPORTING

That is hard to explain. Theoretically it is for the benefit of the growers who are supposed thereby to keep track of the relation between supply and demand which is supposed to be the great price making factor in crop distribution. That it can and does no such thing is obvious to all who know anything about the situation of agriculture and the mental processes of farmers. In the first place not one farmer in a thousand ever sees the reports that are assembled with so much care and distributed at such great expense. In the second place not one farmer in a thousand who sees such reports draws any helpful inferences from them. On the other hand any indication that there is a shortage impending always results in increased plantings.

A few months ago the government announced that the 1926 cotton crop would total something like 19,000,000 bales. That estimate was approximately correct or would have been had all the cotton that matured last year been picked, ginned and baled. That was a good deal more cotton than the world can use in a single year, that is it was more American cotton than domestic spinners and foreign buyers could handle in twelve months. Result was that there was a disastrous drop in values that carried the farmers' price so far below the cost of production that some million or more bales were never picked and remained rotting in the fields.

Cotton in the bale, properly stored, is practically imperishable. The English and other European spinners saw an opportunity to do some good business and bought all the cotton that could be handled without starting the price upwards. The result is that spinners now and speculators now have the crop that was made last year and in it have invested only a fraction of its real or intrinsic value. It is figured that English spinners alone are more than \$50,000,000 ahead in profits in cotton now in storage. And of course it follows that the farmers of the south lost that \$50,000,000 and perhaps twice as much more. That loss is not restricted, in its effects and results, to the cotton farmer. It affects every bank and long-time merchant in the cotton section. It affects the market for manufactured articles produced in every section of the country. It is a deadly blow to general prosperity.

Now comes another crop report, the final statement of ginning for the year 1926. It now appears that there was an error of something like a million bales in the fall estimate. It may be true, of course, that the 19,000,000 bale forecast was accurate so far as production is concerned but it broke the price so badly that it was cheaper to let a million bales rot in the field than it was to pick and gin it. So we have a final and correct estimate of not quite 18,000,000 bales and up goes the price again, as much as \$2.50 a bale in a single day. If there are still 10,000,000 bales of cotton from last year's crop in warehouses in this country and Europe that means that owners, whether spinners or speculators but certainly not farmers, made \$25,000,000 as a result of that report.

That is, of course, no more reason for crop reporting than there is for shoe, necktie, toothbrush or pill reporting. Agricultural products are not alone affected in price by the relation between supply

and demand. If we are to have a production reporting system it should cover all products. It is important to consumers to know whether there is over production of finished products. Why should government maintain a costly system of keeping track of agricultural production and crop surpluses and ignore surplus production in manufactures? We should have a complete system of commodity reporting or none at all.

CRIMES AND PUNISHMENTS

We are always going to extremes in this country. There was a time when the punishment of criminals was all but inhuman in its severity. The man who broke the law was regarded as the enemy of the state and was dealt with not only as felon but as a traitor to his country as well as to society. Then reformers began to teach that crime is a disease contracted from the contagions of blood or environment and that a criminal is an unfortunate and afflicted fellow human more in need of nursing than of stripes.

There came a period of leniency towards crime. The death penalty was abolished in many states and for all crimes but two or three. Penal institutions came to be conducted as hospitals rather than as work houses. Kindness, however, did not cure the disease or the new school of criminology immunize the blood of the lawless from the infections of crime. Homicides increased as the punishments meted out were reduced in rigor. Thievery unpunished resulted in unlimited and almost licensed banditry. Finally New York reverted to the old and more savage punishments, not the death penalty for minor crimes but longer prison terms, more hard labor in jails and fewer paroles. For two years the country watched the restored rigors of punishment in New York and saw a decrease in the most malignant of all human ailments disregard for the laws that protect life and property.

The kind-hearted and soft-headed advocates of leniency and love for crime and criminals challenged the results of rigor and harshness but the legislation of New York reaffirmed its belief in punishments fit for crimes and the harsh laws remained. Kansas is of all states about the most free from crime but even here there is too much violence, too many robberies, too little respect for the law, too much maudlin sympathy for the unfortunate criminal. The legislature that has just adjourned accomplished as little as any of its predecessors, perhaps much less than most but it made a start towards reasserting the majesty of the law. It has announced that the habitual criminal, even though a subject for sympathy, must be segregated from society and if for a third time convicted of felony must go to prison for the remainder of his life. Such a law and such a course of action may cost the state something in money but will bring good returns in security for life and property. Discussing this law the Kansas City Star says:

The Kansas legislature at least has taken cognizance of the extraordinary crime conditions within the state by passing the habitual criminal bill. This measure, which is similar to one of the Baumes laws of New York, provides that when a person has been convicted of a felony a second time the penalty shall be twice that otherwise provided by law, and that for a third conviction the sentence must be life imprisonment.

This heavy punishment is imposed on the theory that having been given a nominal sentence once, the criminal is fairly warned; that having been given the heavier penalty the second time, he is doubly warned, and that repetition of felony after these warnings denotes habitual criminality, which is best coped with by putting the habitual in prison for life.

Even assuming that unduly severe punishment is possible as a result of this law, let the potential injustice lie against the criminal for a while rather than against society, which has suffered far too long and too much through the return to freedom of criminals of long prison records.

The habitual criminal law is a hopeful sign. From now on this state proposes to protect the decent and the law-abiding even at the cost of depriving the criminal and vicious of liberty to ply their favorite occupations.

DIRECTORY OF LIVE LOCALS

The fourth page of your paper always contains a lot of readable matter but so far this year it is sadly behind in one very important feature. There are not nearly enough notices of the dates and meeting places of Farmers Union Locals. Last year this feature almost overran the page and all over the state and all over the country that long list of live and active farmers' organizations had a fine effect on the public mind. It was seen that farmers were maintaining effective organizations and that they are in earnest.

It costs nothing to get this service from the paper. All that is required is that every member of the Local shall have his dues paid in full for the current year. That is something that every local member expects to do anyway. Why not do it now and get credit for being 100 per cent alive and get free use of this paper for advertising that very important fact—if it is a fact?

The busy season is right at hand for most of the farmers of our state. In a few weeks all will be so crowded with work that there will be little time to give to our organization. But we must keep the Union alive and vigorous. It is an active force for the benefit of agriculture in this state. It must be maintained unless we are willing to lose all the value of the hard won victories of the past and relinquish all hope of future gains through organization. Take a little time from crop making and do a little planning for crop selling.

And at all times the most essential thing is to keep our membership growing. This is something that no one but the farmers and their wives and families can do. The community that will not maintain a local organization for its own benefit cannot long hold together simply because outsiders ask that a Local be kept up. Get out the members. Stir up the secretaries. Pay up the dues. Let the state know that you are alive.

The farmers of the United States have proved the truth of Franklin's warning to members of the Constitutional Convention when he said "If we do not all hang together most assuredly we must hang separately."

CLIPPINGS AND COMMENT ON NEWS OF THE WEEK

France May Yet Join

With the United States, England and Japan in an effort to prevent the renewal of the suicidal follow of competition in building naval ships for war purposes, England needs no more ships and lacks money for construction even were the situation desperate. The United States has the money and can build two ships for one with any nation in the world and never miss the change but this country like England needs no more fighting ships.

Japan and France are among the poorest nations of this world when it comes to income for war ship construction. France can not make her budget balance, cannot pay this country for the half billion dollars worth of war materials that she bought of us just after the armistice, cannot support the great army that she still thinks is needed to assure her safety and needs not a single additional war ship for her safety. Japan owes little, has little and is ambitious to rank with the great powers of the earth. Also she has some statesmen who know that she can win no place with war ships and must depend on sound sense and international friendship for her place in the sun.

In the long run all the naval powers will join in the conference that has been suggested by President Coolidge. They may not like it but no nation in this world will now venture to adopt a policy of peace and good fellowship with America.

Wheat and cotton are declining so rapidly in price that each would soon strike the bottom if it were not for the grievous fact that the bottom has dropped out of the market for farm products. Unless agriculture learns to regulate production neither congress nor any other power can avert the bankruptcy of our basic industry.

Books Continue to Be Made

In such numbers that even the busiest of readers can find time for only a mere fraction of the voluminous output of the publishing houses. Here are some figures on new publications that should be quite interesting:

The American printing and publishing industry produced in 1925 goods valued at more than \$2,000,000,000, an increase of more than 12 per cent over the output of 1923. Subscriptions, sales and advertising of newspapers and periodicals produced revenues of more than \$1,400,000,000, books and pamphlets were published to a total of more than \$154,000,000, job printing amounted to approximately \$670,000,000, and music publishing brought in slightly more than \$150,000,000. The statistics were made public upon completion of the biennial census of manufacturers taken in 1925 by the Department of Commerce.

In all there were some 21,000 printing and publishing establishments operating in 1925, as compared to approximately 20,500 in 1923. Of these more than 10,000 were listed in the newspaper and periodical branch, almost as many in the book and job printing branch, with 109 engaged in the printing and publishing of music. The value of newspaper subscriptions and sales increased 3 per cent over the two-year period, that of the advertising sold nearly 14 per cent, and practically every division of every classification showed considerable increases for 1925 over 1923. Nearly 424,000 copies of books and pamphlets were published during the year, of which some 191,000,000 copies were books. Textbooks for school use led the list, with a total production of 79,500,000 copies, followed by 30,500,000 copies of fiction.

If farmers persist in making surplus crops which they know must be sold below the cost of production what would happen if there were a guarantee, governmental or otherwise, that profitable prices could be expected or even demanded for all the crops that could be raised in this country? Until over production is checked there can be no profit in agriculture.

Work Is the Best Medicine

For the ill of humanity but it must be work in which there is pleasure and the hope of reward. Oliver Wendell Holmes goes to his job every day with as yet a boy and the ability and efficiency of a trained mind that is growing keener with each passing year. Holmes is now in his 87th year and never misses an hour from duty. Here is what a Washington paper thinks about the most eminent of the most honest and liberal of all living lawyers:

Today the country has reason to be pleased by the kindly manner in which time has dealt with one member of the United States Supreme Court, Oliver Wendell Holmes. Mr. Justice Holmes became 86 years young yesterday.

It is not in empty compliment that the word young is used. The mind which still sees clearly, remembers accurately, reasons acutely and retains sympathy for fellow men and women, is still young. Such is the mind of Mr. Justice Holmes. If you doubt it, read on a Monday the decisions handed down. Perhaps—quite likely, in fact—there will be a dissenting opinion by Mr. Justice Holmes, in which Brandeis joins. Or a dissent by Brandeis in which Holmes joins. And that is the real thinking of the court, and the real speaking. In a decade or so it will be, like other dissents, the majority opinion of the court.

Holmes has shown more youth and courage of mind than most of his colleagues who boast fewer years. He likes to be called, Col. Holmes. As who would not who had been shot through the chest at the battle of Ball's Bluff back in the early 'sixties, and who had been shot through the neck at Antietam, and through the foot at Mayes Heights, and had been everything military from a first lieutenant of Massachusetts Volun-

Protestant Episcopal church of England, is the best selling book now being offered to the public. Close behind these two are several other religious and philosophical works. The world still sets so much store on religion and there are a few hopeful souls who predict that men will sometime begin to practice what they preach.

He might be called by some title indicating authorship. He has published a shelf full of law books, things like the Twelfth Edition of Kent's Commentaries, Early English Equity, and so on. And he has degrees from all the fresh water colleges like Amherst and Williams, as well as from Harvard, where he taught in the School of Law. He served on the supreme bench of Massachusetts before Roosevelt appointed him to his present place.

Once in a while he seems to forget that he is Mr. Justice and talks in a way to recall the memory of the poet who was his father. As in an address on law: "No man has earned this right to intellectual ambition until he has learned to lay his course by a star which he has never seen—to dig by the divining rod for springs which he may never reach."

Let us hope that Mr. Justice Holmes is spared until such time as we may feel certain the successor named by the president will be, not his equal perhaps, but of the same breed.

If the farmers of this republic want to increase their profits and reduce their labors all they have to do is to cut their production square into the middle. That will enable them to do more living and more thinking and a whole lot less plowing. Such a policy would also shift much of the worry from the farms to the cities of this country.

Stealing From Agriculture

Is about the safest and the most lucrative form of banditry that can be practiced in this country. All the wheat growers that do any thinking knew from the first that the so-called Farmers Grain Marketing Corporation was either a huge blunder or a colossal fraud, but few have learned just how much thievery there was in the thing. Here are some facts that should convince all wheat growers that they cannot rely on outsiders for help:

Certain Chicago business men were too slick for the farmers, just as predicted.

One of the properties taken over by the Grain Marketing Co., the farmers' co-operative, was the Armour Grain Co. The latter company, with a name almost synonymous with Chicago, operated the largest grain elevator in the world. Now it is publicly announced by Edward E. Brown, vice president of the First National Bank of Chicago, whose word is accepted by all Chicago business men, that the Armour Co. was guilty of plain thievery in its deal with the Grain Marketing Co. Not shrewd business, not clever trading, not any of the things in which a Chicagoan might take pride. Just simple dishonesty. Brown, arbitrator of the dispute between the two concerns, has made this his official finding, and awards \$2,000,000 damages to the Grain Marketing Co.

He relates a number of acts by the Armour Co. that can only be called crooked. One will suffice for illustration:

There were some millions of bushels of wheat in the elevator bins when the property was sold to the Grain Marketing Co. Brown finds that the value of this grain was falsified. Inferior grain was listed on the books as good grain. After Board of Trade examiners had taken samples from all the bins for appraisal, Armour's superintendent substituted other samples. He did this in the dead of night, with four illiterate employees to help him. When appraisal was made next day the examiners reported all the wheat of good quality, as shown on the company's books.

This fraud, Brown holds, cost the farmers' co-operative \$2,400,000 directly.

Business men of Chicago are seriously concerned. They should be. The reputation given the evidence by the Armour Grain Co. will not be lived down in a long time.

A lot of folks reading the above and similar articles will say that another farmers' co-operative has failed. They will be right except that the Grain Marketing Corporation was not co-operative and did not succeed in selling any considerable amount of stock to wheat growers.

It is reported that the Allied Packers, whoever they are, lost quite a little money last year. They should be in fine position to sympathize with the non-allied hog and cattle raisers who lost a lot more last season and every season for a long time.

Legislation At the Capital City

Of Kansas is all over for at least two years. Few legislatures have done less harm because not many previous bodies have passed so small a number of laws. The session just ended has gone home without doing a thing to reform the worst tax system that afflicts any state. The road laws are still in a hopeless jumble. Nothing was done to force the banks of the state to clean house and manage their own affairs.

For several more years to come the farmers and the railroads of this state will pay all the taxes levied for the support of Kansas institutions and the railroads will keep on passing their part of the burden to the farmers. For another long period taxation in Kansas will be levied not on income but on capital. Revenues for state purposes will be raised not by an evidences of income and prosperity but for most farmers of this state by downright confiscation of capital investments.

All this is still more strange when we realize that more than half of membership of the Kansas house of representatives are farmers and that a good many of our state senators are in the same business. Now is the time to start an agitation for honest tax laws and to begin drafting the right sort of farmers to serve in the next legislature.

Next to the Bible the Book of Common Prayer, the revised ritual of the

Protestant Episcopal church of England, is the best selling book now being offered to the public. Close behind these two are several other religious and philosophical works. The world still sets so much store on religion and there are a few hopeful souls who predict that men will sometime begin to practice what they preach.

Memphis Has Traffic Control

That again emphasizes the human tendency of doing too much after a long period of doing too little. A three color control signal hangs in front of the car driver and of the walker on every down-town street crossing. The red stops all traffic; the green is the sign for vehicles to move and when the yellow shows all but pedestrians must stop.

That safety is assured by this tri-color system is certain but it has all but stopped traffic in the busy parts of the town. It takes a long time to get around a single block and a half-mile drive or walk requires about all the leisure that a man gets in a very busy day.

The genius who invents some sort of traffic control that will neither stop traffic nor sacrifice safety will be one of those benefactors whose fame will never die.

Orderly marketing of cotton makes money for the few growers who are willing to try it. Disorderly marketing is also a money maker—for the spinners of England and the United States—who have made more than \$100,000,000 out of the recent slump in the price of cotton.

Gambling With Cards, Dice

And lottery tickets has long been outlawed in most sections of the United States. Now comes word that Nevada has adopted a law for the legalization and supervision of card playing and other games of hazard. Chances are that the regulators who get the job of supervising public gambling houses will have little to do.

The human mind is so contrary that the best way to get a thing done is to forbid it and the finest way to prevent a thing from being done is to allow everyone to do it. Prohibition has increased the number of breakers among the folks who should have more sense. The prohibition of gambling with cards has made us a nation of stock and produce speculators and of race horse followers.

It may be that the repeal of the Nevada anti-gambling law is the beginning of a national reaction against the theory that morality can be forced through legislation. If all states would enforce prohibitory and summary legislation it would not be very long until the demand for repeal of our regulatory laws would be strong that nothing could stop the restoration of liberty.

The farm bureau in Pawnee county recently purchased a machine for treating seed potatoes with hot formaldehyde. To enable the farmers to plant treated seed, County Agent A. C. Hoffman is urging them to use the treater free of charge.

Law Making Is a Disease

That afflicts the body politic in almost every state as well as in the congress of the republic. The average citizen has an idea that everything that he does not like should be regulated or prohibited by law. The average legislature is very apt to fill in with the demand "that there should be a law" and besides he wants to write his name in the history of the state and go ringing down the corridors of time and history along with Moses, Solomon, Solon and the rest of the great law-makers of all the ages. Here is some information about the law-making activities of congress that may be interesting:

Seven hundred and seventy-five measures passed by the fifty-fifth congress, which sat during part of the Roosevelt administration, constitute the record number of bills enacted during any one session. The present congress, however, is well on its way to breaking that record, according to statistics kept in the legislative record service of the library of congress. Up to January 31, the sixty-ninth congress had passed 636 bills and joint resolutions, the record from that date on not having been reached. This is considerably in excess of all other competitors, however. Only public acts are considered in the compilation, and the great bulk of private acts are not noticed. In all, some 50,000 acts and joint resolutions have been passed by congress since its organization in 1789. Of these, however, about two-thirds constitute private measures and of the 20,000 remaining a considerable number are purely local. In all, the number believes that only about 5,000 federal laws have been enacted which at all affect the general public.

Probably no one could be found who has even an academic knowledge of each of these 50,000 measures. How many of them are actually necessary is a debatable question. The sentiment of the country is for fewer and better laws. In this connection the record of the present session is not an enviable one, and it is to be hoped that it will stand for some time to come.

"Whoever does not like the smell of fresh-turned soil in the spring isn't a real dirt farmer."

FREIGHT RATES TOO HIGH

Wilmot, Kansas, March 18, 1927.

Mr. John Tromble, Salina, Kansas; Dear Sir:

I object to any increase in freight rates; they are much too high now. Yours truly, John F. Campbell.

A bank account is built by deposits—and ruined by a check book. Co-operative livestock shipping as

The Country Woman

"One broken dream is not the end of dreaming.
One shattered hope is not the end of all.
Beyond the storm and tempest, stars are gleaming.
Still build your castles thou your castles fall."

HOME HINTS

(By Aunt Aggie of K. S. A. C.)

Housecleaning Blues
With spring in the air, housewives begin thinking of chasing winter's dirt. That's the time when father and small Willie want to hide out, and the time when the family has no home.

Of course, heavy winter clothing has to be thoroughly cleaned and stored away for summer, and bric-a-brac, heavy drapes, and rugs put away so summer housework is lightened. But spring housecleaning needn't be an agony, if for instance you should:

1. Keep dirt out of the house by cleaning the walks, steps, porches and sills regularly and often, by screening windows and doors near the ground, and insisting on having muddy shoes and coats cleaned or left outside.

2. Lessen the number of dust-collecting places, such as unnecessary cupboards, grooved and carved work, floors with cracks, rough-finished walls, elaborately carved and upholstered furniture, superfluous draperies, and bric-a-brac.

3. Remove dirt frequently and systematically. This keeps the house and furnishings in better condition and makes the need of heavy cleaning less frequent.

4. Clean by taking the dirt away, not by scattering it to settle again elsewhere.

5. Do heavy cleaning a little at a time to avoid the hard work and discomforts of the old-fashioned spring and fall housecleaning.

6. Have a supply of good cleaning tools, such as your work calls for, and keep them in good order in a convenient place.

7. Use water and cleaning agents sparingly because otherwise they may spoil finishes and weaken glue, paste or cement.

8. Be on the lookout for troublesome insects and animals and take prompt measures to get rid of them if they appear.

9. Make all the family help by leaving things where they belong and in good condition.

Farmer's Bulletin No. 1180 may give you some helpful suggestions.

"THINK NO EVIL"

The Chinese have a maxim, and have, as an ever present reminder of it, designed a ring carrying out the idea. See no evil, speak no evil and hear no evil, but Christ gave us a better one, one that goes straight to the source of it, "Think no evil." He knew that if we think no evil we would neither see, hear, nor speak evil. It is utterly impossible.

We can be aware of inconveniences and limitations that should be a challenge to us, to set about overcoming. We may possibly fail in the present trial, that is apparently, but remember it is the conquering spirit that is desired above all things and we have a whole eternity to do the overcoming.

The Biblical record in which God spoke through an inspired writer as He has through all the ages, even down and including this age, tells us that He pronounced all things "very good," yet we dispute His word in this and insists that many things are evil. Remember He did not say that all things were just like mankind would desire but He left some work for us to do.

Some people seem to think that the Christian religion is out of date, has served its purpose but did you ever stop to think how up to date and how scientific Christ's teachings are? That the world is a better place to live in than it was two thousand years ago is due to the striving to follow these teachings.

The only way to make conditions better in the world today is a closer observation and practice of these old yet new ethics that Christ pointed out and explained to us.

—Ethel Whitney.

The Pawnee county farm bureau has made contracts with the Sinclair, Marland, and Skelly oil companies for special prices to members during 1927. Oil will be delivered directly to the members, a paid-up list of which has been furnished each of the companies.



COMBINATION LAUNDRY BAG NO. 3281

This large size novelty laundry bag is 18x22 inches with draw string at top and two extra pockets to hold handkerchiefs and socks. The pockets are made in the following colors: Red, blue, green, maize and lavender. The bag itself is made of extra quality unbleached muslin, and each bag is bound around the opening in the same color as the pockets. This is an extremely useful article, and the embroidery designs shown while attractive are most simple to complete. This bag will be sent to any person on receipt of only one dollar. — Kansas Union Farmer, Box 48, Salina, Kansas.

ANDERSON COUNTY

Ladies' Auxiliary Work

We have been a trifle remiss in reporting the meetings of the Ladies' Auxiliary, as there have been so many other things to do, but will mention the three recent meetings that it has been our good fortune to attend. The first with Mrs. Bessie Donald, of the Belview Local, an all day meeting with covered dish luncheon at noon, some feed folks, just all the things we usually have with whipped cream on fruit salad to top off with. Now doesn't that sound good?

The afternoon was spent with a short program, consisting of readings and songs, followed by several news items of current events, which were discussed pro and con, the doings of the 69th congress came in for a great deal of constructive consideration. This is rather encouraging, as it shows that the women of the farm are waking up to their responsibility as welders of the ballot, and desire to be informed about the issues of the day.

One of the very enjoyable numbers on the program was a solo by Mrs. E. Huett Griffin, accompanied by Mrs. Lloyd Porter. Folks, we wish you all might have been there.

The next meeting was with Mrs. Wes Griffith, of the Welda Club. This was also a fine meeting, with current event topics discussed, and reading by Mrs. Gretchen. The roads were bad, and not so many out to the meeting, but a good meeting.

Last Thursday was another meeting of the Belview Auxiliary, with Mrs. Orval Pierce. An all day meeting, with dinner at noon. All the farmers' wives busy with their spring housecleaning and chickens, but there was a good attendance and a fine dinner. The afternoon program was opened in usual form, singing of the club song, "The Victory May Depend On You," followed by the prayer, reading of the minutes, announcing of receipts of last meeting, short business session, then a literary program.

Several interesting papers were read and discussed and several clippings from the Daily Star and Times, Mrs. Wm. Paradise read a poem, "Lord, Help Me to Know," and Mrs. Vergel Anderson gave a very interesting reading, a monologue on managing your husband. This was a good meeting considering the busy times.

Guests of the day were Mesdames Everett Wren and Woods, also Mrs. Williams, of the Litzow Club. The guests at the Donald meeting were Mesdames Nester, Porter, Robert, Griffith and Griffin. The guests at the Griffith meeting were Mesdames Campbell and Gretchen.

County Union folks, Uncle John Tromble would be delighted to have every Local in Anderson county organize an Auxiliary to the Local by next October. Maybe you do not see the need of this, but Uncle John does, and we will all think a heap of what Uncle John thinks. Thank you.

County Correspondent.
—Colony Free Press.

TARNISHED UTENSILS ARE CLEANED EASILY

In every household there are kitchen utensils that become tarnished or stained. Cleaning of these utensils is not a hard job if the housewife knows the right method to use. In some cases the tarnish and discoloration can be removed with very little effort but in others it is necessary to thoroughly scour the utensil with steel wool before the stains are removed.

Electrolysis is the easiest method of cleaning silver, according to Susan Z. Wilder, extension specialist at South Dakota State College. The method she uses is to place a tablespoon of salt and washing or baking soda in a quart of water in a bright aluminum pan with the silver.

"The solution must cover the silver," Miss Wilder says in explaining this method of cleaning silver. "If it is boiled three minutes, the cleaning process is hastened. The silver is then removed from the solution, rinsed in hot water and dried. This method may be used on solid or plate silver. It cannot be used on German silver, silver with oxidized finish or metal alloys.

Enamel ware should be cleaned with a very fine scouring powder, according to Miss Wilder, because a coarse powder will scratch the surface. Kerosene on a cloth will remove all grease from enamel ware. It can then be washed with soap and water. For removing materials that are baked on the enamel ware, it is boiled in soda water.

For scouring aluminum a very fine steel wool is used. If the aluminum becomes discolored, cook acid foods in it. If food is badly burned on the aluminum, heat the kettle until the material will chip off. The cleaning is then finished with steel wool.

Now that the weather is getting warmer, milk may change over night from grade A, for which a premium is paid, to grade C, for which there is a price cut.

Medicine stains usually disappear with the application of alcohol.

RESOLUTIONS OF SYMPATHY
Whereas Our Heavenly Father in His Divine wisdom has taken from our midst the beloved wife of our Brother Guy Veach,

Be it resolved, that we, the members of Chase Mound Local, extend to the husband and family our sincere and heartfelt sympathy in this their hour of sorrow. Be it further resolved, that a copy of these resolutions be sent to the family, one to the Kansas Union Farmer for publication of the Local.

Lella Bouse
Lizzie Ubold
Florence Bottor

RESOLUTIONS OF SYMPATHY
From Buckeye Local No. 1031.
Whereas God in His infinite wisdom has seen fit to remove from our midst Mrs. Mary Elizabeth Saunders, mother of our worthy President Jeff Saunders,

Be it resolved, that we, the members of Buckeye Local 1031 extend to the bereaved family our sincere sympathy, and, Be it further resolved, that a copy be sent to the Farmers Union paper and one be spread upon our Local minutes.

Committee
Mrs. Ida Krauswiler
Mrs. Catherine Meirs
Mrs. Rose Stackhouse.



5006. Boys' Suit
Cut in 3 Sizes: 2, 4 and 6 years. A 4 year size requires 1 1/2 yard for the Blouse, and 1 1/2 yard for trousers, cuffs and collar, 36 inches wide. Price 15c.

5753. Ladies' Dress
Cut in 7 Sizes: 34, 36, 38, 40, 42, 44 and 46 inches bust measure. A 38 inch size, requires 2 1/2 yards of 40 inch plain material and 1 1/2 yard of figured material. 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 600 designs of Ladies', Misses' and Children's Patterns, a CONCOISE 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.

Co-operative marketing by farmers is an extension of the democratic principle to the selling and distribution of farm products, and has all the merits and all the weaknesses of democracy in government.

Cured His Rupture

I was badly ruptured while lifting a trunk several years ago. Doctors said my only hope of cure was an operation. Trusses did no good. Finally I got hold of something that quickly and completely cured me. Years have passed and the rupture has never returned, although I am doing hard work as a carpenter. There was no operation, no lost time, no trouble. I have nothing to sell, but will give full information about how you may find a complete cure without operation, and show it to any other who are ruptured—you may save a life or at least stop the misery of a rupture and the worry and danger of an operation.

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KANSAS UNION FARMER WEEKLY EXCHANGE

If members of the Union have anything to Sell or Exchange, they should advertise in this department. Rate: 3 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

FARM WANTED

WANTED—Hear from owner. Farm for sale. Cash price. Particulars. D. P. Bush, Minneapolis, Minn.

POULTRY AND EGGS

\$3.50 per hundred, Pure bred White Leghorn Eggs. R. L. Sargent, Brownell, Kansas.

FOR SALE PURE BRED LIGHT BRAHMA eggs for hatching \$6.00 per 100; \$1.00 for 15. Call or write. Mrs. C. J. Horttor, Blue Mound, Kans., R. 3.

ROSE COMB RHODE ISLAND RED EGGS—Prize winners. Bred for production type and color. Eggs \$1.00 setting. \$0.90 per 100. Mrs. M. C. Sargent, Manhattan, Kansas.

PORTER'S CHICKS WILL LAY—Leghorns, Rocks, Reds, Orpingtons, Wyandottes, Anconas, Minorcas, Langshans, Brahmas, Black Giants, Pure bred, Range raised. Postpaid. Live delivery guaranteed. Circular Free. Porter Chick Co., Winfield, Kansas.

MATHIS QUALITY CHICKS. Heavy laying. Leading breeds. \$8.00 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 ordering. Co-operative Hatchery, Chillicothe, Missouri.

MACHINERY

FOR SALE—Threshing outfit in fine shape. Separator, 24-34. Steam Engine, 7. Hockman, Ottawa, Kansas.

MISCELLANEOUS

PRICED LOW—Nichols-Shepard threshing, good shape. Good hand feed threshing. Good 12 h. p. engine. A Jordan, Ogden, Kansas.

RHEUMATISM—I will gladly tell anyone how I was cured in four days after two years' terrible suffering. It makes no difference what form you have, what you tried or how long standing. Send name and address today. Dept. U, Box 147, Little Rock, Ark.

POULTRY

THOMPSON RINLET BARRED ROCK—Prize winners. Eggs \$5.00 for 100. Baby chicks if ordered. N. A. Finley, Blue Mound, Kansas.

FOR SALE—Single Comb White Minorcas. Eggs \$4.00 hundred. E. Clyde Smith, Clay Center, Kansas.

SEEDS AND PLANTS

ALFALFA Seed—Frank Baum, Salina, Kansas.

WANTED—A car of Kaffir corn. Drexel Elevator and Mill Co., Drexel, Mo.

FOR SALE—Pure German millet seed. \$1.50 per bu. sacks free. Nobis Isaacson, Scandia, Kansas.

RED AMBER CANE SEED \$2.50 per cwt. my own raising. Five miles west of Gove, Kansas. Samples on request. S. L. Tustin, Grinnell, Kansas.

PERMUDA ONION plants express collect 45c. Sweet Spanish 70c. Cabbage 90c per hundred, \$1.00 per crate. Lind Plant Farms, Cottleville, Texas.

FROST PROOF Cabbage and Onion plants. Open field grown, strong, well-rooted from treated seeds. Cabbage, fifty to bundle, labeled with variety name, dump nose to roots. Jersey Wakefield, Charleston Wakefield, Succession, Copenhagen, Early and Late, Flat Dutch, Onions: Pilemaker, Crystal Wax and Yellow Bermuda, Parcel Post. Prepaid. Cabbage: 100, 50c; 200, 75c; 300, \$1.00; 500, \$1.25; 1,000, \$2.00; 5,000, \$8.00. Onions: 500, 50c; 1,000, \$1.00; 5,000, \$5.00. Express collect. 6,000 and over cabbage, \$1.00 thousand; onions, 75c thousand. Full count. Prompt shipment. Satisfaction guaranteed. Write for free seed and plant catalog. UNION PLANT COMPANY, Texarkana, Ark.

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For More Eggs

feed them GOLD MEDAL EGG MASHES and SCRATCH FEEDS

These doubly-tested egg mashers and feeds are positive egg producers. Countless tests have proved it. The more your hens eat—the more eggs you get. Because the fresh, clean ingredients of which Gold Medal Mashers are composed, supply all the vital elements of maximum egg production—including the life-giving Vitamins. Perfectly balanced. And the most palatable and digestible made.



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Quality and uniformity are guaranteed by the largest millers in the world. If any sack does not come up to guarantee or does not prove completely satisfactory, return unused portion to us. We will refund full purchase price.

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MINERALS ARE ESSENTIAL FOR RAPID GROWTH. MINERALS INSURE LARGE FRAMES

