

**Proceedings of the 22nd State Convention of the Kansas Farmers Union
 Held at Ottawa, Kansas, October 12-13-14, 1927**

FARMERS UNION INSURANCE COMPANY PROGRAM

In introducing Mr. Brasted, President of the Farmers Union Mutual Insurance Company, Mr. Huff expressed the Insurance Company as being "The only simon-pure organization of the Farmers Union in the state of Kansas that does not deal with anyone but members."

Mr. Brasted spoke of the Insurance Company as being a "membership getter and a membership holder" building up the organization of the Farmers Union. It is well to have a large volume of business but be sure it is the right kind.

C. E. Brasted, F. U. Insurance Co. We are not going to take up much of your time. I presume most of you, at least, are members of the Farmers Union Mutual Insurance Company. I know you all ought to be. I am quite glad that our President Huff mentioned the fact that we were SIMON-PURE Farmers Union. I am not going to go into detail and past history of the organization of the Farmers Union Mutual Insurance Company very lengthy but I believe I will take just a few minutes and run along the line suggested by his remarks. I have been President of the Farmers Union Mutual Insurance Company nearly 12 years. I was rather young in its existence and not a very lusty child at the time I was asked to take the Presidency and I think that, in the course of time, while a member who was somewhat impatient. They thought we should have volume. In order to build we had to get volume. In order to keep down our overhead we had to get volume. I believe we have some business that has been affected with those same ideas and in order to get that volume they went out and dealt with the men who were not interested enough in the Farmers Union or the Farmers Union business units to become members of the Farmers Union. In other words, dealing with non-members, the non-members using the Farmers Union institutions to make the other fellow pay a higher price. Now, the Farmers Union business units were a fine thing in every way but when the days of stress came, they forgot. They did not give their support any longer. The idea that the foundation of the Farmers Union Mutual Insurance Company had been built on the substitution of service to the use of such members of the Farmers Union as wanted to use it. We always went on the theory that if a man was not interested enough in his own welfare and the welfare of his family to become a member of the Farmers Union, we were not interested enough in his welfare to sell him a Farmers Union Insurance policy. We had another thought and that was that if we adhered to that policy, our Farmers Union Mutual Insurance Company would be a membership getter and a membership holder. I believe that everyone who is familiar with its history, past and present, will agree that that has proven true. While we went a little slow, while we did not branch out and rapidly and one of the biggest institutions, we were building solidly and cheaply. I am going to make a statement here which I believe will sound extravagant but I believe it is. It is just an idea or a prediction. There is no way of proving whether I am right or wrong. Every line of activity the Farmers Union members of Kansas have engaged in had adopted the same policy and said to the public, if you want to deal with this institution you must first prove yourself worthy to deal here by being a member of the Farmers Union, that instead today of a number of members from 16,000 to 20,000 in Kansas, we would have had 100,000 members and we would not be having the difficulty we are having now. He got up from the table where he was sitting, called the Board of Directors together again and until I had a job. I did not know the boys of this insurance company were so active until that time. I am proud that I have driven about 10 or 11 years for this insurance company and the 15 men on the Board of Directors have taken my word in the field. They have never turned me down in a single instance. I am very proud of that. There are 15 men that I am proud of from the facts of the case that they have never given me anything but words of encouragement. Here is something that happened today. I was presented today by one of our Directors with a fine pair of gloves. I did not bring them down. I wish I had. He killed the deer himself. Sent the hide away to be tanned and then sent that away and had me made a pair of gloves. We do business in 92 counties in the state of Kansas. We do a little business in 92 counties but none of consequence in the 10 counties. The southwest is not very strongly organized and I presume it is on account of many things about this Farmers Union Insurance Company and I would love to talk to you about them, but I can't take too much time here. I do talk to you 12 months of the year. I do some little driving each year. It runs up just the same as if you had some other kind of a policy than your own. It takes just as much money to pay for \$1,000.00 loss with a Farmers Union policy as it takes with some other kind. The reason your rates are low is because the overhead is kept down. One more thought. Not a dollar of

your money is sent out of the state. We do not send a part of your premiums back East to have them use your money to fight you with.

Mr. Chas. Broom, Secretary of the Insurance Companies was introduced and told of the growth of the company in the last 6 months. That this is an organization of the membership of the Farmers Union and their money is not sent out of the state to be used in fighting the Farmers Union.

Mr. Chas. Brown, Sec'y F. U. Ins. Co. I would like to give you a short report of our transactions since our last statement of Dec. 31. We had \$56,000,000.00 of insurance in force and during the year we have increased this amount \$5,000,000.00 or a total of \$61,000,000.00 at this time, of risks. Our remaining income during that time was \$115,000.00. We have increased our assets from \$320,000.00 to \$363,000.00. Yet, there are many millions of dollars of property owned by members of the Union that should be insured in their own company. There may be several reasons for this. One, and perhaps the most important reason is the local bankers have a good many of our members tied up in such a way he dictates where they shall place their insurance. He will tell them just because he thinks so much of you. He really likes to get the commission. Do not be misled by such statements because we can give you just as good insurance a lot cheaper than he can. As Mr. Brasted said, your company does not send part of your money out of the state to build up an organization to fight you.

Mr. Chas. Simpson, field man for the Insurance Company, spoke of his travels over the state and his experiences.

Chas. Simpson, F. U. Ins. Co. Mr. Brasted, in introducing me, spoke of the roads and my acquaintance with the roads and the people to a man who is away from home all the time we soon learn where to stop. While there are not many places among the farmers in this state that are not good places to stop, there are some places where my car just will not run past and that car always gets into some place at the time dinner is ready. The Insurance Company, when I first went to Salina and met with the Board of Directors, were talking about it as being a great affair. I think we had about \$3,000,000.00 of insurance on that date. At that time, our insurance company was 5 years old. I met Mr. Brasted at Beloit on my way down. I drove a Ford and it was not well acquainted with that part of the country. I had got as far as Beloit that day. Mr. Brasted made it my presence that this insurance company needed a man to travel all the time. I, at that time had traveled about 3 years but on commission. I was hunting easy money like some of our agents are today. I was hunting had insurance because the commission was easy to collect. Easier than in the Fire Company. That did not prove to be very satisfactory to the Insurance Company and to the members to write the hal insurance as we did the first few years of our existence. I sold a good deal of fire insurance. We made rebates nearly every year. Consequently that would draw business our way and was a big thing. In the winter time I did not travel on a commission. It did not seem to me that I could afford to do so. Mr. Brasted and I rode from Beloit to Salina and I met Mr. Woodman. After the Board of Directors had met and settled their business of their August meeting and they were sitting around talking. Mr. Woodman asked me what I would take to represent the Insurance Company in the field, giving all my time. Well, I told him. You know, I have always thought since then that Mr. Woodman had an eye for business for the reason of what he said. He got up from the table where he was sitting, called the Board of Directors together again and until I had a job. I did not know the boys of this insurance company were so active until that time. I am proud that I have driven about 10 or 11 years for this insurance company and the 15 men on the Board of Directors have taken my word in the field. They have never turned me down in a single instance. I am very proud of that. There are 15 men that I am proud of from the facts of the case that they have never given me anything but words of encouragement. Here is something that happened today. I was presented today by one of our Directors with a fine pair of gloves. I did not bring them down. I wish I had. He killed the deer himself. Sent the hide away to be tanned and then sent that away and had me made a pair of gloves. We do business in 92 counties in the state of Kansas. We do a little business in 92 counties but none of consequence in the 10 counties. The southwest is not very strongly organized and I presume it is on account of many things about this Farmers Union Insurance Company and I would love to talk to you about them, but I can't take too much time here. I do talk to you 12 months of the year. I do some little driving each year. It runs up just the same as if you had some other kind of a policy than your own. It takes just as much money to pay for \$1,000.00 loss with a Farmers Union policy as it takes with some other kind. The reason your rates are low is because the overhead is kept down. One more thought. Not a dollar of

trouble in making settlements. You might have 8 or 10 people who have been stubborn during the year but that is not anything compared to the number of claims that have been filed.

In regard to the insurance, they did not tell you what the savings were. I think if you will look it up we have saved the policy holders of the state of Kansas about \$344,000.00. We are only 13 years old. Our net resources in these two companies are \$420,000.00. You have paid our way. Everybody is satisfied with the payments they have received in working for this insurance company. I do have to and we do. If your insurance comes in by correspondence, we will get your description and then the next time I got out in your county Mr. Broom will order me to go and inspect your buildings. If your buildings are not a good risk, then we can't collect your policy. I want to say to the agents that what we do want you to be careful about is the kind of risks you write. Remember at all times it is just as necessary to make good risks as it is to buy a car for what it is worth. I have made this remark many times. A man may have \$20,000.00 of good risks but carry \$500,000.00 on something that is very poor and it spoils the whole policy.

Rev. J. C. Olney, of the First Christian Church, furnished a first-minute program of songs and music.

The report of the committee on Credentials was read by Roy Schmitt, chairman.

116 local unions represented.
 35 county unions represented.
 42 business associations.
 3 banks.
 1 Board of Directors.
 3 ladies Auxiliaries.

191 Motion was made to accept this incomplete report of the Credentials Committee and continue with the business. Seconded and carried.

Next in order of business was the report of the officers and Mr. Huff, as President, gave the following report:

Mr. Tromble represented you as head of the organization for seven months of the year. During quite a large part of that time urgent need took him outside of the state. Very considerable part of the year he spent in Washington. Every one of us, and agriculture everywhere, derived great benefit from the fine work which he did there. I know the Kansas Farmers Union was glad and proud to furnish him to that important place. I cannot review those months but they will be reflected quite largely in the secretary's report, I am sure. For the past 5 months I have been in succession to Mr. Tromble, I have tried to carry on the work of the President. From one point of view, I am opposed to any increase in any freight rates, if there is any change in rates we think it should be lowered.

We do not think the County Commissioners should have power to issue bonds to build roads without a vote of the people.

We are opposed to the changing of our school books as often as they are, and think that every ten years would be often enough.

We wish to congratulate our State President, Mr. Huff, for the way he has handled the Kansas Union Farmer, since taking over the office of editor.

Gust Larson, Secretary.

ALLEN COUNTY
 This is to report that Mr. Francis has at last invited our territory and we are in hopes he will again in the near future. Allen County Union members have been looking forward to his coming for a long time and we are no words to tell about it. I want you to know it is true in the biggest way it could be true and I appreciate it. I came into the office with a bit different ar-

:: Neighborhood Notes ::

THEY LIE IN FRANCE WHERE LILIES BLOOM

They lie in France Where lilies bloom Those flowers pale That guard each tomb Are saintly souls That smiling stand Close by them in That martyred land.

And mutely there the long shadows creep And quiet hills to mourn for them who sleep While o'er them through the dusk go silently The grieving clouds that slowly drift to sea, And lately round them moaned the Winter wind Whose voice, lamenting, sounds so coldly kind Yet in their faith those waiting hearts abide The time when turns forever that false tide

In France they lie Where lilies bloom Those flowers fair For them made room Not vainly placed The crosses stand Within that brave Simpson that I find Their honor lives, Their love endures, Their noble death The right assures

For they shall have their hearts desire, They who unflinching, brave The cross they did not send at last shall see Through clouds and mists the hosts of victory.

DEATH OF CHESTER BALL
 Mr. Editor— Allow me a little space to tell my sad story. Last Saturday upon my return home from a 600 mile trip, I found several letters from different people, telling me that Chester Ball, of Belleville was seriously ill, and would not recover. Later telephone messages and telegrams told us that he had passed away. I said to Mrs. Simpson that I must go to this funeral which we did.

Chester was one of our best agents a man we all learned to love. He had gained the confidence of us all. He has accumulated a plenty that he could have taken in his life, but it was for others.

Our understanding is, that Chester was not a member of any church or any fraternal order, he was strong within himself, needing no other support. He could be depended upon in any emergency. I have made his word his was always ready to lend a hand to the needy.

We extend to the bereaved family our heartfelt sympathy for they have lost a faithful husband and a kind father. A comfort in loss is his gain. Chas. Simpson, Fieldman.

LAHARPE BUSINESS ASS'N
 I thought I would try and fill my promise to furnish you a report of the Laharpe Business Association. It opened its doors for business the sixth day of May with W. C. Roberts as manager and since up to the present time has had a splendid business. I thought while I was organizing down there it would be a success as they were a fine bunch of people to work among and the business done goes to prove that they are as loyal as they are nice.

From the sixth day of May to the first day of October they have done the following business: Shipped twenty-two carloads of stock valued at \$34,131.63.

Misc. sales amounting to \$1,003.99.
 Eggs, \$44,257.05.
 Hay and grain \$10,945.86.
 Flour and feed, \$39,109.56.
 Poultry, \$2,464.94.
 Butterfat 182,799 lbs. \$6,372.80.

This business has all gone through Farmers Union channels except the poultry and it will just as soon as the boys can handle it.

It sure makes a man feel good to go back in five or six months after organizing a business and find it going and trying to fulfill the purpose that it had started out to do. I have the manager, Mr. Roberts, and his assistant about two years and have found them both all ways on the job read to do their bit.

I am at present about ready to Moran. Think within the next twenty or thirty days and believe it will be another one that will prove a success as they too are a fine bunch of people to work with and in fact I find all farmers are nice to work among.

Yours truly,
 Art McKnight,
 Westphalia, Kansas.

Mr. Seidel, the state manager of the Farmers Union Life Insurance Company, called at the State Offices on Friday. He will be working in the northern part of the State for a few weeks.

SATISFIED CUSTOMERS ARE GRATIFYING
 Norton, Kansas, October 26, 1927.
 Mr. Chas. Simpson.
 My Dear Sir: I want to thank you for the check for \$30.00 which I received yesterday in payment for our fire loss. By the way my insurance runs out in December this year and I want to have your representative call on me for renewal.

Thanking you, am
 Truly yours
 C. W. Bisbee.

RESOLUTIONS FROM RILEY CO.
 The following resolutions were adopted by the Riley County Farmers Union at its third quarterly meeting.

We commend our State and National Organizations of the Farmers Union in the stand they have taken in the last year in co-operating with other farm organizations.

We are opposed to any increase in any freight rates, if there is any change in rates we think it should be lowered.

We do not think the County Commissioners should have power to issue bonds to build roads without a vote of the people.

We are opposed to the changing of our school books as often as they are, and think that every ten years would be often enough.

We wish to congratulate our State President, Mr. Huff, for the way he has handled the Kansas Union Farmer, since taking over the office of editor.

Gust Larson, Secretary.

some place else, that I have not filled. I have driven almost day and night. One week I spent every night on the road but one. I do not know how well you will like the paper. I have submitted the best I have. There has been, almost without exception, the finest co-operation on the part of the membership. Wherever I have been, I have been received royally. I have said to my wife, "I do not know how in the world anybody could be treated better." I have tried my best. I have some plans in mind. I have some forward looking proposals, but for the most part we have not been able to get them under way. I can only say to you again that I appreciate the attitude you have shown and can only submit to you your own knowledge of what has been done in the office during those months. I have appreciated the fellowship and privilege I have had, and I hope what I have done and tried to do has been acceptable to you.

Report of Mr. Brasted, Secretary Kansas Farmers Union.

I believe in making my report I would not only like to have the Auditor read his report first, but I think the membership here would understand my report better and take less time. I know they want to hear the Auditor's report.

Mr. Dunn, Auditor's report read.

I think after the very clear explanation and the detailed auditor's report you have just listened to, there is not very much for me to say. I anticipate this would be the case in any reason I suggested that Mr. Dunn read the report before I started in to make mine. At one time I made to the convention quite a lengthy report. There was an object in it. It was my first report to the convention. Since that time I have made them very brief and this one will be brief, also. I will give you the amount collected in dues, and the number of dues paying members, during the year 1926.

1926 dues, 24 members	.....	\$ 39.60
1924 dues, 52 members	.....	64.00
1925 dues, 152 members	.....	188.91
1926 dues, 1826 members	.....	2133.95
1927 dues, 14,304 members	.....	17108.40
National, 160 members	.....	40.00
Initiation fees, 1089 members	.....	1089.00
		\$20,687.86

For and during the year 1926 our receipts for dues and fees were as follows:

1926 dues, 186 members	.....	\$ 196.20
1924 dues, 293 members	.....	357.85
1925 dues, 1,929 members	.....	2098.58
1926 dues, 15,971 members	.....	19869.87
National, 180 members	.....	45.00
Initiation fees, 1445	.....	1445.00
		\$24,012.31

Or a deficit in the fees and dues received last year and this year of \$3,325.45.

The expenses of the Secretary's office have been:

C. E. Brasted, salary	.....	\$2100.00
C. E. Brasted, expense	.....	190.89
Auditing Association, audits	.....	167.00
F. U. Ins. Co. rent	.....	360.00
Postage, including 4500	.....	128.73
Envelopes	.....	2300.00
Salaries, office help	.....	27.10
Electric lights	.....	300.89
Supplies for local unions	.....	66.95
Supplies for office	.....	85.88
Telephone, Pres. & Sec'y office	.....	34.48
Telephone	.....	239.59
A. C. Davis, Nat. dues paid	.....
		\$8,161.42

National dues still owing, \$1,513.24.
 Kansas Union Farmer:
 52 issues, 1,064,945 issues \$12,676.04
 Postage 996.32
 Salaries 3,000.00
 Rent 360.00
 Advertising commissions 21.70

\$17,145.06

Which figures that the paper cost us \$9 cents per member for last year. From the auditor's report you will notice the deficit for the paper was \$3,951.55. The surplus in the Secretary's office was \$2,300.71, which will leave a net deficit of \$1,650.84.

Just a word about the paper. Mr. Dunn referred to the fact that there has been no difference in the collections for the paper in the last five years. The dues have been raised. There were raised 5 years ago. There has been no difference in the paper in 8 or 10 years, that is the amount apportioned to it. Under the old contract with the publishing company in force 5 years ago, we were getting the paper published for 62 1-2c per thousand papers. Today we are paying 92c and a fraction for 1,000 copies of the paper. That contract has been in force for the last two years. Consequently, you can understand there has been a raise of nearly 50 per cent in that item alone.

Now, in regard to the work of the state organization. I realize, and have for the last several years that our organization work in the field has been so largely with our statewide activities and work outside the state, but the greater reason was, we did not have the money to carry on that kind of work. It has always been my policy to keep within my income. Now, I do not know how we can lessen the expenses any more than what we have. I know I and every one connected with the office is just as economical in every way, shape and form as we can be, and that is as it should be. We are spending your money and we know how you got it. We know we should be careful but I believe the time is at hand, I believe our business institutions are on their feet, the membership are awakening so they can see

the need of carrying on a little more than they have in the past. I want to say it is quite encouraging to me, some of the correspondence that has come into the office lately. We are state where we have no organization. I got an inquiry a few weeks ago from a man whom I had never heard of, never had seen, and he and his neighbors were interested in the Farmers Union. They knew nothing about it. They wanted to know something about it. I wrote him and suggested that if he and his neighbors were interested in the organization of the Kansas Farmers Union, the plan I suggested to him was he or some of his neighbors go to Kansas City, I gave him the address of Mr. Woodman and Mr. Trull and Mr. Seavans and Mr. Witham and asked him to visit our different activities, determine for themselves, go back and report to the neighbors and let them make up their minds whether they thought it would be worth while. In the course of two or three weeks I got a letter from him saying he had acted on my suggestion, gone to Kansas City, inquired into the business and satisfied himself and took the report back to his neighbors, and says "we want an organization in our community when the rush of work is over." We are ready to go. It takes a little money to do those things.

A year ago your committee on constitution and by-laws made a report to the convention advocating submitting a proposition of raising the dues 25c per member. I went to that committee and tried to persuade them from submitting that report. It had been voted down before that year. You did not get any referendum ballots. The Board of Directors, when they had instructed me to prepare those ballots and send them out, I was just starting to prepare them when Mr. Tromble was taken sick. I was with him five weeks. By that time your farmers were all busy in your spring work and you would not attend the local meetings. We would not have had a representative vote and consequently I did not think it was good business to go to the expense of sending out the referendum ballots. Consequently, I did not carry out the orders of yourself and your Board of Directors. That is my explanation.

Last year we did not have as large a deficit in the paper. We had a surplus. The income from the state organization, on the other hand, was greater than it was this year. We have had some extraordinary expenses. You noticed in Mr. Dunn's report there was the matter of donations. For the last three years we have worked with what is known as the Corn Belt Federation. A Federation of farm organizations. Mr. Tromble gave a good deal of his time, both locally and in Washington and the Kansas Farmers Union paid his expenses. The finance committee of the Corn Belt Committee considered Mr. Tromble had contributed her part. When we held our meeting in May in Des Moines there was an assessment levied and the Kansas Farmers Union had to go through and answered their need. Whether that money is well spent or not, we think it is. We hardly can see how we could afford to say we will not do our part. The press charges that that is a political organization. It is a Federation of the farm organizations to watch legislation, but there are many many lines of work they are doing other than along legislative lines.

You saw Uncle Down here. Do you people realize he is the last and only one survival of the 9 men who organized the Farmers Union? His companion of more than 80 years is a cripple. I have been sending him every month \$10.00 of your money. He gave of his life to the Farmers Union. Now, if you do not want that money should be sent him, I hope you will say so.

President C. E. Huff read the following list of contributors who answered to date the appeal for funds necessary to reimburse the treasury for money used in holding the freight rate raise and for the Corn Belt Federation:

25 Member at Baldwin, Kansas.	
1.00 A. L. Holcom.	
1.00 W. A. Rathbun.	
1.00 Lewis Hill.	
1.00 Frank Sibrava.	
10.00 L. B. Heise.	
10.00 Farmers Elevator, Morganville, Kansas.	
20.00 Jewell County.	
20.00 George Keck, Los Angeles, California.	
40.00 Phillips County.	
5.00 W. C. Whitney.	
5.00 F. U. Coop. Ass'n, Maple Hill, Kansas.	
11.00 Dist. 28 Local No. 753.	
2.50 Buckeye Local 2073.	
7.50 Contribution from individuals of Hays Local 1130.	
3.65 Hays Local No. 1130.	
40.00 Mitchell County.	
5.00 Fairmount Local 2149.	
5.00 Emmons Local 783.	

\$178.90

The Farmers Union of Kansas has been party to one of the best fights ever staged in the history of this state. Has had as large a part as any one along with the other farm organizations, and the results of that fight will save the farmers of Kansas \$5,000,000.00 a year.

(Continued on page 4)

The Kansas Union Farmer

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

Entered as Second-Class Matter August 24, 1912 at Salina, Kansas, Under Act of March 3, 1879.

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

C. E. HUFF, Editor and Manager

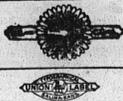
Subscription Price, per Year, \$1.00

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

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

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

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



THURSDAY, NOVEMBER 10, 1927

KANSAS CONVENTION IS DIFFERENT

Jimmy Norgaard of Nebraska Writes Impressions.

After the meeting of the shareholders of the Fairbury Creamery at Fairbury on Tuesday, October 11, President Keeney, Mr. Geo. Larsen, and your humble servant proceeded by auto through Kansas mud to the state convention of the Kansas Farmers Union, held at Ottawa, Kans. We arrived there Wednesday noon, just too late for the memorial service held for the late President Tremble of Kansas. National President Barrett delivered the memorial address.

We were on deck for the afternoon session. The report of the Farmers Union Insurance Company of Kansas was read, which proved to us that Kansas has the largest Farmers Union co-operative insurance company. Like our Nebraska Farmers Union Insurance Company, it is Simon-pure Farmers Union; only members of the Farmers Union can take insurance in the company.

The Farmers Union Banks Next the banking department was heard from. Kansas now has 10 Farmers Union banks. The large mother bank is located in Kansas City, Kans., while the smaller banks are situated at various places in the state. Although these institutions are still in their infancy, they have proved a big help in the localities where they operate. Still, the members have not supported them as they should. Perhaps this is due partly to the fact that old-line bankers have a hold on some of the farmers, and the latter have not yet been able to get loose.

Forceful speeches were made by W. C. Lansdon, formerly national lecturer and editor of the Kansas Union Farmer; by John Simpson, president of the Oklahoma Farmers Union, and by Milo Reno, state president of Iowa. A great musical program was injected between reports and speeches to rest the audience.

C. E. Huff, state president of Kansas, proved to be a good chairman. He has a way of making everybody feel at home and keeps everybody in good humor. It is no wonder that he was unanimously re-elected. The Kansas brothers are lucky to have such a man to step in and fill John Tremble's place.

More Women Attended There were far more women in the Kansas convention than we have in our Nebraska conventions. This, without doubt, is due to the newly-organized women's auxiliary, which made a report to the convention. I am convinced this is one of the most progressive steps in recent years in the Farmers Union movement. Get the women interested in the organization and you will see an increase in buying from the State Exchange; more and better cream going to our Farmers Union creameries; more Farmers Union insurance, and more live stock and grain to our commission agencies.

The report of the produce association and creamery was very interesting. The creamery has done better than expected. They manufactured over 3,000,000 pounds of butter last year and have a splendid profit—just how much I am not at liberty to say. They have added eggs to their creamery business; this line did not prove so successful the first year, but the experience gained will be very valuable to them next season. They are fortunate in having such a capable manager in A. W. Senner, and we wish them all success.

Reaching Across the Border Mr. Geo. Larsen, president of our Superior and Aurora Creameries, gave them a very instructive talk, and your humble servant tried to convey to the Kansas members the fact that our Superior Creamery, located right on the Kansas line, is entitled to the support of the members in the northwest part of their state. And, say, we are getting it, too! We have 25 stations in Kansas, and last year one-third of our cream came from those stations. In return, we sent back over \$100,000.00 to those stations in cold-cash farm relief. We expect to do as well again on this year's business.

The next on the program was the Farmers Union Live Stock Commission of Kansas City and the Jobbing Association of Kansas City. These two institutions have not prospered as much as the creamery, but expect to do so next year.

Our President Keeney gave them one of the best addresses of the convention, setting forth facts about farm conditions in Nebraska.

Kansas Delegates Listen I could not help noticing the difference between this Kansas convention and our Nebraska state conventions. The Kansas delegates did not participate in the discussions to any great extent, but sat attentively and listened. They asked no questions about any figures or reports. Does this mean that the members in Kansas do not care, or are they fully satisfied?

In Nebraska at our conventions, the delegates do most of the talking; they debate the various

questions and take an active part in all issues. Does this indicate that our members are interested, or that they are dissatisfied?

Another observation was that our co-operative enterprises in Nebraska have returned more patronage dividends than the co-operative enterprises in Kansas. Yet in neither state are there now as many members as when only promises were being made. In other words, farmers organize to attain certain objectives, and after they are attained interest seems to lag.

The Kansas people have their conventions in different places throughout the state, at a different place each year. I think this is a good policy, and I suggest that we follow the same plan in Nebraska. I move, therefore, that we hold our 1928 convention in Grand Island.

JAMES C. NORGAARD.

Comment: This is a fine report, and gives us a chance to see ourselves through the eyes of a keen observer and friendly critic. I wonder if the Kansas delegates take too small a part, and if so I wonder whether the fault is in the arrangement of the program or in the manner of presenting it? I suggest that there are several reasons why no questions are asked regarding the reports. One is that they are officially audited, and the facts as shown may be accepted. Also, all reports will be published, and can then be analyzed and discussed in local meetings. Further, the separate organizations do a good deal of publicity work among the members, so that their knowledge in general is fairly accurate and complete.

And then I wonder if turning the State Convention into a forum meeting, or debating society, instead of helping to make the situation and need clear and to unite us in a program, does not tend to confusion, and to confirm us in our contentions. There seems certain to issue from such a convention a sense of division rather than of harmony. Does it not indicate the lack of a definite program?

Again, the presence of the women may have been a quieting influence. Most men are used to keeping still when the women are present.

And our visitor is entirely right in his estimate of the possibilities of the Women's Auxiliary, as a building and sustaining influence. Within 5 years their organization will probably be the biggest asset of the Kansas Farmers Union. We enjoyed the visit of the Nebraska brethren and their fine addresses, particularly that of Pres. Keeney, and we want them to come again.

FARM PROSPERITY STILL LINGERS "JUST AROUND THE CORNER"

When Eugene Meyer, Commissioner of the Federal Farm Loan Board, announced about two months ago that the American farmer was about to gather and market a crop whose value would exceed that of the 1926 crop by a full billion dollars, the statement was hailed with joy and relief. Business pricked up its ears in anticipation of profits, and politicians gave a sigh of relief, feeling that the troublesome plea for farm relief legislation would now be quieted. It was a lovely picture which our good friend painted, and the press gave it the important space and editorial comment which it deserved—or which it would have deserved if it had been true.

Unfortunately, it was not true. Even theoretically it was overdrawn, and actually there was no way in which the farmer could sell prospective crops at prospective prices, and get the money.

Corn was credited with producing about three-fifths of the total increase, and that on a decrease in yield, prospectively, of about two hundred and fifty million bushels. Indeed, the whole prospect for increase in income was based on decrease in production. Great areas were threatened with failure of their crop, and their prospective calamity was about to solve the agricultural problem by increasing the price in the areas having a crop. Why great city papers should hail this as "mighty good news, not only to farmers, but to the millions engaged in other pursuits," is quite beyond normal intelligence.

But the early frost which was feared did not materialize, and instead of usual autumn temperatures there came a long period of unseasonable heat. The late corn, for which no one entertained any hope, developed and ripened very rapidly. The distribution of the corn crop extended over the states whose farmers had quite given up all expectation of yield. A vital and necessary commodity, in which the prospective yield had been set down at the lowest in many years, increased by millions of bushels. That increased yield and distribution ought to have been much better news for

America than that which had been broadcast. The very opposite threatens to be true.

Mr. Meyer's figures for corn crop returns were based on a market thirty-two cents per bushel higher than a year previous. But from the day's high figure for December corn in Chicago on August 11th, 1917 to the same for Nov. 2nd, 1927, a decline of thirty-seven cents has been registered. Corn is actually selling in Kansas at fifty cents a bushel, and in some instances less. The decline in price has been out of all proportion, even to the probable increase in yield. Misfortune in production promised success in income—for those who had the product. Success in production, even though not extravagantly high, means misfortune in income for producers as a whole.

Farm prosperity is yet a long way off, and the first and primary concern of the coming session of Congress must be the passage of such legislation as will protect the farmer in comparable prices for his product. It is unthinkable that the present unfavorable relative position for agriculture shall be allowed to continue. The farmer is entitled to the safe legislative protection as has been given the railroads, the bankers, the manufacturers, and he is prepared to fight for it if necessary.

WE DRAW SOME HEAVY CONCLUSIONS

There are three great lessons to be learned from the Fall-Sinclair trial. There might be others, but these are all-important.

You can not trust a farmer in public office. Farmer Fall caused himself, his friends and his government a good deal of trouble, but it was because he was already in trouble. With the loss of his property staring him in the face he lost his head. You cannot trust farmers in office. They are too deeply in debt to withstand temptation.

"Americanism," in its pure, unadulterated, one-hundred-per-cent glory, is being threatened, persecuted, discouraged. This "sinful" threat arises from the prosecution of worthy gentlemen, and not, as you might suppose, from their gentlemanly method of acquiring title to valuable public property. The Honorable Martin W. Littleton, defense counsel for the Honorable Harry Sinclair, is the same gentleman who last April in New York City warned the Key men of America in a public address that sinister influences were at work to destroy Americanism. He actually had documents to prove that a few U. S. Senators had approved a program in which the damnable proposal was made for "the public control of coal mines, water power and hydro-electric power in the interest of the people." They might have said: "The Honorable Littleton is less concerned about defending his client, the Honorable Sinclair, than he is about defending the right of honorable gentlemen to acquire property."

The third conclusion is that where ignorance is safety it is folly to be wise. There is a Biblical injunction to the effect that the right hand may well be kept ignorant of what the left is about. But these men have kept themselves ignorant of what both hands were doing, while keeping both hands busy. Nobody knows how large sums of money changed hands. Or if any of them ever knew they have forgotten. Even so shrewd a detective as Mr. Burns, who has been able to see dangerous radicals several blocks away during labor disturbances, has no idea who employed his operatives, if anyone did; nor how his operatives corrupted the jury, if at all. Such vast ignorance cannot be acquired—it is a natural gift. You are either born that way or you go through life cursed by responsibility for your actions.

THE FIGHT FUND LANGUISES

Since the Ottawa Convention seven contributions have been received, totaling \$77.05. These locals and county unions are to be commended. Theirs is the spirit that wins. One more real good "push" and the thing will go over. We cannot allow it to stop at less than completion. The amount spent was the absolute minimum, and the results obtained were almost beyond our hopes. It has been a busy season and many locals have probably not been holding their meetings. But let us now attend to this important matter at once. This office has no attendance in this case, but must depend upon a responsive membership. The contributions need not be large, but they need to be prompt and general. Let us rise up and do this thing—now! Will you see to it that your local responds? The fund is to cover the cost of our fight in the grain rate case, and through the Corn Belt Federation. I KNOW you will.

GLIMPSSES OF CO-OPERATION

REAL TAX LEADERSHIP TEAM

The successful efforts of the three general farm organizations of the State, the Farmers Union, the Grange and the Farm Bureau, to get together on a State tax program seems to have hit a responsive chord in newspaper and political circles generally. Most of our larger dailies commented on the movement favorably and recognized the justice of the demand on the part of the farmers for an adjustment of the tax burden.

The one outstanding exception was the Topeka State Journal, whose political writer seemed to have handled the story and pretended to see in it only a political movement favorable to some one for some office. Of course nothing could be further from the truth.

It's results in legislation that we want. We are well-agreed on the type of legislation we desire, so far as we proceeded in our first meeting. The mere matter of who should be selected to carry out this program, either as legislator or executive, either State or Federal, is a secondary, though none the less important affair.—Kansas Bureau Farmer.

WILL SOMEONE CALL MR. SINCLAIR'S ATTENTION?

Extract from Inaugural Address of President Coolidge March 4th, 1925
"In a republic the first rule for the guidance of the citizen is obedience to law. Under a despotism the law may be imposed upon the subject. He has no voice in its making, no influence in its administration, it does not represent him. Under a free government the citizen makes his own laws,

chooses his own administrators, which do represent him. Those who want their rights respected under the Constitution and the law ought to set the example themselves of observing the Constitution and the law. While there may be those of high intelligence who violate the law at times, the barbarian and the defective always violate it. Those who disregard the rules of society are not exhibiting a superior intelligence, are not promoting freedom and independence, are not following the path of civilization, but are displaying the traits of ignorance, of servitude, of savagery, and treading the way that leads back to the jungle."

THE PART KANSAS PLAYED

Kansas had her part in the great war whose ending we celebrate. Her volunteer enlistments were 10,000 men, she contributed 55,000 thru the selective draft, and had 12,200 in the navy and in the marines.

Of that total of 77,200, 592 were killed in action and 224 died from wounds received in action. Disease claimed a larger toll—1453. The dead from other causes totaled 11, and 800 men were "missing." Thus the death loss is shown to be nearly 3-1/2 per cent of the whole number in service. These 2680 graves ought to stir us to thoughtfulness this Armistice Day. The price of war is a ghastly price.

Orders were received by the Farm Club Mill & Feed Co., of Springfield for 6250 barrels of M. F. A. flour in one week. These orders were placed by the managers of the various farmer exchanges of Southwest Missouri.

REFLECTIONS

DON'T HELP

"If your local is on the bum, Blame the secretary; If your members will not come, Blame the secretary; Don't take hold and do your part, Show them all that you are smart— Blame the secretary."

"If the programs are a frost, Blame the secretary; Don't help put the thing across, Blame the secretary; If the grub's not what you like, Threaten to go on a strike; Don't help for the love of Mike— Blame the secretary."

"When you get a bill for dues, Blame the secretary; When you're asked to help, refuse; Blame the secretary; Why should he be asking aid? For you know he is well paid! That is why his list is made— Blame the secretary." —The Builder.

THE FARMERS' HOLIDAY

(Being the Remarks of Representative Loring M. Black of New York During the Congressional Fight for a National Agricultural Holiday.)
Mr. Speaker, the Senate bill providing for an agricultural holiday should be amended in the House to arrange for appropriate ceremonies.
At 5 a. m. the day appointed, preferably April 1, the farmers should be assembled in every farm yard and salaam to the east in honor of Allah Coolidge and Mohamet Mellon, his prophet. The chickens, the pigs, and

RESPECTFULLY REFERRED TO THE RAILWAY RATE ATTORNEYS

How Many Hours Does the Farmer Work?
More than 3,000 hours of physical work plus experienced management plus the benefit of \$1,000 to \$15,000 of property—all for \$853. That's what the country pays its farmers for producing the food, cotton and other agricultural products which are the basis of its existence, according to the findings of Leland Olds of the Federated Press. If we disregard entirely the work of the farmer's family and the farmer's capital, he says, the farmer's return on his own work figures at considerably less than 80 cents an hour.

The Department of Agriculture has tried to answer the question, how many hours does the average farmer work? From records kept by 282 farm operators in eleven farm states the department finds that the hours of the average farm operator vary from 2,024 per year on cotton plantations in Texas to 3,405 per year on dairy farms in Wisconsin. The unweighted average for the thirteen states is 3,005 hours per year.

"The hours of work shown," says the department, "include only the physical labor performed. The hours consist of work in the fields on crops, feeding and caring for livestock and miscellaneous maintenance and repair work about the farm. In addition, the farm operator performed the duties incident to management of the farm, including the supervision of the work done by other workmen."

Then, before they retire, the farmers should salute the campaign picture of Cal for farm-vote purposes—then he is for a surplus—in which he appears with a sap-bucket under one arm and a bull under the other, and a smile on his face like Tex Guinan as he stands at the door of her New York night club greeting the latest delegate from the big butter-and-egg co-operative associations.—Co-op. Feature Service.

MIGHT BE WORSE IF WE ALL MOVE IN

When I first realized the squalid misery of a great city, it appalled and tormented me and would not let me rest for thinking of what caused it and how it might be cured.—Henry George.

AN OPEN LETTER FROM CLYDE M. REED TO OUR LEGISLATORS

Honorable Charles Curtis, Washington, D. C.
Honorable Arthur Capper, Topeka, Kansas.
(United States Senators.
Honorable D. R. Anthony, Leavenworth, Kansas.
Honorable U. S. Guyer, Kansas City, Kansas.
Honorable W. H. Sprout, Sedan, Kan.
Honorable Homer Hoch, Marion, Kan.
Honorable Jas. G. Strong, Blue Rapids, Kansas.
Honorable Hays White, Mankato, Kansas.
Honorable Clifford Hope, Garden City, Kansas.
Honorable W. A. Ayers, Wichita, Kansas.
(Members of Congress)

Sirs:— This letter is being addressed to you on behalf of the following farm organizations of Kansas: The Farmers Union, The Grange, Kansas State Farm Bureau, Kansas Co-operative Wheat Marketing Association, Kansas Farmers Co-operative Grain Dealers' Association, Southwestern Co-operative Grain Marketing Association, and has reference to the facts being developed in the GENERAL GRAIN RATE Investigation now being conducted by the Interstate Commerce Commission,—hearings on which have been held at Dallas, Texas, and Wichita, Kansas, with a hearing now under way at Minneapolis, Minn.

It is a matter of knowledge so general that no discussion will be required that the principal competitors of the American wheat farmer in the world market is the Canadian farmer. Argentine and Australia, in the order named, are the other principal wheat exporting nations of the world whose competition must be met by the American farmer.

During the crop year ending June 30th the United States exported wheat and flour equivalent of wheat as set forth below; during the calendar year ended Dec. 31st, Canadian exports of wheat are given for comparative purposes. Figures for the United States were taken from the Year Book of the Department of Agriculture, 1926, page 315, and for Canada from Judgments of the Board of Railway Commissioners for Canada, No. 1, dated September 12, 1927, page 190.

United States	Canadian Exports—Bus.	Exports—Bus.
1924	159,880,000	208,961,562
1925	260,803,000	213,383,992
1926	108,035,000	242,382,855

The grain freight rate situation as it relates directly to Kansas and the movement of Kansas grain, especially wheat, was fully developed at the Wichita hearing. At the hearing now under way at Minneapolis representatives of the State of North Dakota, with whom we have worked in complete harmony in this proceeding, are developing the facts with relation to the Canadian freight rates upon grain, particularly wheat. Of wheat-producing states Kansas ranks first and North Dakota second. The record made at the Wichita and Minneapolis hearings will fully show the relative freight rates charged the Kansas farmer, the northwestern United States farmer, and the Canadian farmer. The rates quoted below with mileage stated are fully representative of the situation. It will be understood that Ft. William is the Lake Superior port through which most of the Canadian grain is handled when routed via the Great Lakes; Duluth occupies a similar relationship to Minnesota, the Dakotas and Montana, while from Kansas Chicago is the nearest lake port and Galveston the nearest salt water port.

From—	Distance 100 Lbs.
Tantellon, Sask.	
To Ft. William, Ont.	666 Mi. 18c
Fairview, Mont.	
To Duluth, Minn.	665 Mi. 31c
Hatchinson, Kan.	
To Chicago, Ill.	668 Mi. 36.5c
Theodore, Sask.	
To Ft. William, Ont.	725 Mi. 20c
Richey, Mont.	
To Duluth, Minn.	725 Mi. 35c
Wichita, Kansas	
To Galveston, Tex.	700 Mi. 33c

It will be seen that the Kansas farmer is paying rates materially higher than the northwestern farmer

and more than double the rates paid by his principal competitor outside of the United States, namely, the Canadian farmer. What has been said above applies to all grain whether for domestic consumption or for export.

By an Order in Council of June 5, 1925, (No. 886), the Board of Railway Commissioners for Canada (some what comparable to the Interstate Commerce Commission of the United States) was directed to make a full and complete investigation into the matter of grain rates in the Dominion. Under date of Sept. 12, 1927, it made its order No. 13, which deals very directly with the grain freight rate structure in effect upon the Canadian railways with particular reference to rates upon export grain. It is a very voluminous report from which one fact alone will be cited.

Paragraph IV of the Board's order in this case directs that the rate of 34.5c per 100 lbs., on wheat now applicable from Ft. Williams and Armstrong to Montreal and Quebec be reduced to 18.34c per 100 lbs., on all grain for export. The distance from Ft. William to Quebec varies according to which of the three railroad routes may be used but is substantially 1,000 miles.

The effect of the existing rate situation in Canada plus changes ordered by the Board of Railway Commissioners of that country is to give the Canadian farmer a transportation rate of substantially 50 per cent of the transportation rate in effect from Kansas either to Lake or to Gulf ports on wheat or flour for export (I am not here discussing the rate upon grain for domestic consumption—that will be taken care of in the usual and ordinary progress of the case now being heard before the Interstate Commerce Commission.) It is conservative to say that the disadvantage in transportation costs to the Lake or the Gulf imposed upon the Kansas farmer in the movement of wheat and flour for export is not less than 10c per bushel as compared with the charge made to his principal competitor the Canadian farmer for similar service.

This presents a situation that it seems to me calls for extraordinary treatment and would justify a resolution by Congress directing the Interstate Commerce Commission to give immediate attention to this situation and to establish promptly rates on export wheat and flour on a basis that will remove the disadvantage now suffered by the Kansas and other wheat farmers in this section. The daily market reports show that generally speaking the Canadian farmer is receiving a higher price per bushel for his wheat than is the Kansas farmer. Part of this is perhaps all of this is undoubtedly due to a reduction of the difference in transportation costs. It would be my opinion that the rates suggested be established from Kansas and other states in this section on export grain would not be unremunerative to the farmer according to the same percentage of the burden of general transportation costs on the basic product of grain, which in proportion as it gives purchasing power, causes the movement of other traffic. The producer in the United States suffers material injury from the higher grain rates thus imposed and his resentment is no doubt a factor in creating the state of mind which has found expression, as already stated, in the Forney Tariff, in the McNary-Haugen Farm Relief Bill and in decreased railway earnings. To yield to the demand of the railways for a continuance of the present discriminatory rates or for a general increase of grain rates, which they also urged with great insistence,—would, it appears to me, create a condition of mind among the grain growers of the Canadian west similar to that now existing throughout the grain growing regions of the United States and with the same or even more damaging results to the railroads themselves and to the Canadian farmer. It is to be remembered that the export grain trade of Canada form a much larger proportion of her total trade than is the case with the United States. For that reason it does not follow because United States business is generally prosperous while agriculture is depressed, that Canada could maintain her present prosperity with western agriculture in the same condition of depression as it is in the United States.

I am submitting the matter for your very earliest consideration. The farm organizations of Kansas are willing to furnish any additional information which you may desire and which may be available to them and within their means to adjust the transportation costs would be reflected in an increased price on wheat to the Kansas farmer.

The seriousness of the situation in agriculture and the severity of the handicap under which the Kansas wheat grower labors in comparison with his principal competitor the Canadian farmer leads me to urge your very early consideration. I am attaching for your information an excerpt from the report the Board of Railway Commissioners in Canada taken from pages 249 and 250 whereat the matter of United States grain rates is discussed in an interesting and illuminating. Excerpt from report of the Board of Railway Commissioners in Canada, September 12, 1927, No. 13, Pages 249-250.

United States Grain Rates

During the course of the hearings in the rates case, it was persistently urged by the railways that as grain rates were somewhat higher in the Western United States than in the Canadian west, that was proof that the Canadian rates were unduly low. It does not appear to me that the comparison is fortunate, from the railway point of view. In the northwestern States, with which the comparison is made, wheat is the principal crop of the farmer, as it is in the Canadian west. The cash returns from his wheat is the measure of his buying power and of his material success. The cost of rail haul to market is an important factor in his operations.

Throughout the chiefly grain-growing regions of the United States a serious condition of agricultural depression admittedly prevails. The Forney Tariff, actually in force, and the McNary-Haugen Farm Relief Bill which passed both Houses of the United States Congress at its last Session and was only prevented from becoming law by the President's veto are not merely local admissions, they are national assertions, of the widespread character and the seriousness of that depression. Failing legislative relief, or fixed because of the depression itself, there is and has been in progress a campaign to decrease production in the grain growing States.

Decreased returns of the railways which serve these States reflect the result of this condition of depression and campaign for decreased production. Given such a condition of mind amongst the farmers of the Canadian west as has prevailed for some years and still prevails throughout the grain growing regions of the United States, and the two Canadian railway systems would be showing much less favorable returns than at present. Conditions such as affected the railways would of necessity be reflected in the general financial state of the country.

The difference in situation between the grain rates in the two countries since the War, has been that in Canada there was a moderate maximum, fixed in the first place and afterwards reaffirmed by Parliament, which guaranteed to the producer in advance what the cost of the rail movement of his crop would be. The cost for the discriminations complained of, which are the subject of present consideration, this gave him an assurance against exploitation that encouraged and enabled him to meet other difficulties with better spirit and therefore with greater success.

In the United States the Interstate Commerce Commission is by legislation permitted to allow such rates as will enable the railways to earn from 5-1/2 per cent to 6 per cent on their capital investment, measured by reproduction cost. In pursuance of this instruction it would appear that the Commission has laid an undue share of the burden of general transportation costs on the basic product of grain, which in proportion as it gives purchasing power, causes the movement of other traffic. The producer in the United States suffers material injury from the higher grain rates thus imposed and his resentment is no doubt a factor in creating the state of mind which has found expression, as already stated, in the Forney Tariff, in the McNary-Haugen Farm Relief Bill and in decreased railway earnings. To yield to the demand of the railways for a continuance of the present discriminatory rates or for a general increase of grain rates, which they also urged with great insistence,—would, it appears to me, create a condition of mind among the grain growers of the Canadian west similar to that now existing throughout the grain growing regions of the United States and with the same or even more damaging results to the railroads themselves and to the Canadian farmer. It is to be remembered that the export grain trade of Canada form a much larger proportion of her total trade than is the case with the United States. For that reason it does not follow because United States business is generally prosperous while agriculture is depressed, that Canada could maintain her present prosperity with western agriculture in the same condition of depression as it is in the United States.

Yours very truly,
CLYDE M. REED

Ladies' Auxiliary

LADIES AUXILIARY

I have had several inquiries from the Auxiliaries that are organized for suggestions for things to keep up the interest in the meetings.

I will try to outline a few fundamental principles, although I think that every locality has different problems, and the thing that would take, and be successful in one place would fall flat in another.

The foremost thing in my mind today is the Junior Department. The Junior Organization. This can be divided into several groups. A boys club: Under this head would come the first thing the lessons in Co-operation. A work shop. What neighborhood is there who does not have a man who likes to make things with hammer, plane and saw? Usually this same man is fond of boys, why not ask him to teach the boys to make things. Give a little prize for the best tool chest a boy can make and the most complete set of tools he can get together by his own efforts. Then the 4-H Clubs give us plenty of material on Pig clubs and Calf clubs. These cannot be improved upon.

A girls club: Offers suggestions along the line of Cooking classes, sewing classes, embroidery classes. The field is unlimited, only the need

of your particular locality is the line to follow carefully.

Just now, it is none too early to make Christmas plans, combine your efforts in making your Christmas gifts. Two heads are so much better than one, in the majority of cases.

Your neighborhood problems, your school district problems; and under this head will come hot school lunch-problem of some under fed child in the school that it would be impossible to reach in any other way. Do not fail if at all possible to invite the school teacher to your meetings. Arrange for her to tell you her problems. Give her to understand that you are with her. Then when she asks your help respond with all your powers.

It is not too early to begin planning for your exhibit at the fair next year. This is a fine way to advertise what you are really accomplishing.

I would like to see letters from each auxiliary, in the paper, as well as suggestions from individuals. In your individual letters, your ideas on Club work. Home management, Children, Cooking, your best recipes, all will be gratefully welcomed.

Mrs. Chas. Simpson.



5979. Girls' Dress
Cut in 4 Sizes: 8, 10, 12 and 14 years. A 12 year size requires 2 1/2 yards of 40 inch material, together with 3/4 yard of contrasting material. Price 15c.

5700. Blouse and Skirt for Junior and Miss
Cut in 4 Sizes: 14, 16, 18 and 20 years. A 16 year size requires 1 1/4 yard of 36 inch material for the Blouse, and 1 1/2 yard for the Skirt. The width of the Skirt at the lower edge is 1 1/2 yard. Price 15c.

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

DOGS

FOR SALE—My Blue-tick Coon and O'Possum hound. Can't be beat. Shipped on trial. Satisfaction guaranteed. Coy Hicks, Sedalia, Mo. R. 124.

FARMS FOR SALE

FOR SALE OR TRADE—for smaller farm, 480 acre good wheat and corn farm, miles County East, good market. H. H. Caldwell, Ulysses, Kansas.

FARMS WANTED

Wanted to hear from owner having farm for sale. Cash price, particulars. D. F. Bush, Minneapolis, Minn.

FOR TABLE USE

FOR SALE—Plenty of Pure Country Sorghum. S. W. McBroome, Tonganoxie, Kansas.

HEDGE POSTS FOR SALE

Co-Operatives! Why pay the big retail price charged for hedge posts when you can buy them of us in car lots, at less than half. Stephens & Dresia, Columbus, Kansas.

POSITION WANTED

Some Farmers Union Elevator and Business Associations are losing money, by not employing live managers. Well experienced in Side Lines and Implements. Address 25, Kansas Union Farmer.

SEEDS FOR SALE

Alfalfa \$6.00—Clover \$3.50—Sudan \$2.00—Millet \$1.50, sacks free. If you have any seeds to sell send sample for bid. Meier Grain Co., Salina, Kansas.

FOR THE TABLE

SPANISH Peanuts, shelled raw, 1927 crop, 100 pounds in 40. Freight paid. P. Jackson Bean Co., Woodward, Okla.

FOR SALE—Choice extracted White Sweet Clover Honey. From the Pleasant Height Apiary 4-5 lb. Pails \$2.50, 60 lb. Pails \$12.00. P. O. E. Born, Kansas. Albert Strahm.

TOBACCO

GUARANTEED HOMETOWN TOBACCO
100 lbs. \$1.00, 10, \$1.75, smoking, 10, \$1.50; PIPED FREE. Pay when received. UNITED FARMERS, Starward, Kentucky.

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FARM FIRES

The fires on farms and in rural communities took a toll of approximately 3,500 lives, and wiped out \$150,000,000 worth of property last year. Secretary of Agriculture Jardine declared that all of this waste is "essentially needless and could be prevented to a very large extent by the elimination of carelessness and the adoption of effective and economical equipment, native and recom-fires are caused by lightning; and the principal other causes in the order of their importance are: combustion; roofs; spontaneous combustion; careless use and storage of gasoline and kerosene; defective chimneys and

DEMAND

Every Farmers Union member should demand K. F. U. Tankage, Meat Scraps, Union Gold Flour, Gold Metal Feeds, Success Brand Concentrates.

We handle them all
Farmers Union Produce Co.
Blue Mound

Your own Firm Serves You Best.

CURED HIS RUPTURE

I was badly ruptured while lifting a trunk several years ago. Doctors said my only hope of a cure was an operation. Trusses did me 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 give full information about how you may find a complete cure without operation. If you write to me, Eugene M. Pullen, Carpenter, 1544 A, Marcellus Avenue, Manhattan, N. J. Better out out this notice as soon as you can. It may save a life or at least the misery of rupture and the worry and danger of an operation.

LETTER HEADS \$6 PER THOUSAND ENVELOPES \$5 PER THOUSAND High Class Job Printing at Low Prices

THE GENERAL PRINTING CO.
Farmers Union Bldg., Salina, Kansas

Junior Contest

Prizes For Best Letters Containing Suggestions For Conducting A Junior Department. Prizes For The Best Name For Us To Use.

In order for us to get our Junior department started and in good running order by the first of the year, it has been suggested that we begin with a contest, that will last through November and December, ending December 31st.

This contest may be participated in, by any child under fifteen years of age, whose parents are members of the Farmers Union in good standing.

The requirements of the contest will be, a letter written by the child giving his ideas of how a Junior Department should be conducted. And a name by which the Juniors will be known, in the columns of the paper. The prizes will grade on neatness.

The judges will be a Fountain Pen for the Best Letter and an Eversharp Pencil for the one the judges think is next best. The best letters will be printed, and all who write letters will receive Honorable mention.

Send your letters to the JUNIOR EDITOR, KANSAS UNION FARMER, SALINA, KANSAS, BOX 48.

FASHION BOOK NOTICE

Send 12c in silver or stamps for our UP-TO-DATE FALL & WINTER 1924-1925 BOOK OF FASHIONS, showing color plates, and containing 500 designs of Ladies', Misses' and Children's Patterns, a CONCISE and COMPREHENSIVE ARTICLE ON DRESSMAKING, ALSO SOME POINTS FOR THE NEEDLE (illustrating 30 of the various, simple stitches) all valuable hints to the home dressmaker.

Pattern Dept. Kansas Union Farmer, Salina, Kansas. Box 48.

having lived in an isolated condition for so many years, thank to the rural route, the telephone, the radio, and many of the newer inventions, the automobile, etc., all of this is radically changing, and we thought as we looked over the vast audience seated in the auditorium at Ottawa, Kansas, that not much longer will the world look on Ruben as a Rube, rather it is going to look with a great deal of respect at the healthy coat of ton, that the farmer is privileged to wear, and the old fashioned hospitality that he brings into any place where is privileged to mingle.

South Anderson is pretty busy this week. Mt. Zion Tuesday night, Buckeye over in Linn county Wednesday night, Belview Thursday night and Springfield, Friday night, all of them Booster meetings, and all will be worth while.

We are sorry to report the death of our good sister, Mrs. Jennie Hastings of the Belview local. Funeral services attended by a large host of friends at Lone Elm Sunday afternoon.

We have known Jennie Walker Hastings many years, and as a good neighbor, friend and Union member, above all she was a consistent Christian, God rest her, and keep in the Hollow of his Hand her bereaved loved ones.

Mrs. John Anderson of the Belview local, has been having a very stubborn seizure with the flu, but is better at this time.

We had the privilege of attending a meeting of the Springfield local October 21st, where the men folks furnished the program and the eat, and they did themselves proud, and we especially enjoyed the cooks, Harry Snavely and Sterly Baker who stood up in front of everybody and did the cooking, weiners and kraut, coffee and buns, everybody had his job, such as dishwashers, waiters, etc. The program was exceptionally good. Donalds, Walter, and the Gampbell's from this part of the county.

We thank you, County Correspondent.

MEDICINE CABINET IS A FAMILY NECESSITY

This article is intended to call attention to the equipment of a modern home economy that has had attention from all generations. The medicine cabinet of our grandfathers' day was the attic. There were stored the various herbs and roots intended for use in cases of illness or in the spring-time of year when your opinion required one to take a course of bitters or what not as a matter of custom. Why the spring was chosen for this unpleasant chore is not apparent.

A medicine cabinet, more or less complete, is found in many homes and it deserves a place. To deserve the place, though, it should be well placed and adequate, according to Dr. H. L. Youtz of South Dakota State College. It should be easy of access and yet out of the way and beyond the reach of children who might indulge in its contents to their hurt. It should contain such remedies as are capable of application by the person of average intelligence in medical matters and such as are most frequently required.

The object of the medicine cabinet should be well-defined. It should lend itself readily to service in ordinary medical or surgical emergencies and not promote the habit of undesirable self-medication.

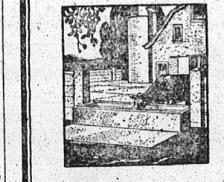
The actual remedies found in such a cabinet need not be many. A multiplicity of remedies and appliances defeats the purpose of the cabinet. The following list is quite extensive enough and complete enough for most domestic contingencies. Let the quality of each be small. Frequent replacement keeps the articles fresh—an important item.

Boric acid, adhesive tape, a 2 per cent solution of mercurochrome instead of tincture of iodine, a couple of roller bandages, a small package

HOW SHE GOT RID OF RHEUMATISM

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

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



Tanks That Are Always Watertight

Troughs and tanks must withstand hard usage, and they must stay watertight.

That is why so many farmers use Concrete tanks and troughs.

Build Them Yourself

Free Instructions Tell How!

By following simple instructions you can build Concrete tanks and troughs that are permanently watertight.

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Gloyd Building, Kansas City, Mo. Concrete for Permanence

FREE TO ASTHMA AND HAY FEVER SUFFERERS

Free Trial of Method That Anyone Can Use Without Discomfort or Loss of Time

We have a method for the control of Asthma, and we want you to try it at our expense. No matter whether your case is whether it is present as Chronic Asthma or Hay Fever, you should send for a free trial of our method. No matter in what age or occupation, if you are troubled with Asthma or Hay Fever, our method should relieve you promptly.

We especially want to send it to those apparently hopeless cases, where all forms of inhalers, douches, opium preparations, "narcotic smokes," etc., have failed. We want to show everyone at our expense, that our method is designed to get all difficult breathing, all wheezing, and all those terrible paroxysms.

This free offer is too important to neglect a single day. Write now and begin the method at once. Send no money. Simply mail coupon below. Do it Today.

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Send free trial of your method to: _____

RECOMPENSE

It matters not how many times That you've been double-crossed, How many heartaches have been yours, How many times you've lost; If through the years of give and take, You've stood behind the bat, And smiled, although you knew a foul,

Was due to leave you flat, If you've been loyal all the while, And fair to friend or foe, It matters not how much you've lost, Sweet recompense you'll know.

ANDERSON COUNTY AUXILIARY NOTES

The Ladies' Auxiliary of the county met for an all day picnic Wednesday, October 26th, at Tourist Park, Garnett with a fine representation of the membership present, and all filled with enthusiasm and pep and wanting to go, but desiring some place to go. Each lady expressed a mild disappointment that we did not receive some constructive program at the State Convention to work for the coming year, however you cannot discourage the Anderson county bunch, and it was decided to appoint a committee to work out some definite program and submit it to the State Officials and Advisory Board to accept or reject, or add, work over as they see fit, just so that we have something more definite to work toward a set goal.

Mrs. Lockwood and Mrs. Gretten sounded the keynote, in answer to a question by Mrs. W. D. Neil as to

what is our goal, when they said, the women of the farm and especially the Farmers' Union are too busy to take of their time just for sociability, we can get a great deal of that out of our local meetings, while we enjoy meeting with the ladies and exchanging opinions and all that sort of thing, yet we feel that we must have some definite aim, something in the distance to point our way, else we are too busy to take of our time, there fore it was decided at this meeting after a generous round table discussion that the chair appoint a committee to set forth the ideas of the Anderson County Women folks as to what program we should follow for the coming year, and submit same program to the State officials and the Advisory Board for their very august consideration.

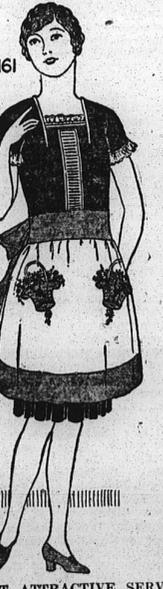
Mrs. Campbell appointed Mesdames Nell of Springfield, Clouse of Amiot, and Gretten of Belview, Griffith of Welda, Barrett of Litztown, Watkinson of Cental, Myers of Mt. Zion. The Auxiliary then requested that Mrs. Campbell be a member of the committee. This committee will meet at the Litztown school house Saturday November 8th. Those of you who are members of the committee make a strenuous effort to be present. This is the regular county meeting of the Union and a big attendance is desired and expected by all who know. Mrs. Barrett, President of the Litztown Auxiliary was present at the meeting in Garnett and said the Litztown-folks were making big plans for us, so let every one try to go, the feed is mostly in the shock now and it is too early to husk corn, so there is very little to find in the way of a reasonable excuse for your absence at this meeting. We know that all of you who attended the Convention will be on hands filled with the enthusiasm that we all receive from attending such meetings.

We had quite an interesting program at the Garnett Auxiliary meeting. The round table discussion was led by Sister Lettie Myers, ex-County Treasurer, and was instructive as well as interesting, she also made a address which was well received. Mrs. Baker gave a couple of humorous readings. Mrs. Lockwood and Mrs. Neil read inspirational poems.

Mrs. Gretten and Mrs. Griffith made a short talks, as did also Mrs. Barrett of the Litztown local. Mrs. Barrett said that they had decided to study their constitution and by-laws for a number of meetings, and Mrs. Griffith of the Welda local said that each lady in their auxiliary had been requested to bring a twelve month program to the next meeting, and the Auxiliary would pass on the best points in all of them and accept them for the program for their next year's work. We think this a mighty fine arrangement in the absence of a centralized program.

Folks we think you will go far, ere you could find a more congenial bunch to work with than the Anderson County Ladies, at least we as President of the County Auxiliary feel that we could not have received more consideration and could not have been accorded more courteous co-operation than we have received at the hands of the Anderson County Women's Auxiliary. Few times have we asked for assistance of any kind, either in the way of program helps or in advisory counsel, that we have not received the most hearty responses. Sometimes the outcome would not be clear to us, but we just kept pushing on, and the discouragements came, but the majority of the membership have been loyal and kind, and it has been a year of advancement we believe in more ways than one.

We have learned more fully the lesson that our city sisters learned many years ago, and that is to better co-operate, which we have been slow to learn because of the natural environment of the country woman,



A MOST ATTRACTIVE SERVING APRON NO. 4161

We present herewith one of our very latest designs in serving apron of muslin, completely made up, with skirt trimmed on bottom and top in blue. Every housewife will be pleased to add this apron to her collection of dainty accessories for the serving table. Apron will be sent postpaid to any address on receipt of 90 cents.

For 25 cents additional we will send you our book, "The Art of Embroidery," consisting of ten complete lessons with 70 illustrations showing all of the principal stitches in embroidery.—Kansas Union Farmer, Box 48, Salina, Kansas.

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And let us convince you that we are most efficiently equipped to faultlessly serve you.

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We realize that your good-will cannot be gained by a single act or by an occasional unusual service; neither can it be obtained by one man or a group of men. Therefore, our entire organization is co-operating to the fullest extent in an earnest effort to merit your friendship and increased patronage.

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Farmers Union Live Stock Commission

Stock Yards Kansas City

Price List of Local Supplies

Application cards 20 for 5c
Credentialed blanks 10 for 5c
Dime cards 15 for 10c
Ode cards 12 for 20c
Constitutions 5c
Local Sec'y's Receipt Books 25c
Secretary's Minute Books50c
Farmers Union Buttons25c
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.
WRITE C. E. Brasted, Box 51, Salina, Kansas.

Six Good Reasons Why--

Every Farmers Union Member should carry life insurance in HIS OWN COMPANY.

- 1.—It offers all standard form policies at actual cost.
- 2.—Its funds are used to finance the farm operations of its members.
- 3.—It is owned by the policyholders, who share in its earnings and control its management.
- 4.—It is a legal reserve, level premium company, which means its policies are absolutely safe and that its premium rates can not be increased.
- 5.—It prides itself on rendering the best possible service, by making prompt settlements in full and leaving its policyholders or their beneficiaries completely satisfied.
- 6.—It is supporting the whole Farmers Union program and uniting the members in a loyal, compact organization through their community of interests. Only by such co-operative, harmonious effort can the farmers ever secure justice or attain the position of economic independence to which they are entitled.

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