



# THE KANSAS UNION FARMER

Organization

Education

Co-operation



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## Producers Get A Fairer Price When Organized

This Is Frank O. Lowden's Message of Cooperation for Our Readers.

The so-called "holy" law of supply and demand has not been working properly this summer for some reason, according to Mr. Lowden. The law seemed to be taking a vacation during the recent ups and downs of the market. You will want to read Mr. Lowden's thoughts on this subject, as he sets them down in this article. Just remember that he is the man who refused to be Vice President because he believes he can do more good by helping farmers to cooperate. He is a member of several associations and a leader in the National Council of Farmers' Cooperative Marketing Associations.—Editor.

Special to the Kansas Union Farmer  
The purpose of co-operative marketing of farm products is not to defy the law of supply and demand, but only to make that law serve the farmer.

We have too long permitted the bugaboo of surplus to depress unduly the price of the great staple products of the farm. The world has been producing wheat for some thousands of years. Since the time of Pharaoh, however, here has never at any given time been a sufficient amount of wheat in existence to feed the world for more than a few months. Would we call mankind improvident if enough of wheat were always carried in storage to feed the world for a single year? If not, what shall we say of the system of marketing wheat by which a six months' supply is permitted to lower the price of that necessity of life below the cost to produce.

Law of Supply and Demand Doesn't Always Work

Two recent instances have come to men of the faulty way in which the present system works. Early in the summer a market for some hogs at \$8.50 a hundred. A few days afterwards the same hogs were selling in the market at \$9.50 a hundred. Now the law of supply and demand, I insist, was not working perfectly on both these days so far as hogs in Illinois were concerned. Recently the government estimate increased the probable yield of cotton by 600,000 bales over its previous estimate, or less than five per cent. As a result at the same time the price in the market declined \$30.00 a bale, or twenty per cent. In other words, the crop by the last estimate was worth less in the market by \$300,000,000 than the crop by the lesser estimate, and yet the world needs cotton as it has not needed it before in modern times.

Something is wrong with our method of marketing wheat, the aggregate money value of a larger crop of a prime necessity is small than the value of a smaller crop. There are untold thousands of men and women and children who need to clothe them, more cotton than is produced in the world today. To say, therefore, that 12,400,000 bales of cotton are worth more to the world than 13,000,000 bales is to condemn a system of marketing which reveals such an absurdity.

Strong Cotton Associations Beneficial

The cotton growers of the south have begun to appreciate the situation. In each of the cotton growing states they have effected an organization for the co-operative marketing of their cotton. Those associations have already accomplished much for their members, though they mark less than fifteen per cent of all the

cotton produced. Their membership is increasing. And when the time comes, as it surely will, if only the farmers of the South are alive to their own interests, when they shall market, instead of less than fifteen per cent, fifty per cent or more of the crop, you may be sure that an increase of less than five per cent in a crop will not decrease the price received by thirty per cent.

A year ago corn was selling in many sections of the country, as I recall it, at about forty cents a bushel. This was less than it cost under present conditions to produce it. It was said that the low price was the result of a surplus. Most farmers were compelled to sell even at a loss. The few who were able to hold out, they will not indefinitely continue to produce at a continuous loss. Now, if the corn producers had been organized as other businesses are organized they would have marketed their corn in an orderly way; they would have established a fair price for corn, and waited for the turn which was inevitable before marketing the remainder.

A Word About Overproduction

But, you say, what if this year there had been another bumper crop of corn. I reply that if it were as certain that we were producing more than the world's needs, and we were organized, we would at once take steps to curtail production, just as every other organized industry does. One of the ablest authorities on farm conditions, not only in America, but throughout the world, Eugene H. Grubb, believes that we are cultivating too much land in America. He thinks that we should permit twenty-five per cent of our tilled field to go back into pasture. It is certain that we are exhausting the fertility of our farms at a rapid rate. If all branches of agriculture were organized, it would be possible to reduce cultivation to this extent. The so-called surplus, which are really after all but a small percentage of the total crop produced, would disappear. The seventy-five per cent of land then cultivated would produce more value than it does today. In other words, through organization we would be able to do just what other great organized industries do. We would adjust our production to consumption. I know of no other way in which this can be accomplished.

### MARKET CO-OPS STRONGER THEN EVER HAVE BEEN

Nevertheless Now is a Strenuous Testing Time For Them, Says Petet.

"We should expect some of the weaker co-operative associations to fail, but the larger and better managed groups are stronger than ever," says Walton Petet, in the monthly report which the National Council of Farmers' Co-operative Marketing Associations makes to the various co-ops.

The present is a settling-down and testing-out period for the large number of new co-operatives east of the Rocky Mountains and a fighting time for co-operatives everywhere," he says. Quite a number of small associations, some of them poorly organized and lacking capable leaders, are dropping out; but the larger and more capable managed groups are making distinct progress, some of them under great difficulties. On the whole, the co-operative movement is in better shape than it has ever been.

"Many of the more important associations have passed beyond the experimental stage and are now recognized as legitimate and permanent parts of the commercial system which has to do with the sale and distribution of farm products. The associations are daily facing a wholly new set of problems which arise out of the responsibilities of operating large scale commercial businesses on a co-operative basis, for which there is neither precedent or guide—except the fundamental principles of true co-operation."

Paying a fair price is a privilege as well as a duty. A fair price is founded upon justice. To pay less than a fair price is injustice to another; to pay more than a fair price is injustice to yourself.

When the sun comes in the doctor goes out.—Proverbs of England.

## The World's Ten Greatest Men

To the Editor of the Kansas Union Farmer: I consider the following named men as the ten greatest men in the history of the world.

- |              |               |
|--------------|---------------|
| First .....  | Sixth .....   |
| Second ..... | Seventh ..... |
| Third .....  | Eighth .....  |
| Fourth ..... | Ninth .....   |
| Fifth .....  | Tenth .....   |

Signed .....

Post Office .....

Local .....

bership, management, and operating methods. A vast clearing house for the exchange of co-operative information has thus been established which has yielded information on specific problems that has often been of great value to co-operatives.

Mr. Christensen has just returned from a three weeks trip throughout the south where he visited a number of the large tobacco and cotton co-operative organizations. A recent tabulation by the department shows that there has been a greater growth in co-operative marketing in the South since 1915 than in other states where co-operative marketing is of longer standing. The greatest growth is shown in the East South Central group where co-operatives in 1915 did little better than 1 per cent of the total business of co-operatives in the United States as a whole, as compared with 9 per cent in 1923. The figures for the South Atlantic States show a jump from 2 per cent to 7 per cent, and for the West South Central States an increase from 1 per cent in 1915 to 4 per cent in 1923.

### SAVE BEST CORN FOR SEED PROSPECTIVE DEMAND GOOD

An urgent appeal to farmers to save their best viable corn until next year's likely wholesale demand for good seed from the corn belt states was made today by H. Umberger, director of extension, K. S. A. C. through the sixty Kansas county agents. An unusually brisk demand for seed may reasonably be expected, due to the backward season in the big corn producing states, Umberger believes.

The West may furnish the east their seed corn next spring for the first time in history unless Jack Frost's customary arrival is delayed. The probability of the late corn crop maturing is not good, according to all reports.

Much of the corn throughout the principal corn producing states was just pollinating the first week in September. Hot weather in Kansas, ranging from 90 to 100 degrees during the latter part of August, favored maturity of corn and virtually insured the Kansas crop against late maturity.

The bulk of the crop in the southeast and south central parts of the state is safe now, according to L. E. Willoughby, crop specialist, who also believes that Kansas Corn growers have an opportunity to add materially to their aggregate corn profits this year by being prepared to supply good seed of varieties suitable to eastern sections, such as Silvermine, Pride of Salina, Kansas Sun Flower, Commercial White and Shawnee White.

### OREGON CO-OP QUILTS BUSINESS IN WASHINGTON

The complete harmony existing between western coast poultry co-operatives has just been illustrated by the withdrawal from Washington of the Pacific Cooperative Egg and Poultry association, thus leaving the Washington Egg and Poultry association in complete charge. The former will confine its efforts to Oregon hereafter.

Members of the two organizations have been transferred so that each is alone in its state. The rearrangement was officially complete August 1 when the business of the station at Winlock, Washington, was checked out.

Millions are now trying co-operative marketing methods. And there are millions in it.

### TEACH CO-OPERATIVE MARKETING IN THE SCHOOLS

Reading the Kansas Union Farmer's editors comment on Henry Ford's view of the farmer in the farming industry as printed in the "Country Gentleman" we are moved to add to the Union's views.

Readers will recall that Mr. Ford's views indicate that farming does not and will not make money as now conducted.

We quite agree as does the Union editor with Mr. Ford, as to this fact but as to the way out, the revolution required that is another question. Henry Ford or possibly Ford's paid writer in "Country Gentleman", informs the readers in short that small and individual farming must change along with other industries to that of mass production. We all understand that it is no longer possible or practical to manufacture mine or transport the individual operation.

However we are not willing to admit that agriculture must come under the rules of mass production and that the individual farm as a self supporting and self-contained unit must become extinct.

The Union Editor states quite truly that if Mr. Ford is right that neither corporation or legislation can make farming as now carried on yield a profit.

The great question today is how to best reward industry of the individual be it farming or otherwise. We must bear in mind that as any one of our industries offer greater returns than other workers will be drawn from the industries paying a less return until they equalize.

Thus you cannot make ideal conditions for farm workers while those of mining, manufacturing and transportation are lavish or vice versa.

As workers we must move all for each and each for all.

We note there has been of late a movement from the farms to the city, especially from those states where farming has paid the least. Why does farming fail to pay?

We answer the price you pay for articles you buy and the price you receive for the products you sell are out of proportion.

Forty odd years ago when this store was new we exchanged merchandise for farm products and as we received one could haul a load of farm products and exchange for more articles from the store, be it implements, hardware, groceries or dry goods than could they today.

We find the law of supply and demand largely controls all that is sold from the farm while trusts and great combines control the price of articles the farmer buys in exchange for his products.

How best to change these adverse conditions is the problem? Shall we use a co-operative industrial movement or organize politically or shall we use both industrial and political action?

Through years of study of social and economic problems we are led to place the greater value upon industrial action which as stated by the Editor of the Union Farmer must come through organization, education and co-operation.

The Henry Ford article spoken of gives as a remedy for declining profits in agriculture a change from small individual farming to that of large corporation farming and the application of factory methods. Mass production in place of individual prevails in nearly all industry other than agriculture and we find an increase in this field.

Take for example the fruit industry in California, the canning industry in Maryland, several large tracts in Texas, Iowa and the Rankin ranch in Missouri.

However small farming has many advantages over mass production in agriculture and we shall hope to see the small farmer survive.

We realize the small individual storekeeper is losing out fast giving way to mail order houses and chain stores under the rule of a survival of the fittest.

Here we are forced to concede in the greatest good to the greatest number a co-operative store in place of a corporation owned, chain store or mail order house, is much to be preferred co-operative ownership of industry which can no longer succeed on a small scale under individual ownership appears best and most logical.

We wish at this time to note our observation of the Farmers Union Stores. They succeed where the manager is competent and follows the Rochdale rules. The success of the chainstore is largely due to the system of selecting managers, coupled with right buying.

While in the city we learned that the chain store business was preferred by factories to that of wholesale jobbing houses for the reason they send their truck to the factory each Saturday to haul the product to their warehouse, paying as delivered saving the factory the labor of boxing, shipping and waiting for return.

The State University has recently added a commercial department where trained co-operative managers should be educated. We have furnished many educated young men from Lawrence and Manhattan schools to the co-operative movement of the east.

Why not educate young men to manage co-operative industry at home?

The co-operative movement is opposed by the press quite naturally as this same press depends upon the advertisements of the merchants.

We have often stated that the farmers of Kansas should support their press more liberally so that it might grow and become a great educator for them.

In comparing industrial and political action we find craft unions in the industrial field have and are failing to win in the fight against the trusts. Craft unions divide the workers and weaken their strength. The strength of the farmers union movement lays in the fact of working for one union for the entire industry.

Watch the crafts in the railroad industry lose their strikes as in the late shopmen case. Sixteen or more rail crafts each one looking after their particular job only cannot succeed.

Workers should organize each industry into a union and that a part of one big union. Farmers as workers cannot raise above the levels of workers as a whole. Necessity for education on social problems is apparent.

We call attention to failure of high schools and colleges in this respect. The education of state officers this year we should demand they pledge their support on social problems with a view of developing co-operative buying and selling.

Why should the president of a leading state college endorse co-operative marketing of farm products and ignore co-operative buying? Which is equally important to the farmer?

This is the year to make proper use of the ballot.

W. H. SIKES, Leonardville, Kansas.

## Officers Make Statewide Inspection Trip --Farmers Be On Lookout For Visitors

State Officers of the Farmers Union and Managers of the State Business Institutions Make Personal Visits Over the State.

The members of the Boards of Directors of the many Farmers Union institutions of the state are planning a statewide campaign consisting of personal visits to the localities which are friendly to the Farmers Union.

This trip will be for the purpose of bringing the need of the Farmers Union and its business plan directly to the farmer. The men will travel by auto, two men to a car. Each man will be prepared to answer any questions that might be asked in regard to the Jobbing Association; the Live Stock Commission; the State Bank; the Auditing Association; the Insurance Company; Presidents Office and Secretaries office. Also the Co-operative Wheat Marketing Association. They will visit Farmers Union Elevators, stores, and all business associations and where possible will meet with the Board of Directors of these business enterprises. Also, they will make personal visits to anyone who wishes to find out any thing or tell anything.

The exact date of this excursion has not been decided upon, or the routes made up but this will all be done at a meeting in Kansas City, Monday, September 22nd. Then you may expect your visitors any day after that.

They are not asking for the farmers wives to prepare fried chicken dinners but would appreciate every Farmers Union member in the state to co-operate in a way that a dissatisfaction, misunderstanding and indifference will be ironed out at this time.

### WASHINGTON COUNTY HAS A VERY INTERESTING THIRD QUARTERLY MEETING

Saturday, September 6, 1924, was the date set for the third quarterly meeting of the Washington County Farmers Union to be held in the Pleasant Ridge school house situated near the east line of the county. The weather was fine and the roads good, so we had a good attendance, the largest for some time.

We had a business meeting before dinner, appointing a resolution committee. The roll call of officers was then taken and all of the officers were present and but one. We then heard the report of the credentials committee and all present were entitled to seats.

Our county secretary, Mr. A. H. Hein, gave the auditors report of the financial condition of the business association and according to that report we have reduced our liabilities a little over \$20,000.00 in the past two years. Our manager and our Board of Directors are good level-headed businessmen deserving of the loyal support of every Farmers Union member on the county.

We then adjourned two miles to a grove where the good ladies of the local had three tables, each 20 feet long loaded with good things to eat, consisting of potato salad, fried chicken, various varieties of pickles, bread, butter, coffee and all kinds of pie and cake. After about 200 people had done justice to the dinner, the local treated the crowd to ice cream. To say we were treated royally is putting it mildly.

Pleasant Ridge local had promised the different local committees which if they would hold their next quarterly meeting with them, they would furnish the crowd plenty to eat and show them a good pleasant time and they sure made their word good.

We were very much disappointed by not having our State President John Tromble with us as he was billed to speak to us in the afternoon but for some reason he failed to arrive.

We had a short business meeting in the afternoon and heard the report of the Resolutions committee, which was adopted as read. The time was then taken up by short talks and discussions by local men.

Fred Lane of Sunnyside local gave a short but very interesting talk along Farmers Union lines. George Gehring, the Republican nominee for Representative from this district spoke of some needed legislation. J. S. Scruby of Scruby local gave a short talk. August Leubkin of Spence local told how things were getting along in their local. It seems they have one of the largest locals in the county. Mr. G. I. Alton of the Fort and Anton Peterson, an old warhorse of the Farmers Union made the speech of the afternoon. Whenever he is present, we can always depend upon him to give us a genuine all round Farmers Union talk, filled with good advice.

Everyone present seemed to enjoy being there; old friends and neighbors and new ones met together, talked and exchanged ideas and opinions and we all departed for our homes feeling that it had been a day well spent. I trust our kind Heavenly Father will let us live so we may enjoy many more such happy occasions.

W. M. STOLZER, County President.

### GOOD NEWS FROM MEXICO

Both the Government of Mexico and private societies, we learn from The Pan American Union, are actively engaged in educating the public in the humane treatment of animals. The department of Agriculture and Public Works is undertaking to reach the children of the schools in the value of bird life. The Mexican S. P. C. A. has arranged for the celebration of Animals' Day, at which time there is to be a gathering to which all kinds and classes of animals may be brought, prizes being offered for those showing the kindest and best treatment. In the State of Puebla the governor recently issued a decree absolutely prohibiting bull-fights. This will greatly help the humane cause. We seek no undeserved credit, but the American Humane Education Society has been among the forces through the distribution of thousands of copies of humane literature in Spanish, in hastening this better day. Our Dumb Animals.

Leonardville, Kansas.

### SEVEN HUNDRED FARMERS SIGN PRODUCERS CONTRACT AT THE CONVENTION

M. F. A. Has Capital Invested of More Than \$5,000,000.00

The eighth annual convention of the Missouri Farmers' Association and the third annual convention of the Woman's Progressive Farmers' Association held at Sedalia, August 25-27 was attended by fully 10,000 people, the greatest gathering of farm men and women ever assembled at one time in the state. Seven hundred farmers signed the Producers contract while attending the convention and the delegates were unanimously in favor of continuing the contract drive until 75 per cent of the farmers in the state are signed up.

The convention met in the big live stock pavilion on the state fair grounds, the immense hall being beautifully draped with festooned American flags—and so huge was the audience that only speakers with strong voices could be heard on its floor. "This looks like about four old time state Democratic conventions rolled into one," said a veteran Democratic politician who is a big cattle feeder up in North Missouri, as the Forest Green, Missouri, band which is entirely composed of M. F. A. members struck up the stirring old tune of "Dixie."

The association operated its own dining halls and soft drink stands and besides the latter it took all the time of several men to keep a supply of drinking water on hand for thirsty thousands. Hundreds of families camped in the "White City" on the Fair Grounds, while nearly all the Sedalia hotels were filled to capacity. Many also rented rooms from private families as is customary during the state fair.

Among the prominent speakers were Governor G. A. Anderson of South Dakota, Congressman Gilbert N. Haugen, of Iowa, one of the sponsors for the McNary-Haugen bill; Milo Reno, president of the Farmers Union of Iowa; Congressman Thomas L. Rubeys, of Missouri, and others whose names stand high in the field of co-operative marketing.

On Tuesday evening more than \$12,000 was contributed to the "fight funds," of the M. F. A., and this will be used to pay the expense of signing up farmers under the Producers' contract which has thus far been introduced into ten Missouri counties. At this time the M. F. A. has obtained a powerful foothold in more than 80 out of the 114 counties of the state. In this connection a resolution was passed asking farmers in unorganized territory to apply to Secretary Howard A. Cowie in St. Louis, Mo., for literature and other information. The M. F. A. is at this time operating approximately 400 grain elevators and produce exchanges and ten central cold storage plants, involving a capital investment of more than \$5,000,000. It also operates 888 livestock shipping associations, controls its own co-operative livestock commission companies at East St. Louis, St. Joseph, Kansas City and Chicago, acting jointly with the Farmers' Union at the three latter markets.

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### BOARDS UNITE TO GOVERN POOL

Hereafter the combined executive boards of the Kansas Co-operative Wheat Marketing Association and the Kansas Wheat Growers Association will meet together and transact all business jointly, with equal powers to all. Both boards have five members but three members belong to both boards so the combined executive committee will be comprised of only seven members.

All matters of policy, all matters of expenditures and the general transacting of business which has been delegated to the executive committee by the whole board of directors will thus be accomplished by the executive committee which equally and fully represents both the old pool and the new merged pool.

The move was accomplished with the greatest harmony. The plan was suggested by John Tromble and members of both boards spoke in favor of it. It was then unanimously passed, first by the directors of the Co-operative Association and then by the executive committee of the Kansas Wheat Growers Association.

Your grasshopper worries are over by noon if you sow poison bran mash early in the morning.

W. H. SIKES, Leonardville, Kansas.

Leonardville, Kansas.

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## TWINE TRUTHS

Two and one-half million pounds of Binder Twine were sold by the FARMERS UNION JOBBING ASSOCIATION for this year's wheat harvest.

TRUST COMPANIES sold twine at 12 per pound, f. o. b. Kansas City. The JOBBING ASSOCIATION sold twine at 10c per pound, f. o. b. Kansas City.

THE SAVING—2c Per Pound—\$400.00 Per Car.

It would take the saving on only 113 pounds of twine to pay the dues of one member for a year. The saving on a car of twine would enable the purchaser to buy a new FORD TOURING every year, drive his family to Salina to pay his dues and thereby become better acquainted with State-Wide Union activities. Wouldn't that be CONSOLIDATED CO-OPERATION?







## The Countrywoman

### EVERY MAN'S HOME

Every man's home is the best old home  
And every man's wife the sweetest;  
Every man's child is the best little child,  
The best behaved and the neatest;  
Every man's baby is better than all  
The babies that ever were born—  
And just so it's babies and wives and homes,  
Why, let 'em blow their horn!

Every man's wife makes the finest preserves,  
And every man's wife bakes bread  
That beats all the bread that ever was made  
From Hutter's to Stony Head,  
Every man's home is the place to see  
The finest housekeeping on earth—  
And just so it's bread and preserves and home  
Let 'em keep on with their mirth!

When every man's home is his sweetest place,  
On earth for a man to be;  
When every man's wife is the sweetest wife  
In all the world to see;  
When every man's child is the dearest child  
That ever drew breath—ah, then,  
We shall have better children and women  
And a darn sight better men!  
—Baltimore Sun.

### GIVE THE BABY A CHANGE

The older generation is a bit bewildered as it watches some of the new-fangled scientific ways of rearing babies.  
A grandmother writes The Clover-leaf Weekly:  
"If these modern baby doctors are right, it is a wonder to me that all the infants didn't die in the cradle back when I was young."  
"Everything has to be sterilized. Spoons, can openers, nipples for nursing bottles, rattles, cooking utensils. We never thought of boiling things baby used long ago."

"My children drank water right out of the spring. Now it has to be boiled. Cow's milk isn't good enough—has to be pasteurized."  
"Baby is isolated. Room of his own. No one allowed near him except mother. We used to cuddle them right into bed with us. And every one who came to the house kissed and fondled them."

The answer to this is that a much higher percentage of babies died in the old days than now. You frequent read about some scientific boasting that the average duration of human life is longer by years than it used to be. This doesn't mean that the people who reach maturity live much longer. It means that fewer children die in baby and early youth. This brings life average up.

For this, thank science and its "new fangled ways"—especially sterilization.

Another thing: Babies have to have greater care now because there are more things to be careful about than there used to be. More reasons, that is, for being careful. More germs—particularly common colds, so dangerous to infants.

Our generation is living unnatural lives, compared with grandma's generation. Physically we are weaker, and this shows in the inheritance. The health environment into which a modern baby is born is decidedly inferior to that of his grandpa's. Water, food and even the air are more polluted. Each year, fewer mothers can nurse their young. That's a result of living unnatural lives.

Young mother, obey the doctor's instructions unless you want to endanger your child's life. Don't let the old-timers stir you from your determination to give baby the best protection available by modern science. The health of womanhood and manhood is largely determined in the cradle.

### A FEW FLOWER AND VEGETABLE HINTS

From the South Dakota State College.  
**HARDY PERENNIALS**—Especially those which bloom during the spring, will do better if planted during early September. Do not delay any longer as the new plants must make roots this fall. Old beds or clumps of iris, peony, phlox, day lilies, golden glow and the like should be dug up, divided and reset now. It is also easier to tell where bare or thin places exist in the perennial border now than will be next spring. The perennial border should be mulched as soon as the ground is frozen.

**FALL SEEDING** of early vegetables and flowers will advance the season a week or ten days in the spring. Hardy annual flowers may be sown in the latter part of this month and will bloom earlier than if

sown next spring. Poppies, bachelor buttons, marigolds, calopsis, annual larkspur, love in a mist, balsam, larkspur, and other hardy flowers may be treated this way. Lettuce, radish, turnip and other seeds which are usually sown in early spring may also be sown in the fall. The beds or rows should be well cultivated and kept free of weeds.

**TENDER PERENNIALS** should be dug as soon as the first killing frosts have occurred. Dahlias, cannas, elephant ears, gladioli and others must be stored over winter in a cool cellar. Conditions similar to those used for potatoes and onions will give satisfaction. The cellar should not be allowed to freeze. After digging the bulbs or fleshy roots, they should be spread out under cover for 2 or 3 days to dry before drying.

**FORCING BULBS** should be potted or planted in flats of soil as soon as they are received. They are then placed in a cool, dark, moist, but well ventilated cellar for 6 to 8 weeks before being brought into the light. This is necessary in order to develop roots before the bulb is forced into bloom. The strength and beauty of the flowers will depend quite largely upon the amount of roots produced while in storage. The plants, when removed from the cellar should be brought into full sunlight gradually.

**FRUIT NOTES:** Save all fallen leaves from the lawn to mulch the strawberry bed with this fall. Clean out the raspberry patch and burn all the old dead canes. Tender varieties of raspberries, blackberries and dewberries should be laid down and covered with soil each fall. Old canes of currant and gooseberry bushes should be removed to give room for younger and more thrifty canes. Branches of grapes may be gathered and hung in a cool place. Tomatoes may be pulled and hung up in the basement. Thus the season may be somewhat prolonged.

**VEGETABLE NOTES**—Cabbages that are solid and apt to split when should be loosened in the soil. This tends to check growth and prevents bursting. A slanting pull of the head partially breaking the roots will give the desired results. Celery should be handled by packing a "false" soil around the base of the stalks to hold them together. Heavy paper may be wrapped around the stalks to blanch them. Cauliflower leaves should be tied up over the head to keep it clean and white. Beets, carrots and turnips which are ready to be harvested may be pulled, topped, placed in outside pits and covered with a few inches of soil and straw until they are put into the cellar. Asparagus tops should be cut and removed from the patch as soon as they have been killed by the frost.

**AS FROSTS** may be expected any time now, be prepared to protect some of the tender vegetables and flowers. Tomatoes, corn, peppers, eggplants, cucumbers and melons are subject to frost damage. Window boxes also require careful protection. A slight blanket gives ample protection against the usual early frosts, but in case one occurs when the plants have not been covered, spray or sprinkle them with cold water early the same morning. This draws the frost out of the plant tissues gradually and lessens the damaging effect on the plants.

### PRUNE AND ROLLED OAT COOKIES

2 eggs,  
1 cup sugar,  
1/2 cup flour,  
1 teaspoon baking powder,  
1/4 teaspoon salt,  
1/2 cup milk,  
1 cup cooked pitted prunes,  
1/4 cup prune juice,  
1 teaspoon vanilla,  
3 tablespoons melted shortening,  
3 cups rolled oats.  
Beat eggs; add sugar gradually, beating until creamy. Sift together flour, baking powder and salt and add to egg mixture alternately with milk. Beat until smooth; add chopped prunes and other ingredients in order given. Drop on well greased cookie pan three inches apart. Bake in moderate oven about twelve minutes. These cookies make a wholesome dessert for children.

### PEACH BUTTER

In the bottom of a baking dish put a layer of buttered bread crumbs, then a layer of well-sweetened tapioca and a layer of sliced ripe peaches. Sprinkle the peaches well with sugar and repeat until dish is filled, pour in a cup of rich cream and bake in a hot oven. Serve with cream.

## SAVINGS SERMONETTE

### NUMBER NINE.

#### OPPORTUNITY

For want of a very small sum a man often has to sit by and watch his opportunity because the property of some one else.  
Opportunities pass by those who do not save. The chance for good investment comes to every one sooner or later. The ready means to seize a safe and profitable investment is obtained by saving. The man who has followed the plan of the wise virgins and is prepared to take advantage of the opportunity, the improvement man sees the other fellow get the profit. Frequently a man is not offered an opportunity to make money because it is known that he is not thrifty. We believe that every man has more than one chance.

If you have seen your golden opportunity slip away because you could not meet the emergency financially, we believe that the thing for you to do is to begin to save now, and save persistently and systematically. Opportunity will come your way again; watch for it and be ready to greet it.

**FARMERS UNION STATE BANK**  
Elks Building  
KANSAS CITY, KANSAS

### PERSONALS

Mr. and Mrs. C. S. Nealey were visitors in the Secretary's Office in Salina Monday. Mr. Nealey travels for the Jobbing Association.

Misses Zoe and Emma Cook of Wiley, Kansas, spent the week end at the home of Chas. Simpson the Insurance fieldman.

State Secretary C. E. Brasted and wife returned Monday from Logan where they have visited for a few days.

Senator H. R. Green paid the Salina Farmers Union Headquarters a visit on Tuesday.

S. F. W. Stelljes of Walnut, Kans., secretary of Maple Leaf Local 426, writes us that he has had the misfortune to break his leg. We certainly extend to him our sympathies and hope for a speedy recovery.

President John Tromble is attending the State Farmers Union Convention of Iowa at Des Moines this week.

Messrs. Reimeyer, Herman and Chas. Erb of Ellis dropped in at the Farmers Union Insurance office on their way home from Hutchinson.

### CARE OF STRAWBERRY BED AFTER FRUIT IS GATHERED

It is advisable to set a new strawberry bed every spring, but in the small home garden, at least, it will often pay to continue the bed for a second and possibly a third season.

If the bed is to be saved for another year any mulch and other refuse, such as weeds and straw manure that may have accumulated through the summer should be raked off as soon as the crop is gathered. The older plants should be pulled out or removed with a hoe, leaving only enough of the younger ones to send out runners to make a new narrow or wide matted row, as desired. If the leaves on the plants left are spotted with disease cut or mow them off and burn them.

A pound of nitrate of soda per square rod of ground around the plants will start a vigorous growth. Put this fertilizer on when the plants are dry, for it will injure any damp parts of the plant it touches. Handed in this way a bed may be kept for several years, because the new plants of one year are saved for fruiting the next. Old beds may be cleaned up, as just mentioned, by hoeing or plowing the spaces between rows and leaving the young plants in the row.

### OVER TWELVE PER CENT OF WHEAT CROP SMUTTY

"One-eighth of all of the wheat received on the Kansas City market during July and August was smutty,"

says H. M. Bainer, director of The Southwestern Wheat Improvement Association. Data secured from the Kansas City Federal Grain Supervision for these months show that out of 32,147 carloads received 4,000 were smutty.

"The past year has been favorable for smut and serious losses are reported from all over the Southwest. In some sections the losses have run as high as 50 to 75 per cent of the crop. The decrease in yield represents only part of the loss as the small crop remaining sells at from 2 to 15 cents a bushel below similar wheat free from smut."

"It is generally known that stinking smut is sown with the seed and that good crops cannot be expected from smutty seed, no matter how well the seedbed is prepared or how favorable are the other conditions. Proper disinfection of the seed will prevent smut, and the farmer who mixes all over the country no one can afford to risk sowing seed without treating it, unless it is known to be absolutely free from smut."

"The formaldehyde treatment, which inquiries dipping, floating or sprinkling the seed in a solution of 1 pint of formaldehyde to 40 gallons of water, is dependable and will prevent smut, if properly used. A simpler form of disinfectant, copper carbonate dust, now being strongly recommended by experiment stations and others, is better in many respects. It is a dry treatment; can be done at any time; does not injure the seed. It consists of thoroughly mixing two ounces of copper carbonate to a bushel of seed. The mixing cannot be done by shoveling; it must be done in some kind of a mixer. An old bar bed chain mixer will do the work. For further information, see your county agent or write the agricultural college."

**FARMERS UNION STATE BANK**  
Elks Building  
KANSAS CITY, KANSAS

### SELECT SEED CORN BEFORE FIRST FREEZE

A stalk of corn that properly matures an ear must remain green late in the season. In order properly to nourish an ear of corn the stalk must furnish food to the ear until the ear is turning red. A stalk that has prematurely cannot produce a good, strong ear.

"There is only one way to insure strong, vigorous seed for next year's corn planting," says L. E. Willoughby, crop specialist, Kansas State Agricultural college, "and that is by selecting seed corn in the field before freezing weather."

"Select ears of corn on vigorous healthy stalks surrounded by a full stand. Premature dying of the leaves is an indication of a weak plant and yet such stalks are likely to be chosen in an attempt to select early maturing ears. A stalk that dries up prematurely is a weak plant and should be discarded. Broken stalks are an indication of a weak plant and should be avoided."

"The ears should be borne at a convenient height, slightly drooping ears are desirable as they mold less than upright ears. Select ears on sound strong stalks of medium size and length. Broken stalks are an indication of a weak plant and should be avoided."

### SERIOUS FLY SITUATION NECESSITATES LATE SEEDING

"Not a grain of wheat should be seeded in Kansas until the last of September. Volunteered wheat is full of fly now. The abundance of moisture and general weather conditions have been just right for its best development. Most of the larvae are large enough to mature and produce adults for the second generation."

This condition, described by E. G. Kelley, Kansas State Agricultural college entomologist, makes it imperative that volunteered wheat be destroyed. Broken stalks are an indication of a weak plant and should be avoided. If Kansas wheat growers will co-operate in combating Hessian fly by destroying volunteered wheat and observing the fly free date they may save the reputation of the 15 to 20 million dollar loss suffered in Kansas this year, says Mr. Kelley.

The two northern tiers of counties should not be planted before September 29 to October 3. Counties in line with and west of Ottawa, Saline and McPherson should not be seeded before October 2 to 8. Counties east and west of Harvey, Sedgwick and Sumner should not be seeded before October 6 to 13.

The schedule of fly-free dates recommended by the Kansas State Agricultural college and which may be obtained from county agents has proved, over a period of 5 years, to approximately the correct time to seed wheat for maximum yields. Wheat sown earlier often sprouts and dies. There is no appreciable winter killing hazard if wheat is seeded on

the dates specified. Farmers who want early pasture should sow wheat which will best withstand fly attack. It may be plowed under as fertilizer if it becomes infested with fly, Kelly advises.

### SWAT THE HESSIAN FLY WITH RELIABLE WEAPON

There is no remedy for the Hessian fly when once it takes possession of a crop of wheat. Injury can be prevented in only one way, keeping the fly out of the wheat.

The following methods, recommended by the Kansas State Agricultural College, are reliable.  
Practice crop rotation.  
Do not sow wheat on stubble if it is possible to avoid doing so.

Destroy all volunteer wheat by harrowing, disking, plowing, or some other method.

Plow all land to be sown to wheat as early and deeply as existing conditions permit, and prepare a thoroughly pulverized and compacted seed bed.

Sow wheat during the fly-free period as advised by your county agent or experiment station.

Community co-operation is essential if success is to be attained, because one infested field may furnish enough flies to damage the wheat for several miles around.

**KANSAS CITY MARKET.**  
There was no market here this morning because of rain. Receipts this week: Prairie 251 cars, Alfalfa 208 cars, Timothy 30 cars, Clover 3 cars and Straw 8 cars, a total of 512 cars, as compared with 584 cars last week and 437 cars a year ago.

Prairie hay was unchanged to fifty cents lower this week, with a good demand for upper grades, and well cured hay; low grades and out of condition hay were mean to move. Alfalfa was quoted unchanged with a great deal of damaged for upper grades. Quite a great deal of damaged hay is arriving at this time and is very hard to move.

Nominal Quotations, Friday, Sept. 19.

Prairie: No. 1—\$10.50-11.00.

No. 2—\$9.00-10.00.

No. 3—\$6.00-8.00.

Alfalfa: Sel. Dairy—\$22.00-24.00.

Choice—\$20.50-21.50.

No. 1—\$19.00-20.00.

Standard—\$17.00-18.50.

No. 2—\$14.50-16.50.

No. 3—\$10.00-14.00.

Timothy: No. 1—\$12.00-16.50.

Standard—\$15.00-15.50.

No. 2—\$13.50-14.50.

No. 3—\$11.50-13.00.

Clover Mixed: Light—\$16.00-16.50.

No. 1—\$14.50-15.50.

No. 2—\$11.00-14.00.

Clover: No. 1—\$16.00-17.00.

No. 2—\$12.00-15.50.

Straw—\$6.50-7.00.

Many Kansas farmers have found in the last year or two that cows and hens are pretty good things to have about the place.

Tankage is the cheapest protein and mineral hog feed you can buy.

### FREE BOOK ABOUT CANCER

The Indianapolis Cancer Hospital, Indianapolis, Indiana, has published a booklet which gives interesting facts about the cause of Cancer also tells what to do for pain, bleeding, odor, etc. A valuable guide in the management of any cancer. Write for it today—mentioning this paper.

### Insist On BEEF BRAND OYSTER SHELLS FOR POULTRY



USE THE BEST SHELL ON THE MARKET. IT WILL PAY. Distributed by FARMERS UNION JOBBING ASSN., 106 New England Bldg., Kansas City, Mo.

## KANSAS UNION FARMER WEEKLY EXCHANGE

If members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 5 cents a word per issue; four or more insertions 4 cents a word. Count words in headings, 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.

### FARMS WANTED

FARM WANTED FROM OWNER: Write immediately, Raymond Smith, Maplewood, Mo.

### TOBACCO FOR SALE

FOR FREE SAMPLE HOMES: TOBACCO, send names of ten tobacco users to United Tobacco Growers, Mayfield, Ky.

YOU ARE READY this classified advertisement, which is just what thousands of other folks are doing. It's a great way to carry your wants to tell something, buy or exchange. Only four cents per line. Send your ad to the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

### FEMALE HELP WANTED.

GIRLS—Women wanted. Learn Gown Making at home. Earn \$25.00 week up. Learn while earning. Sample Gown free. Write immediately. Franklin Institute, Dept. R. 539, Rochester, N. Y.

### STOCK

CAN LOAD REGISTERED COWS OR MILKERS with car load registered Shorthorn, breeding sows and rams. Jos. Baxter, Clay Center, Kansas. Phone Broughton.

FOR SALE: TWO YEAR OLD PURE BREED HOLSTEIN heifer, J. Nauert, Keats, Kansas.

### PET STOCK

THE WORLD'S LARGEST DOG KENNELS. We have all breeds of dogs, watch dogs, automobile dogs, children's companions, farm dogs, stock drivers, hunters and pointers. Also Big game Hounds and Coonhounds. Foxhounds, Rabbit Hounds and thoroughbred Hound and Airedale puppies. Satisfaction and safe delivery guaranteed to any point in the United States. Large illustrated descriptive catalogues mailed free.

ORANGE KENNELS, Box 105, LaRue, Ohio.

### PUBLIC SALE

REGISTERED JERSEY CATTLE, BROOD SOWS and stock hogs—Wednesday, Oct. 2nd, 1924 at farm catalogue on request. W. R. Linton, Denison, Kans. 824

### APPLES FOR SALE

GROWN UNDER IRRIGATION AND IN the high altitude of Grand Junction is the best keeper and the finest flavor of apples grown in Colorado. Buy direct from the grower and save from one to three cents per bushel. Write for prices on apples and pears. J. R. Balzer, Grand Junction, Colo.

### PROFESSIONAL SERVICES.

VIRIL MATERNITY HOSPITAL for confinement. Medical, private, home-like, reasonable. Babies for adoption. 1111 Euclid Ave., Kansas City, Mo. 524

### MISCELLANEOUS

200,000 GERMAN MARKS Genuine Currency 25 cents. Samuel Ramsey, Mayfield, Kans.

### The Farmers National Bank, SALINA, KANSAS

Solicits Your Business

Oldest Bank in Saline County

THE KANSAS BLACKLEG SERUM CO., Livestock Exchange, Wichita, Kansas.

One-Dose Blackleg Bacterin. A thorough, dependable vaccine at a low price. On 14c per dose.

In 10, 25, 50 and 100 dose bottles. Our Special six dose syringe \$2.50. Free booklet on request.

THE KANSAS BLACKLEG SERUM CO., Livestock Exchange, Wichita, Kansas.

## Planters State Bank

Salina, Kansas

By the decision of the Supreme Court of the United States upholding the Guaranty Law, your deposit in this bank is as safe as gold.

### Government Bond OFFICERS AND DIRECTORS

Fred H. Quincy, Pres.; Gus T. Helvering, Vice-Pres.; T. W. Roe, Jr., Vice-Pres.; W. T. Welch, Vice-Pres.; E. E. Gammill, Cashier; B. F. Ludes, Assistant Cashier; E. H. Selden, Asst. and R. P. Gravens.

### INSURANCE

Farmers' Union Member—

Your own Insurance Company gives you absolute protection at lowest cost.

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

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

The Farmers' Union Mutual Insurance Company of Kansas

FRANK D. BECKER, Secretary

SALINA, KANSAS

C. E. BRASTED, President GRANT BLISS, Treasurer

W. C. WHITNEY, Vice President CHAS. SIMPSON, Field Rep.

## Our Business is Good---

Farmers Union Live Stock Commission

—shows an increase of 704 carloads in receipts for the first eight months of 1924 as compared with the corresponding months of 1923—this increase in the face of a decrease of 12,786 carloads in general receipts arriving at the Kansas City Stock Yards for the period in question.

WHY IS OUR BUSINESS GOOD? Because business seeks the firm that gives the most reliable service and because progressive stockmen know the advantage of co-operative marketing. By the way, who gets your next shipment?

**FARMERS UNION LIVE STOCK COMMISSION.**

Stock Yards, Kansas City, Missouri.

**ABILITY CO-OPERATION EFFICIENCY**

**SUCCESS**

WITH THE ASSETS WHICH REST ON OUR PEDESTAL OF SUCCESS WE SERVE YOU BEST.

CONSIGN GRAIN TO

**Farmers Union Jobbing Association**  
106 New England Building. Kansas City, Mo.

**FARMERS CLASSIFIED AD USE THIS FORM—IT SAVES DELAY**

Mail This To

**THE KANSAS UNION FARMER**  
Salina, Kansas

Rate: 5 cents a word on single insertion; 4 cents a word each week if ordered 4 or more consecutive weeks. Minimum charge is 50c.

Count Initials or Abbreviations as Words

Fill This Please!

Your Count of ..... Words

No. Times to run .....

Amount Enclosed \$ .....

Place under heading of .....

(Your Name) .....

(Town) .....

(Route) .....

(State) .....

NOTE: Count your name and address as part of advertisement



# Department of Practical Co-Operation

**NOTICE TO MEMBERS**  
If you do not get your Kansas Union Farmer for the next two or three weeks, write the Secretary's Office and your paper will be mailed you from that office. The trouble is in the mailing department, but we assure you that they will be caught up and have the list all revised in three weeks at the longest.

**C. E. GRATED, Sec.**  
**UNION MEETING NOTICES**  
Notices of Farmers' Union meetings will be printed under this heading without charge. Secretaries should send in their copy at least two weeks before the date of the meeting.

**CRAWFORD COUNTY**  
The regular meeting of the Crawford County Farmers' Union will be held on the last Tuesday of each month throughout the year except when this date falls on a Legal Holiday.

**A. C. BROWN, Co. Pres.**  
**SILVERDALE LOCAL NO. 2051.**  
Silverdale Local No. 2051 meets every second and fourth Wednesday of the month at the Silverdale School House.

**J. P. Lewis, Sec.**  
**NEWBERRY LOCAL NO. 1922.**  
Newberry Local No. 1922 meets regularly, the first and third Monday nights of each month. The members make the union what it is. You help make it a success in every way by doing more than your part and attending these meetings.

**R. J. Muckenthaler, Secy-Treas.**  
**UNION LOCAL NO. 2019.**  
Regular meetings on the second and fourth Fridays of each month, at 7:30 p. m.

**Geo. Speed, Pres.**  
**ALICE KENDALL, Sec.**  
**CARLTON LOCAL NO. 1911.**  
Regular meetings on the 2nd and 4th Wednesdays of each month.

**J. Humbarger, Pres.**  
**R. J. Logan, Sec.**  
**CLEVELAND LOCAL NO. 364.**  
Cleveland Local No. 364, Neosho County, will hold their regular meetings on the third Tuesday of every month. Come out and boost. Don't stay home and kick.

**George J. Schoenhof, Sec.**  
**PLEASANT VALLEY LOCAL.**  
Pleasant Valley Local Union No. 1839 meets every first and third Wednesday evening of each month.

**E. J. Kistinger, Pres.**  
**W. T. Flihn, Sec-Treas.**  
**NEOSHO COUNTY QUARTERLY MEETINGS**  
The regular quarterly meetings of the Neosho County Farmers Union will be held in the I. O. O. F. hall in Erie, Kansas on the second Saturday of the following months: March, June, September and December.

**E. O. Clark, Pres.**  
**J. O. Foust, Sec.**  
**GIRARD LOCAL NO. 494.**  
Girard Local No. 494 meets in Union Hall over the Crawford County State Bank in Girard, Kansas on the second and fourth Tuesday of each month at 7:30 p. m.

**W. D. McClaskey, Pres.**  
**Roy W. Holland, Sec.**  
**LIVINGSTON LOCAL NO. 1984.**  
Livingston Local No. 1984 meets regularly on the first and third Friday nights of each month at Livingston School House. A short program is prepared for each meeting.

**Clyde B. Wells, Sec.**  
**BROGAN LOCAL NO. 226.**  
Brogan Local No. 226 meets on the second and fourth Thursdays of each month. Visitors are always welcome.

**George Baumgartner, Sec.**  
**PRETTY CREEK LOCAL 1652.**  
Pretty Creek Local No. 1652 meets every first and third Wednesday night each month at the Haverhill School house. Come out. Don't stay home and kick.

**H. C. Mathies, Sec-Treas.**  
**FONTANA LOCAL 1789.**  
Fontana Local No. 1789 will meet the first and third Friday nights regularly.

**All members should be present.**  
**W. A. Booz, Sec-Treas.**  
**W. H. Slyter, Pres.**  
**UNION VALLEY LOCAL 1679.**  
We meet every two weeks on Tuesday. All Farmer Union members welcome.

**Owen Hunsberger, Pres.**  
**I. M. Wagner, Sec.**  
**UNION LOCAL NO. 273.**  
Regular meetings on second and fourth Thursday each month.

**Charles Grossardt, Sec.**  
**LOST SPRINGS LOCAL 385.**  
Regular meetings every 2nd Saturday of each month.

**A. J. Pospisil, Pres.**  
**NEOSHO COUNTY**  
There will be an adjourned meeting of the Neosho County Farmers Union held in Erie I. O. O. F. Hall Saturday night, October 1st, for the purpose of having the Committee Report on Public Affairs. All members of the Farmers Union and Grange are urged to be present at this meeting.

**J. O. FOST, County Sec. and Treas.**  
**REPUBLIC COUNTY**  
Republic County Farmers Union will hold its third quarterly meeting at Belleville, Wednesday, October 1st at 1 o'clock. Besides the regular business amendments to the constitution will be discussed. All locals should have their delegates present. All members come.

**Chas. Hanzlick, Co. Sec-Treas.**  
**G. E. Bundy, Co. Pres.**  
**WILLOW DALE LOCAL 762.**  
Will hold its regular meetings every first and third Friday of the month for the coming season.

**Chas. Hanzlick, Pres.**  
**CO-OPERATION HAS HIGH AIMS**  
The aims and possibilities of the consumers' co-operative movement were recently set forth by T. W. Mercer in "The Co-operative News," of Manchester, England. Every co-operative will profit by understanding these aims. Here is the part of the article giving them:

"Consider what the co-operative movement is and what co-operators are doing in the world today. Stripped of non-essential trappings, the co-operative movement is a movement uniting men and women through their common interests as workers, consumers, and employers. Membership in every co-operative society is open to all on equal terms. Each is a miniature democracy, in which there are neither class divisions nor private interests. Its mere existence in society helps to unify society, and knits the nation into a political entity. "As an economic organization, each co-operative society organizes consumers for the supply of their own wants. Beginning thus by organizing the market, the movement next proceeds to organize wholesale buying, and production for the supply of its members' own demands. "Eliminates Waste. "Later it organizes agriculture and extraction, transport and banking, and will eventually control both importation and exportation and regulate international exchange. These are large achievements, actual and potential, of enormous value to society. "At every stage of its business operations, the co-operative movement substitutes economic order for economic chaos. At every step it eliminates waste caused by mal-organization and lack of organization. It gets rid of unnecessary middlemen, organizes supply and demand, employs labor and capital more economically, and avoids expenses necessarily incurred by speculators and others who produce for and sell in unknown markets. "On economic grounds alone, co-operation is the hope of society. It organizes the economy in the use of natural resources, takes care of the wealth actually produced, and puts an end to waste. In a word, co-operation enriches society; and by adding to the wealth of the world, makes possible a progressive rise in the standard of human life for all. "Prevents Swollen Fortunes. "More important still, the co-operative movement, by limiting the rate of interest paid to the owners of capital, by distributing its trading profits among its members in proportion of their purchases, helps to distribute the national income more equally among the masses of the people. In their individual shares in a co-operative society, and in the property collectively owned by all its members, the movement gives the mass property, a real stake in the country, and so insures society against the possibility of violent revolution. "By abolishing class divisions and uniting classes in one body, and by enabling its millions of members to become part owners of real wealth, co-operation gives stability to the state, and so makes good government possible."

**WHY THE CHAIN SYSTEM?**  
We have been asked many times, "Why was the chain store system started?" What are the advantages of such an organization? and many other questions similar. For this reason we are printing below the report of the officials of the organization in answering these questions: "The primary purpose (of the chain store system) is to purchase in volume, thereby deriving discounts that we are able to obtain through purchasing individually. "We can do away with the necessity of large warehouses at the branches by storing most of our stock at the central warehouse and shipping as needed to the branches. This creates a saving in rent. "We do away with the necessity of high salaried branch managers as the responsibility of purchasing, book-keeping, etc., is taken away from them, and the purchasing taken care of by one person who is in a position and capable of keeping in touch with the constant market changes and prices. "We eliminate the necessity of book-keeping at the branch by keeping all the books at the district office, making it necessary for the branch managers to make only simple daily reports. This also enables us to keep our records and books in such a manner that it is possible for us to ascertain daily just how much business a store has done, what its expenses have been and whether or not it is successful. "We carry all insurance and bonds under blanket form which reduces the expense materially. "It enables us to operate our store on a systematic basis, keeping our stock clean and orderly in the same location in each store, which enables us to take inventory easily and gives an attractive appearance. "It enables us to standardize our commodities that we handle, which in turn makes it possible the volume discounts derived in this manner allow us to meet all legitimate competition and much more than pay the cost of operation. "By purchasing from a central point or office, we eliminate the necessity of traveling salesmen calling on us weekly or monthly and our purchases saving expense on our purchases. "Each district manager and branch manager is bonded for twice the amount he will handle in funds for the funds for the company. "Each store operates on its own basis, and derives the patronage div-

idends made possible by that store. "Common stock bears six per cent interest and preferred stock bears eight per cent interest. However, a preferred stockholder can not share in the patronage dividends."—Kentucky Union Farmer.

**FORAGE CROP.**  
A new forage crop has been developed by the United States Department of Agriculture which will serve a useful field in that part of the United States which may be roughly described as a zone lying between southern Pennsylvania and northern Ohio on the north and the southern border of Virginia and Kentucky on the south, extending from the Atlantic coast to Iowa. It has also been given promise in Kansas, on the eastern border of the Great Plains and to some extent farther west.

This new forage crop Korean Lespedeza, is a legume and is a close relative of the common or Japanese lespedeza already widely distributed in the Southern States, but differs from it in size, coarseness, and earliness as well as in technical characteristics. It is described in Department Circular 817, just issued by the department.

Its earliness is believed to be a weakness so far as its use in the South is concerned and it seems probable that over the greater part of the area where it will reproduce with certainty the common lespedeza will be the more valuable form. The new variety matures so early that, in the latitude of Washington, D. C., it is ripe and dead at least a month before a killing frost and so produces no grazing at a time when the common variety is still green and fit to graze. On the other hand, the new Korean variety starts earlier in the spring and grows more rapidly, thus furnishing grazing before the common or Japanese has attained its earliest size to be pastured.

This is its chief value for that part of the United States outlined above. Included in the bulletin are several reports from various experiment stations where it is considered with much interest. It has done exceedingly well in Iowa. A copy of the circular may be had upon request, as long as the department lasts, from the United States Department of Agriculture, Washington, D. C.

**DANISH AND RUSSIAN WORKERS LEAD IN CO-OPERATION.**  
**THE PATRONAGE**  
What a colossal cooperative movement we would have in America if over 50% of every workers dollars were spent in a cooperative store, and all of his union funds were deposited in cooperative banks!

This is the record established by organized labor in Denmark and Russia, according to reports received by the All-American Cooperative Commission. The Workers National Bank of Denmark, although in business only five years, has increased its turnover from \$14,235,000 Kroner in 1919 to approximately 1,013,000,000 Kroner for 1923, with a net profit for the year amounting to 104,110 Kroner. The bank has just published an analysis of its accounts which shows that over 51% of its funds come directly from trade unions and workers organizations, while the greater part of the balance is composed of the savings of individual workers. The head office of the bank is in Copenhagen, with three branch banks in the larger industrial cities. The bank is managed by a board of fifteen directors, all of whom are actively connected with the Danish trade unions or are labor party representatives in parliament.

The Russian workers show even a better record. Every ruble of trade union funds in Russia is now deposited in the big All-Russian Cooperative Bank and its branch agencies. Moreover, a survey just completed by the Central Cooperative Society in the larger industrial cities shows that 50% of the working class are expended in the workers cooperative stores, of which there are over 5,000 in the country. So thoroughly do these workers cooperatives cater to the needs of their members that in the larger cities booths for the sale of meat, bread and other staple foods have been opened on the street corners in the workers' residential districts with similar stores near the railway stations to serve workers who come from suburban sections.

The annual wages received by American workers is approximately \$20,000,000,000. Suppose that half of this sum were spent in cooperative stores and the savings out of the remainder were deposited in cooperative banks!

**THEIR LIVING COMES FIRST**  
The four most successful 80-acre farms in Clinton county, Indiana, contributed the following food supplies to the family: Four hogs for meat, 50 chickens, 75 dozen eggs, dairy products to the equivalent of 100 pounds of butterfat and the products of an acre of orchard and garden. That supplied the biggest portion of the living for the family for a year. The same system on any farm, no matter what the size, would be profitable.—Cap-pers Farmer.

**SUBSCRIBE NOW.**  
**THE LINCOLN-DAILY STAR**  
ONLY, 50c TO JANUARY 1st, 1925.  
**THE LINCOLN STAR DAILY**  
AND SUNDAY, 75c TO JANUARY 1st, 1925.

**THE WHEAT SITUATION**  
**IN A NUTSHELL**  
Wheat growing has been a subject of much controversy ever since the war and, in fact, still continues to dominate the agricultural situation. But, regardless of what may happen to cooperative marketing enterprises or to the movement for price stabilization or anything else that may effect the finances of the wheat grower, wheat will still be grown on a large scale.

There is no denying the fact that much wheat is grown at an actual loss and that many wheat producers are in great financial difficulty. Neither can it be denied that the yields obtained on thousands of farms are far too low, that much inferior wheat is produced, that much of the seed sown is of poor quality, and that too many varieties are grown. It is almost true that important factors in production, such as proper preparation of the land and the use of fertilizers, receive far too little consideration. In the eastern winter wheat belt, from Missouri and Iowa to Pennsylvania and Maryland, wheat occupies an important place in the rotation with corn, oats, and clover. It is the only cash crop grown on thousands of farms; it aids in the seasonal distribution of labor and is an excellent "nurse" crop for clover. Wheat producers in this territory have an excellent opportunity to increase yields and reduce production costs by putting land that is poorly adapted to wheat to other uses, by using only seed of high yielding varieties, and treating it to prevent disease, and by a more generous use of the right sort of fertilizer. In this way, from twenty to thirty bushels per acre can be grown instead of the ten to twenty bushels that are grown at present.—Southern Planter.

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