



THE KANSAS UNION FARMER



Organization

Education

Co-operation

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SALINA, KANSAS, THURSDAY, APRIL 3, 1924.

The Old Grain System Has Failed

If Mr. Buck, Manager of The Farmers Elevator at McDonald, Kansas is Open to Conviction Senator Capper's Letter Together With That of Mr. W. C. Lansdon Should Convince Him that Commodity Marketing is the Farmers Only Salvation

The past with its worn out methods has a strange power over the minds of men. Farmers who have never been able to sell their products for the cost of the labor that went into their making are defending the old marketing system that has ruined agriculture and threatens to destroy the republic. Here is a letter from a man who should be among the first to assist any movement to make farmers more prosperous. He is unable to see the real purposes of cooperative marketing. He is so blinded and prejudiced by the traditions of the grain trade and so certain that his own personal interests are threatened by the movement that he refuses to open his mind for consideration of the only constructive remedy that is possible at this time.

Mr. J. S. Buck of McDonald, Kansas is the manager of a farmers elevator and he thus takes Senator Capper and the whole cooperative movement to account for trying to break the chains of the past. He does not like the new plan. He does not like any one who does like it and so he wrote this letter:

"Dear Senator: Your name appears on the Organization Committee of the Kansas Grain Growers operating under a five year pooling plan with home offices in Wichita, along with a long list of other citizens of Kansas including Governor Davis. Is it possible that you have permitted your name to be used in this cause? Are you usually in sympathy with the pooling plan?"

"I have been watching your publications on this issue and have always believed that you opposed it. I believe that you have expressed your self against such commodities as grain. President Coolidge has taken the same position. Now while it may be claimed that the pooling plan is not price fixing it will nevertheless have the same effect on the law of supply and demand and eventually ruin agriculture if ever done in either way."

"As long as our exportable surplus remains as much as it has been running in the recent past it seems to me that the farmers' job is to shorten the way to the consumer of grain and other products. In addition to this I believe that we must in some way increase the home consumption of wheat and wheat products in order to cut down the surplus. Now this pooling plan is supposed to shorten the way from the producer to the consumer but it seems to have lengthened it by excessive handling charges that have been deducted from sales proceeds by the different associations."

"Now be frank and answer this question: Is it not foolish for a farmer to sign a five year contract to deliver all the wheat that he grows to an association that has no capital behind it? It looks to me like we are getting away from real cooperation. We are trusting the association to do the best that it can and we have no recourse if the results are not satisfactory. Watching the results for an early reply I am, yours truly, J. S. BUCK."

Senator Capper's Reply.

To this letter which for all practical purposes almost answers the question Senator Capper made the following reply:

March 11, 1924.

Mr. J. S. Buck,
McDonald, Kansas.
My dear Mr. Buck:

"Your letter of February 25th was duly received. I am of the opinion that wheat growers will never get a fair price for their wheat until they organize and place themselves in position to have something to say about the price they are to take for their crop. They will never get a fair price dealing as individuals. My opinion of the pooling plan is absolutely sound. It has its objections but taking it all in all I feel that cooperative marketing will do more to save the farmers than anything else, and the pooling plan is, of course, nothing more than cooperative marketing put into actual operation. Everybody else in business is organized and able to dic-

tate the price he is to take but the farmer is helpless on this point. I encourage all cooperative movements under honest, efficient management and I believe the Kansas Grain Growers Association recently organized in Wichita comes within that requirement."

With kindest regards, I am,
Very respectfully,
ARTHUR CAPPER

Mr. Lansdon's Letter to Mr. Buck.

After making the above reply to the rather mixed up letter of criticism Senator Capper sent both the original and a copy of his reply to the Chairman of the Organization Committee of the Kansas Cooperative Wheat Marketing Association who wrote Mr. Buck the following letter analyzing and answering the objections raised against the pooling plan:

"Dear Sir:

Your letter of February 25th addressed to Senator Capper has been referred to me for a further reply in addition to the answer that you have already received. You appear to be a little confused concerning the nature and the name of the organization that you criticize. The Kansas Cooperative Wheat Marketing Association has no connection with the now defunct United States Grain Growers, Inc. It is a pooling association that is being formed for the purpose of marketing Kansas grown wheat for producers."

"As you may know there are now two small pooling associations in this state. The Kansas Wheat Growers Association which is selling the third crop that it has handled for its members and the Farmers Union Wheat Marketing Association now in the first year of its operations. The two together have about six thousand members who produce about 10,000,000 bushels of wheat annually. Neither is large enough to secure for its members the desirable benefits of cooperative marketing. Last summer it became evident that neither one, competing with the other, would be able to secure contracts for enough wheat to make it a price factor on the terminal or other markets. It was agreed, therefore, that the two associations should merge and unite in a campaign for the organization of at least one-third of the wheat acreage of Kansas. That work is now in progress and has advanced so far that I believe in securing the sign up is certain."

"Your objections, to the pooling method of cooperative marketing appear to fall under three heads:

First, that a pooling association is a price fixing organization designed to act in defiance of the well known law of supply and demand;

Second, that the costs of cooperative marketing are excessive and so injure rather than help the farmers that undertake to do their own selling in that way; and

Third, that it is quite unwise and unbusinesslike for a farmer to enter into a five year contract to sell his grain through his own agency and nowhere else and especially so if the agency is organized and operates without capital stock."

Producers Must Set Prices.

"I shall discuss your criticisms in the order in which they are made in your letter. I cannot believe that you are serious in your objection to what you call the price fixing purpose of pooling. I know of no producing industry in the world except agriculture that does not fix the price that consumers must pay for its products. No producer who cannot have something to say about the price of his merchandise can hope to make any money. If Henry Ford allowed his customers to fix the price of cars agreed to many people who do not now do so would soon own automobiles but Ford would soon have a factory very long. So with other producers who are making plenty of money by merchandising their wares but would soon go broke if they changed over to the farmer system of dumping."

"It ought to be perfectly plain that no single farmer or group producing only a small fraction of the wheat crop can establish a system of sales by merchandising methods. Every farmer must regard himself as a partner in one single great enterprise, the pro-

duction and sale of wheat, and must enter into arrangements with all his partners for creating and operating his own agency for merchandising wheat in an orderly way. You say that from the very nature of the wheat business such an organization is impossible. I say that it is just as possible to organize wheat as it is any other crop that is made in many states with a surplus over domestic consumption that must be exported to foreign markets. To say that wheat farmers lack the vision, the courage and the constructive ability to do what has been done by the producers of many other staple crops is to reflect on the intelligence of a very fine and able group of agricultural producers."

Marketing Costs Are Less.

"Your second objection to cooperative marketing is that it is excessively costly. If that is true the added cost must result from inefficient selling charges or from inefficient selling. I am sure that you believe that the cooperatives cannot operate as cheaply or sell as efficiently as the regular grain trading agencies. You have seen and believed the figures that are being circulated by the grain dealers. You have not had the opportunity to verify those figures and perhaps you are so certain that they are correct that you feel that any real inquiry into their truth and meaning would be time wasted."

"You have been told that the costs of cooperative marketing in Nebraska in 1922 was 13.7 cents per bushel, in Nebraska 17.1, in Colorado, 12.6, Oklahoma, 14.6, Kansas 12.6; and in Montana 12.2. These figures are almost correct. They differ very slightly from the final statement of the Association mentioned above. What of it? Does any one suppose that there is any magic in cooperation that will enable a pool to handle wheat without local elevator service, interest, insurance, taxes, inspection charges, terminal storage, and terminal marketing charges? These charges whether it goes through the old regular channels or through cooperative associations. These charges are not deduction from the local price at delivery points but from final prices at the terminal markets."

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"In this matter the farmers are not surrendering any of their rights and privileges to outsiders. They are trusting each other and they will have no one to blame but themselves."

Old System Has Failed.

"Your letter and all the dope put out by the grain dealers have but one purpose and that is to defend and if possible perpetuate the existing system of speculative handling of grain. It is the old system worth defending? Is it ever rendered any real service to the producers of staple crops in this country? If so well organized, so efficient, so wise from study and experience it should be able to show results beneficial not only to its own agents but to the farmers. What has the old speculative system of marketing done for American agriculture?"

"In 1922 it cost an average of \$1.23 cents a bushel to make the American wheat crop for which the farmers received an average of 93 cents a bushel, a net of 30 cents on each bushel of wheat sold or of \$250,000,000 on that one crop. A marketing system that can do no better than that certainly does not deserve to survive."

"During the past sixty years the farmers of the United States have lost title to more than forty per cent of the agricultural lands of the republic; have mortgaged what they still retain for almost \$10,000,000,000; have an outstanding unfunded debt of \$7,000,000,000; and according to the Secretary of Agriculture have an unprovided for depreciation account of more than \$6,000,000,000. This is the condition to which farmers have been brought by the dumping system of speculative marketing conducted for profit. It is just as bad a worse. It seems to me that the one big thing to get away from a marketing system that has destroyed all hope of agricultural prosperity."

I am,
Faithfully yours,
W. C. LANSDON

IT IS TOO MUCH TO LOSE

It cost wheat growers of the United States 400 million dollars in 1922 because they did not market their grain cooperatively, in the opinion of George E. Marcy, president of the Armour Grain Company and one of the greatest of grain marketing experts. He insists that if the grain farmers had possessed the right kind of cooperative marketing average they would have received an average of 40 cents a bushel than they got. And an important point Marcy makes is that this increased price to the producer would not have affected the price of bread to the consumer. Marcy ought to know what he is talking about, and his statement is even approximately correct. Wheat growers certainly cannot afford to let the other fellow handle the marketing of their grain products. Somebody, but not the farmer, got that 40 cents a bushel in 1922—Capper Farmer.

Do not lay this paper down until you have seen the Cooperative clip.

Five Years or Life?

"Your third objection has to do with the contract. You do not believe that it is wise for a farmer to agree to deliver his wheat for five years to an association that has no capital. Under existing marketing conditions the farmers are compelled to deliver their wheat for the balance of their lives to the organized grain trade that must pay dividends on invested capital, high overhead costs of operations, and big salaries to all sorts of local managers and others on the terminal markets. Why should a farmer need any capital in selling his products?"

"If a truck grower has a wagon load of water melons to sell he does not first organize a stock company and then before he sells them he has something to sell to himself or some one else. The real market for the farmers' wheat is the miller or the exporter. Why should any farmer first sell his wheat to himself before selling it to a miller. That, in effect, is what he does when he sells through a cooperative elevator for which must be paid a considerable cost to sell it to some one else or take the chance of heavy losses from the fluctuations of unstable markets."

"As the pool is a marketing agency rather than a holding concern it must have something to sell if it is to function at all. The only way it can be certain of having wheat to sell is to have contracts for the delivery of that wheat by its members. The commodity itself is all the capital needed for operations. The pool is nothing more than the same line of production; the contract is a simple business like agreement that a number of producers of the same kind of grain enter into with each other that for five years they will sell all their crops through their own agency and nowhere else. The contract assures the delivery of wheat and is the basis of credit for operations."

The Kansas Cooperative Wheat Marketing Association is not being formed by promoters for their own advantage but is a voluntary association of the wheat growers of this state are creating and through which they propose to merchandise their wheat in an orderly way just as other producers sell their finished products. It will be governed by a board of directors, twenty-five in all, and each director will be a wheat grower and a member of the Association."

"In this matter the farmers are not surrendering any of their rights and privileges to outsiders. They are trusting each other and they will have no one to blame but themselves."

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NAT'L AGRICULTURAL LEADERS COMING TO KANSAS

More Than A Dozen to Visit This State Week of April 4-10 A. B. Half 44,000,000 Bu. Wheat Pool

WITCHITA, Kan., April 3 — More than a dozen nationally known leaders of agriculture will come to Kansas during the week of April 14-19 for an extensive series of addresses on cooperative marketing in behalf of the 44,000,000 bushel wheat pool now being signed by the Kansas Cooperative Wheat Marketing Association, which was officially announced at headquarters of the big pool here last week.

These men include Former Governor Frank O. Lowden of Illinois, chairman of the National Wheat Growers Advisory Committee; Aaron Sapiro, nationally known cooperative marketing counsel and author of the standard contract being used by farmers' cooperative associations throughout the United States and Canada; Charles S. Barrett of Georgia, national president of the Farmers Union; Walton Petet of Chicago, secretary of the National Council of Cooperative Associations; J. C. Stone of Lexington, president of the Oklahoma Growers Association; Carl Williams of Oklahoma City, editor of the American Cotton Growers Exchange, the federation of the 12 cotton cooperatives of the South; C. O. Moser of Dallas, secretary of the American Cotton Growers Exchange; A. C. D. Sprague of Springfield, Mo., national secretary of the Farmers Union; Charles G. Henry of Little Rock, president of the Arkansas Cotton Growers Assn.; W. H. Settle of Indianapolis, president of the Indiana Farm Bureau; C. L. Stealey of Oklahoma City, manager of the Oklahoma Cotton Growers Assn.; W. L. Walker, Hollister, president of the Oklahoma Wheat Growers Assn.; John Manley, Enid, secretary of the Oklahoma Wheat Growers, and J. N. Kehoe, former congressman, banker and vice-president of the Burley Tobacco Growers.

The itineraries of these men as well as those of many of the leading agriculturists of Kansas, will be announced very shortly, it was announced.

The Kansas who will make speeches during the week of April 14-19 in the wheat pool include Governor J. M. Davis, who signed the first contract of the big wheat pool; Dean H. Umberger, head of the extension division, K. S. A. C., and a member of the big pool; W. C. Lansdon, Sumner, chairman of the big pool; John D. Noble, president of the Kansas Farmers Union; Ralph Snyder, Manhattan, president of the State Farm Bureau; W. P. Lambertson, Fairview, member of the state board of administration and of the big pool executive committee, and others.

DECLARES ATTEMPT IS BEING MADE TO SIDE TRACK REAL AIM OF BIG KANSAS WHEAT POOL

SEDGWICK, Kan., March 27—The real aim of cooperative marketing associations is not to get a better price for farm crops than some individual who may be fortunate enough to sell at the peak price, but that the one big aim of nearly 1,000,000 growers in America who are members of these gigantic pools is to control the bulk of their commodities, stabilize the price and raise the general price level. This was the declaration of R. Shanks, organization manager for the 44,000,000 bushel Kansas wheat pool in an address here last night before a meeting of Harvey County farmers who were invited to attend the annual meeting of the Sedgwick Association, said to be the largest local of the Kansas Wheat Growers in the state.

The speaker declared that the organized grain by unsound and unfair comparison of figures is making a desperate attempt to divert the minds of Kansas wheat growers from the real aim of the big wheat pool. "Sentiment," he continued, "grows throughout the entire state in favor of the big wheat pool plan. The grain trade would have the farmers believe that cooperative associations have failed to function for the growers because some individual farmers are unlucky during some particular year as the peak price, but they say nothing of the 75 to 80 per cent of the farmers who sell under the average price. It is the grain trade's attempt to perpetuate its control of the grain business in Kansas and keep the farmers in the old dumping system which has been so ruinous to the farmers and most profitable to the grain trade. Cooperative marketing associations aim beyond merely getting the highest price of the margin. They realize they must all or partly be raised to a point profitable for the growers."

Winter dairying is a profitable addition to wheat farming. Feed for the dairy cow can be raised as cheaply in Kansas as in any other state in the union.

One dead ear in a bushel of seed corn will do as much harm as an unfit sire in a purebred herd. The paddock tester is a practical method of finding the ears of law vita'y.

It Costs too Much to Sell

Marketing Charges on Our Food Stuffs Are Becoming Prohibitive—Farmer Now Operating on a One-Third Basis—Co-operative Commodity Marketing the Only Remedy (By B. F. Yoakum in The Nation's Business)

The importance of co-operative marketing and organized associations of consumers for direct dealing between producer and consumer, is a subject I have discussed with farm organizations, consumers and commercial bodies.

Response and willingness to formulate a plan to commercialize farming met with enthusiastic and hearty support from the farming element, but not from the commercial and banking interest. A few engaged in commerce and banking, gave cordial endorsement, but as a general rule business interests were cold and indifferent. They thought little, and cared less, concerning the forecasts which I then made regarding agriculture, which are now so generally in evidence.

I then foresaw that the margin of profit between the producers and consumers especially of food was being gobbled up through a marketing system, which has steadily become a greater burden upon both the producer and consumer.

At some expense and a lot of time I have undertaken to locate the principal cause of this big economic waste between the farm and the table. I had a careful investigation made of several of the largest centers of population. The information I acquired from this investigation and from other sources is interesting and is sufficiently accurate for us to approximate the real situation.

When I first began to investigate this subject the business and financial world were not ready to cooperate with the farmer. The situation is now different. No subject is receiving more attention than the farming industry, commencing with those at Washington down to the smallest community politician. Bankers, manufacturers and commercial interests generally are beginning to realize the importance of the relation between the farming industry to the general business and welfare of the country; but they have not as yet gone to the root of the real difficulties. They have not extended the kind of cooperative effort that is needed. I do not mean by this in monetary or credit way. I mean for readers of The Nation's Business to pursue for the greatest good would be whole-hearted cooperation with the farmers in their efforts to establish closer contact with consumers. Farmers, for the first time, are organizing in a permanent and substantial manner. They have seen all other industries grow and prosper, while theirs has gone down to a point of bankruptcy. They know that, unless their business can be made profitable and placed on a sound business basis, it is their lot to seek other vocations.

The farmers know the need of an equitable marketing system that will take them to the heart of the big consuming centers. They also know that all the big organizations—industrial and labor—have been protecting what they need for the protection of their respective interests through political power. Therefore, the farmers through their organizations are seeking political influence that will aid them in advancing the best interests of their business. I can't make my meaning any clearer than to state that the farmer is a genuine farmer of many years, and influential in one of the large farm organizations of the country whose membership consists only of real and practical farmers. He pays no dues, and I am proud to say they are going to be a great means in assisting the farmer in receiving equal rights, both industrially and politically."

When the business interests of the country realize that it is costing two dollars to distribute foodstuff, including cost, profits, commissions, etc., to each dollar paid the producer they will realize that it is of paramount importance to their business and the continuation of the country's prosperity that they throw their influence and force toward cooperative work with the farmer, that they may

carry on their business with a profit to themselves and under the same general rules that govern other industries. As financial heads and managers of great industrial enterprises, they must know that no business, big or little, can operate on one-third of the dollar others pay for their goods. It can't be done!

For the purpose of showing what a tremendous loss the farmer sustained in 1922 by this burdensome distribution cost, I will use for comparison the potato, a standard daily food that finds its way to every table.

Taking the financial results to farmers on potatoes as they should be distributed, I will use for comparison the potato, a standard daily food that finds its way to every table.

The average farm price for potatoes was fifty-six cents per bushel, or (using round figures) \$252,000,000

Estimating the consumer paid three and one-third cents per pound or two dollars per bushel of sixty pounds, the cost of these fifty-six cent potatoes to the consumer was \$302,000,000

Had the farmer received two-thirds of the price paid by the consumer he would have received \$801,000,000

A difference between the farm price as it was and what it should have been of \$349,000,000

New York is the third potato producing state of the Union. There are 193,195 farms in the state.

The 1922 crop report for the United States Department of Agriculture shows that the average price for potatoes received by the farmer was fifty-six cents per bushel. I wrote to the department inquiring what the consumer paid for these fifty-six cent potatoes. Officials replied they did not have the information and that "the ideal way to make this comparison is to take the farm price of certain shipments of potatoes and the price of same in the retailer's market." This I have done for two years, and the results of my investigation disclosed among other things that Long Island potatoes sold on the farm at sixty cent a bushel were sold at retail to the consumer in New York at the rate of three dollars for 10 cents, or two dollars per bushel. In this connection I find that this difference between farm price and retail prices prevails at all times, regardless of the prices paid to the farmers. To illustrate, if the farm price of potatoes is three dollars per barrel, the retail price to the consumer is five cents per pound, or nine dollars a barrel, 180 pounds.

I made similar studies on other articles of food besides potatoes, and in some cases these sold to the consumer at 300 per cent in excess of the prices paid to the farmers. All of these tests were made on foodstuffs grown within thirty to sixty miles of New York, the greatest center of food consumption in the world.

The wheat farmer has suffered tremendous loss. His wheat has cost thirty cents a bushel more to produce than he can sell it for, and dealers make large profits by selling bread to consumers.

From a survey made by the Bureau of Markets of New York City, under the direction of Mrs. Louis Reed Welzmillier, deputy commissioner, with a corps of 125 market inspectors, it was found that the tailers were making from thirty to fifty per cent profit on bread sold to consumers.

An inquiry affecting 8,500 bread bakers demonstrates another important fact, which I have asserted, which is that the profit made on a food article can be checked, and every charge between the farm and the consumer be made known so that all unnecessary costs, profits, commissions and expenses can be cut out. The best and quickest way for this to be accomplished is through producers' and consumer's co-operative organizations. One is the grower, the other the buyer.

Getting back to the political aspect arising from the long neglect of our farmers' interest by the government, the question as to whether or not organized labor will become an asset or liability to the farmer is debatable.

In a recent published touching upon this subject, former Vice-President Thomas R. Marshall, says:

(Continued on page 8)

NO TERMINAL ELEVATORS HAVE BEEN PURCHASED.

The report that the Kansas Wheat Growers Association has purchased a terminal elevator at Leavenworth for the purpose of turning it over to the Kansas Cooperative Wheat Marketing Association turns out to be without very much foundation in fact. An option that may result in a purchase in June has been taken by the Kansas Wheat Growers. This action was taken without any consultation with the Organization Committee of the Kansas Cooperative Wheat Marketing Association and does not bind the directors of that agency after it is incorporated.

Neither the Organization Committee of the Kansas Cooperative Wheat Marketing Association nor the Board of Directors of that Association after incorporation has any authority to spend the funds of the members for terminal handling agencies except as instructed so to do by a majority of the members. No such referendum can be taken until after the incorporation of the Association is completed.

The Kansas farmers who have signed the Marketing Contract of the Kansas Cooperative Wheat Marketing Association may rest assured that neither the Organization Committee nor the Board of Directors after incorporation will ever spend their money except as authorized by law and by a vote of the membership.

W. C. LANSDON, Chairman, Organization Committee, Kansas Cooperative Wheat Marketing Association.

SPECIAL NOTICE TO LOCAL SECRETARIES.

Your report on the referendum ballots sent you some weeks ago on the amendments to the constitution submitted at the state Convention at Emporia was due in this office April 1st.

Owing to the condition of the roads and the inclement weather and the fact that the Executive Board will not meet before April 10th we have decided to EXTEND THE TIME OF FILING YOUR REPORT UNTIL MIDNIGHT APRIL 9th.

Please see that your local takes action on these matters and have your report reach this office not later than April 9th in order that the vote may be canvassed at this Board meeting.

C. E. BRASTED, State Secretary.

The Kansas Union Farmer

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W. C. LANSDON, Associate Editor
DON C. ESTES, Director of Advertising

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

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.

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

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.

ADVERTISING RATES ON APPLICATION

THURSDAY, APRIL 3, 1924.

REDUCING MARKETING COSTS.

For more than twenty years the Farmers Union has been at work shortening the distance between the producers and the consumers of farm products. For all practical purposes it may be assumed that the mills and the export buyers are the consumers of American wheat as such. These two groups make up the market, in fact are the market and are the consumers of all the wheat grown in this country.

Is it possible for farmers' agencies to sell wheat directly to the millers and to the export buyers? Certainly not, except in small amounts, if each grower acts as his own sales agent. Very few farmers have either the volume or type of wheat that is wanted by the great mills and the buyers for foreign markets. This organized grain trade has provided the facilities for assembling wheat in volume, for mixing and conditioning such wheat to meet the requirements of the mills and the export trade. The farmers and the consumers have been taught this sort of service cannot be organized by the farmers themselves for the purpose of selling their own wheat to the big buyers.

There is no reason why the millers should not buy all their wheat from the cooperatives if the farmers can arrange for assembling and conditioning the grain. Millers would be very willing to give up their grain departments, now carried on at such heavy expense, if they could be sure of getting a sufficient supply of the kind of wheat they need. A farmers' pool with 44,000,000 bushels of wheat is in better position to fill the orders of mills and export traders than any private grain firm that exists in this country. With such a volume of wheat the cooperative can condition and store by grades, can guarantee quality and time of delivery. In short can make it easy for a miller to order a million bushels of wheat by telephone as it is for the millers wife to buy a dozen eggs from the grocery.

Cooperative wheat marketing does shorten the distance between the producers and the consumer. It is a thing that farmers can do for themselves without asking permission from any one. It is not a temporary but a permanent remedy. With sufficient volume under contract the cooperatives will make wheat farming a profitable business.

ANOTHER BUSTED ORGANIZATION

The National Wheat Council organized in Chicago last June by Governor Preus, Congressman Sidney Anderson and a number of representatives of the grain trade, the International Harvester Company and the railways has blown up and is being sued by its hired help for about \$7,000 of unpaid accounts. The Council proposed to relieve the wheat farmers by advocating the three fold program of acreage reduction, increased consumption and cooperative marketing.

The grain traders in the organization prevented any constructive work in the interest of cooperation. The consumers of wheat products with practical unanimity refuse to eat too much bread today in order that they might have the privilege of paying higher prices for less than enough tomorrow. The farmers in sections of the country adapted to diversified agriculture refused to reduce their acreage and the growers in the one crop section could not do so.

The National Wheat Council had no where to go except up. Anderson may take some credit for the increase in the tariff on wheat but that will not buy him many votes unless the price of wheat goes up. So far there has been a rather substantial decline in prices since President Coolidge issued his tariff proclamation. It is only fair to say, however, that new tariff does not become effective until early in April. That delay gives the mills a chance to stock up on high grade Canadian wheat and may be the reason for the decline in American prices.

Any how the Council is busted. It will be remembered as one more attempt to do something for the farmer without any real knowledge of either the farmer or his problems and conditions. Self help, not subsidy bought nostrums is what agriculture must have to be saved.

THE STABILIZATION BILL.

Congress is considering the McNary-Haugen bill which if enacted into law will provide for an export corporation to handle our surplus farm staples in this country. The measure will have hard sledding to get by this session. It cannot pass at all without the united support of the farmers and their organization and representatives.

It appears that the three great agricultural societies—the Farmers Union, The American Farm Bureau Federation and the Grange are for once acting together. Many of the marketing associations, however, are against the bill because they believe that it will destroy the existing commodity associations and prevent the organization of any more such agencies.

The Marketing Associations that are against the bill declare that inasmuch as it is confessedly only an emergency measure it should be so framed that it cannot interfere with the work that is planned to be a permanent solution of the marketing problem for farmers.

If cooperative marketing is essential as a part of a permanent, constructive policy it is good sense to encourage it. It is too bad that the men who framed the McNary-Haugen bill did not include in it a provision for its administration by cooperative agencies. If a wheat grower was required to belong to a cooperative wheat marketing association in order to get the benefits of the exporting organization the cooperators could then join in with the other farmers and make it unanimous.

The wheat marketing associations can hardly afford to join forces with their enemies the organized grain dealers of the country in fighting a measure the sole purpose of which is to make agriculture profitable. It would be much better for the cooperators to submit amendments for the removal of the provisions objectionable to them.

THE MILLS AND COOPERATION.

Many farmers cannot understand why all the big milling corporations should, as a rule, be in favor of cooperative marketing of wheat. Why not? The miller is just like every one else in this world in that he wants to do what is best for his own business. Under the old marketing system, so highly recommended by its operators and beneficiaries, each big mill must maintain a well organized and very expensive grain department. This department includes a central office, lines of country elevators, memberships on boards of trade and other very costly activities and agencies.

When cooperative marketing is well established the manager of a mill can buy his wheat in lots to suit his needs and of suitable grades directly from the agencies of the growers. Under the new system a mill can shop for wheat by telephone with the assurance that weights and grades will be right. Of course a miller is in favor of a system of wheat handling that will enable him to buy a million bushels of grain as easily, as quickly and as safely as he can now order a dozen eggs from a grocery store. Millers are smart and so of course they are in favor of cooperative marketing of wheat.

BARRETT AND THE GRABBERS

The thieves who have looted the people of Arkansas out of more than a hundred millions of dollars for roads that for the most part have been very poorly built or not built at all are very much put out because President Barrett has interfered with their most profitable and enjoyable pastime. They are sending him anonymous letters advising him to stay out of the state or take the consequences. Several news papers are publishing abusive articles in which they point out that Barrett is interfering with something that is not his business.

In the mean time President Barrett goes right ahead doing the best and the most that he can for the farmers of Arkansas. Convinced that construction of roads without graft in existing conditions is impossible he has persuaded President Coolidge to order, through the Department of Agriculture, that all federal aid for highway building shall be withdrawn from Arkansas. This is hard on the contractors, the lawyers and the engineers who have been amassing great riches at the cost of the farmers.

That the condition in Arkansas is even more serious than many supposed is proved by the following extracts from a paper published in that state:

"Last week approximately 500 small tracts of land, aggregating 20,000 acres, were sold at a Federal receivers sale at Morrilton, Ark., in order to satisfy tax assessments levied against the property for the construction of highways. The owners paid their state and county taxes but would not pay more road taxes. We do not know what percentage of the land was cultivated. It may be taken for granted however that most of it was useful for either cropping or grazing. Highways and other public improvements whose construction leads to the confiscation of farmers property are dubious 'benefits to a community.' They might justify themselves in the long run as by forcing owners to sell, in order to meet taxes, possibly more 'progressive' farmers may eventually use the land, but when improvements are introduced with characteristic American haste they are a kind of 'disease' that the people who respect property rights and fair play will try to control."

The benefit district system of road building has not been a success. It imposes an undue burden on the adjacent properties that frequently get little benefit from the highways. If we are to have cross state roads they should be built by the state. If we are to have interstate highways that is the place to use federal aid. The country wastes enough money every year on useless war preparations to pave a couple of roads each way across across the republic.

FORD IS A GOOD MERCHANT.

Whatever other faults men may find in Henry Ford all must admit that he knows how to sell his stuff. He knows to a penny the cost of a car; he knows exactly how much it will take to sell that car to a user. He puts his price on his products and agents must get neither more nor less than that price if they want to work for him.

Suppose Ford should abandon the system of selling that has worked so well for him and adopt that which has been used by the farmers ever since they began to produce commodities for the market. He would then ship a large number of cars to some given point, have them set up and invite prospective buyers in to look them over. If each buyer had the privilege of selecting the car that pleased him best and of paying for it at a price fixed by himself Ford would soon get rid of even the largest consignment of Lizzies without very much selling trouble or cost.

Under such a system of selling every one in the country who had any sort of hankering for that sort of a vehicle would soon have a Ford car of his own but in a short time Ford would not have any factory.

The merchandising system of selling products has made countless millionaires in this country. The dumping system of selling farm products has resulted in the bankruptcy of agriculture. Until farmers organize and act like other business men mortgages will continue to pile up and in due time all of them will be foreclosed.

AGRICULTURE AND PATRIOTISM.

The enormous development of industrialism in the United States during the past twenty-five years has not changed the fact that this country is primarily agricultural. National safety, the security and permanency of our free institutions are all dependent on a successful agriculture.

Farmers are not making any money. For sixty years there has been a steady decline in the prosperity of those who till the soil. For twenty-five years the average farmer has been encroaching on his capital. Each year the prices paid to farmers for their products have become increasingly confiscatory.

The growing mortgage debt on agricultural lands; the yearly increase in the unfunded obligations that agriculture must some time pay either from the profits of operating farms or further encroachments on capital; the enormous and wholly unprovided for depreciation accounts of our farmers; and the constantly growing percentage of tenancy all prove and emphasize the failure to make profits from farming operations. It is not the farmers alone who should be concerned with these conditions. The whole body of our citizenship should take thought of the necessity for establishing the prosperity of agriculture on an enduring basis. This, not for the sake of the farmers only but for the safety of the country.

THE FARMERS UNION BANK.

Union cooperative enterprises in Kansas need the bank which is soon to begin operations in Kansas City, Kansas. Every business organization, every Local Union, and every County Union in the state should be interested in this essential enterprise.

Every day of delay in securing stock subscriptions costs money and opportunity for service. All Union members who can spare the money will eventually become share holders and patrons of the bank. Why not hurry along just a little and help get started?

CAUSES OF AGRICULTURAL DISTRESS.

During the past four years various committees of congress have spent time and money investigating the causes of agricultural distress. The economists of our great colleges and universities have been busy with the same inquiry. Many financial and commercial organizations have spent large sums in trying to find out what is wrong with farming.

None of these inquiries, investigations and studies have done very much because they have overlooked the obvious fact that there is only one thing the matter with the farming business. It does not pay. It will never pay as long as the bulk of farm products are marketed by a system of commercial agencies operating only for the profit of the middlemen without concern for the producers.

The only thing that is wrong with agriculture is that on the whole farm products are sold below the cost of production. The only remedy is in the creation of new marketing agencies that will enable farmers to merchandise their crops, instead of dumping them.

SIDE TRACK COOPERATION.

Had the farmers been satisfied with local cooperative enterprises in the country and in the small towns they would never have had much opposition and none at all from the powerful interests that are now banded together to prevent the entrance of farmers organizations into the actual markets.

The local cooperative elevator does not in any way interfere with the business of grain dealers on the terminal markets. Wheat loaded through a cooperative elevator is delivered almost at once to the traders. The local cooperative elevator, in many instances, is a real help to the grain traders because it makes it unnecessary for them to invest in country handling facilities.

Cooperation will mean little to producers until agencies strong enough to act as price fixing factors are created. This cannot be done by side track operations but must come from national wide control of commodities by growers themselves.

To know things that are not so is about the most useless and dangerous sort of information obtainable but it seems to be the only kind that some folks ever get.

La Follette

Refused Permission

For the use of his name as a candidate for the republican nomination for the presidency in the North Dakota primary election but his admirers to the number of thirty or forty thousand pasted stickers on the ballots to express their preference for the Wisconsin senator. He ran second to Coolidge and considerably ahead of Hiram Johnson.

If Senator La Follette's name ever appears on a presidential ticket, no matter of which or what party, he will get a vote that will shock the politicians of this republic within an inch of their lives. Intellectually honest and without any knowledge of the meaning of fear Robert M. La Follette is the most striking personality in American public life. In all his career he has never compromised or apologized. The people like that sort of man.

Johnson

Took Third Money

In the North Dakota primary election. Had there been another candidate he would probably have finished fourth place. Than Hiram Johnson no other public man in this country squandered so large an amount of political opportunity and availability in the same time.

The progressive element of the republican party is all through with the California senator because he has made the right record in the senate.

In truth it is entirely fair to say that Johnson has made no record of achievement or of attempted achievement since he has been in congress. He has spent all his time running for the presidency and has again demonstrated that the men who nominate themselves for that high office never get it and never do anything else much worth while after they get that bee in their several and respective bonnets.

Underwood

Lost the Georgia Primary

By a majority so emphatic that a less sanguine and hopeful soul would be greatly discouraged. The south has little use for the type of democracy exemplified by the senators from Alabama. Underwood is a conservative and a protectionist and this is a bad year for that sort of a democrat.

If the untutored democracy has any thought of winning the coming presidential race it must enter a real progressive. Perhaps there is no such man in the party. If not Coolidge will be re-elected because the people who want that sort of president, and a very good sort it is, see no reason for making any change at this time.

Contributions

For Political Campaigns
For very large amounts are not usually made with party interests uppermost in the minds of the subscribers. The country has long since decided that it is not safe nor right to accept help in the campaign from men or corporations likely to be interested in legislation or administration.

During the last presidential contest each of the great parties announced that it would run its campaign on the small individual donations of the rank and file of the voters. The rule now seems to have been suspended right after the campaign closed and the respective committees filed their reports of receipts and disbursements.

Each of the great parties was deep in debt when the last election was over. It is currently reported that neither of them owes anything at this time. The deficits have been paid with money in large sums that have been given by great corporations. It seems that Sinclair made a very small contribution to the campaign funds of the republican party while the race was on. After it was all over he was reported to have kicked in with \$75,000 to help take care of the deficit.

The democrats wound up in 1920 with an even heavier debt than their rival organization. It is reported that they are now no deficit in the treasury of the untutored. Most of the debt has been paid from large contributions.

LOYALTY.

A member of the Farmers' Union writes us that some members in his section of the State are becoming lukewarm; slow about attending local meetings and careless about paying their dues. Even some of them are joining other farm organizations and deserting the old ship that has carried them through so many storms and trials.

There are but two reasons that we can think of that will cause a man to do such things, and they are both hard to say and still harder to believe. The Farmers' Union is built on principles that will live forever. The work it has done and is still doing for the farming class will go down in history. There is not a neighborhood in the United States that has not been benefitted by this organization.

There never has been, nor never will be, a farm organization that embraces the principles necessary to form a working power that will do big things like the Farmers' Union. If things like that will solve any problem of the farming class, why will our members become indifferent and disloyal to the organization?

We are sorry to say that there are men in this world that are permitted to live on among other men who never seem to be worth anything to the rest of mankind, but it is a fact, and rest of them may be among the farmers. If such there be, we are safe in saying that such men will never be worth anything to other farm organizations, and like the drones to the hive in honey times, are better out of the way. Again, there are men in this world that can not or will not

COMMENT ON WORLD'S NEWS FOR WEEK

tributions by great interests. Doheny is reported to have made a gift of \$150,000 to the democrat. Is the pot any brighter than the kettle?

Daugherty

May not be Guilty

Of any of the sins charged against him but the country has made up its mind that it can use a man who makes and keeps the sort of friends that surround the attorney general. A public man who is right can always protect himself from his enemies but needs to be very careful about his friendships.

The best rule for men in high places in the public service is to make neither friends nor money.

Pershing

Is a Great Soldier

And a mighty fine gentleman but he should read his Tibb. Was it Solomon who said, "Oh that mine enemy would write a book." Pershing is about to publish a book in which he proposes to tell the truth about the Great War and the operations of the American Expeditionary forces in France.

That the general's story will make "mighty interesting reading" is certain. It is also equally certain that it will stir up a lot of arguments and controversies that cannot contribute to calmness at this time. It is too soon by at least twenty-five years for any of the great figures of the War to write about it.

Gold Digging

On Forbidden Ground

Does not appear to pay in the long run. Zoe Wilkins separates an old man, a Jewish banker, from about half a million dollars. Her methods were old and the results obtained were substantial. Zoe had enough money to last her for the balance of her life but she was not able to hang on to it.

Zoe Wilkins is dead, probably murdered by men to whom she had given much money and much more than money. The Cunningham fortune has been squandered. The world has another illustration of the uselessness of wealth dishonestly acquired but cooks of both sexes will go on in the same old way world with end. Learning from the experience of others is something that we all do nothing else but.

Reform

Takes Many Shapes

In the course of a few decades. Only a short time ago the best minds of the country believed that primary elections would clean up corruption in public life. Now there is doubt. Many states have had the primary law for twenty years or more but there seems to be no improvement in the ability or fitness or the character of the men chosen for public office in that way.

The fault, however, is not with the primary law but must be charged to the voters who refuse to protect their own interests and serve the public and the several commonwealths and municipalities by doing their plain duty as citizens. Compulsory voting in a free country looks like a contradiction in terms but it is becoming more evident with each passing year that the people must be forced to attend to their own business at the polls.

Solomon

Is Generally Regarded

As the wisest old bird that ever flourished on this mundane sphere. Of course the fact that he undertook to support something like a thousand wives fairly conclusive evidence that his wisdom has been greatly exaggerated. Still he knew his way about and made many observations that are as true today as when he was embodying them in Proverbs and other historical writings.

Among other wise cracks by the ancient Hebrew king was the statement that, "There is nothing new under the sun." That saying rang new when it was first uttered. Scandals in government, even in the United States, are no new development caused by the war, the indifference of the electorate, or the increasing lack of public morality.

About the time Washington was being blackballed home from the presidency the country learned that a lot of members of congress and senators were involved in the Yazoo land frauds. Andrew Jackson was forced to devote a good part of his time during his eight years in the White House to an unrelenting fight against the corruption and power traders. United States Bank. Abraham Lincoln put in many heart breaking hours in conflict with the contractors and others who used the necessities of the republic in making dishonest fortunes. Grant was humiliated by the dishonesty of his private secretary, Babcock, by name, in connection with the Whiskey ring frauds and almost at the end of his term was all but disgraced when his secretary of war and long time personal friend, General W. B. Belknap, was exposed in a sordid business of selling post traders. The embalmers' scandal nearly destroyed the McKinley administration. Taft had his Ballinger who was another and a weaker Fall. Wilson's administration was tarnished by the thievery of the contractors who coined the necessities of the republic into colossal fortunes.

If Solomon was wrong which is doubtful, it is certain that dishonesty in high places is not something that is new under the sun.

Senator Reed

Notifies His Followers

That he will not attend the Springfield convention nor ask for a place on the Missouri delegation to New York. He also advises his supporters to forget their grievances and all get together. A most surprising man. Although well along in life he finally admits by his words if not by his acts that he can learn something. It is quite certain that Reed is too late with his pleas for harmony and united action. He has sown the seeds of hatred, division and dissension that will be producing the fruits of defeat long after he has passed to whatever reward or punishment awaits him in the other world. As a result of the Reed tactics Missouri will be a doubtful state politically for at least ten years. That may not be a bad thing. The worst thing that can happen to any state is long continued, unrestricted control by one political party.

Experts

Employed by the Treasury

Are no more infallible than other practitioners of the so-called exact sciences. It is not so very long since President Harding vetoed the Soldier Bonus Bill because treasury experts had told him that there would be a deficit of more than \$700,000,000 at the end of the fiscal year of 1923. There was a surplus of nearly \$400,000,000. The experts had made a trifling error. More than a billion dollars in their estimates and the soldiers were denied what was due them.

Now the same body of experts is at variance with equally accomplished fellow experts employed by certain committees of congress and the treasury say that the bonus bill now pending will entail an expense of more than \$4,000,000,000. The congressional figures declared that the total will not be more than \$2,000,000,000. And so there you are. Men who are presumed to know all things and learn nothing from the science are more than TWO BILLIONS OF DOLLARS apart on a simple arithmetical proposition. When doctors disagree, patients must take their own medicine.

Ghosts not Voted

Except under such rules and regulations as honest living may prescribe. The esteemed Kansas City Times which sometimes participates in politics is certain that men who have been dead for a generation are still voting in every election that is held in Kansas City.

What appears to be strange about this political activity of spirits from the other world is that they are all active on the side of wrong. Is it possible that only evil spirits can regress the great river and resume their earthly activities?

BE FAIR TO THE BOYS.

The usual spring argument about taking the boys out of school and putting them to work in the fields will soon begin in the farm home. The father is very busy. Plowing and planting must be done on time. It is hard to hire men that can be trusted with the machinery or the horses. Hired men mean more work—in the kitchen for the mother and the daughters. The school may not be interesting. The boys are dependable, like to be out of doors, and are proud to take a man's place and help with the work. That is the easy, lazy way of looking at it and the boy gives up his spring school term and becomes a rural child laborer. If that occurs two or three years in succession he has lost his chance for an education.

The stronger, better way is to sacrifice something of present comfort and expediency for the child's future welfare. By his work this spring or next spring the boy may save to the family two or three dollars a day for a few weeks but he does it at a very great loss to himself and probably to his people. He is giving up the bread that should be used to deepen, broaden, and refine his life. Besides that, if he does not get proper schooling and enough of it now, he will not be able to earn as much as he ought when he becomes a man. Then he, too, will feel that his children must give up their school education and spend their childhood days at some kind of labor. So the circle goes on from father to son. Keep the boy in school. That may be the way to bring the entire family to a finer plane of life.

Boys' and Girls' Club News

BOYS AND GIRLS MAKE READY FOR BIG HAYS ROUND-UP

More than 100 boys' and girls' club teams are in intense training this week for the Hays Round-Up scheduled for April 25-26. The first day will be devoted to judging work by teams representing the seventh and eighth districts. Six classes will be judged: Breeding sows or gilts, dairy cows, draft mares, beef bulls, beef cows, and fat barrows.

The second day of the contest will be devoted to explaining the results of experiments conducted during the year. Many breeders and feeders from all over the state attend the annual event.

BOY'S STEER SELLS FOR \$1.00 POUND

William Robert Wilson, Muncie Indiana was very successful in his club work last year. He had two calves in the calf club in his home county, Delaware, under the supervision of the Merchants National Bank. On his senior calf he won first at Muncie and fifth in his class at the International. On his other calf which was a Junior yearling he won first and Grand Champion steer in the calf club classes, and Grand Champion steer of the open show in the Indiana State Fair. At the International the same steer was first in his class and Grand Champion of the Junior show Robert won \$355.00 in premiums and watches during the year. In addition to this he won a fifty dollar educational trip taken with other state club champions this spring.

The steer Baron W. was sold at auction in Chicago for 24¢ cents per pound. He was bought by a local Muncie packer who came to Chicago to buy the calf. The prize animal was taken back home and headed a large parade in the streets of Muncie after which he was given to the Tuberculosis Association who resold him at auction for about \$1,000. After this he was slaughtered and sold by a local butcher for from \$1.00 to \$1.50 per pound.

Robert was twelve years old in January and has been in the calf club for three years. The first two years he was not very successful but with determined efforts he kept at it until success was his reward. He is vitally interested in Aberdeen Angus cattle and hopes to be one of the country's club breeders. He is interested in club work and boosts it in his own county. Recently he visited most of the public schools and told other boys and girls about club work.

Have you read the Cooperative clip?

\$400 FOR BABY BEEF CLUB OFFERED BY KAN. STATE FAIR
Kansas boys and girls conducting baby beef club demonstrations are offered \$400 in premiums by the Kansas State Fair. Special classes are arranged for Herefords and Short-horns. All others will compete in one class. One hundred dollars is offered for each class. Duplicate money will likely be offered by the Hereford and Shorthorn breed associations, according to M. H. Coe, state boys' club leader. Ten prizes are offered in each class ranging from \$25 for first prize to \$2 for tenth prize. For the three best calves from any county, prizes of \$40, \$30, \$20 and \$10 are offered for first, second, third and fourth places, respectively. "Calves will be judged upon individuality and the record of production," stated R. W. Morrish, state club leader. "Each member exhibiting will be required to furnish a record of gain, cost of gain, and his club story. This exhibit is not an exhibit of calves, but an education in beef production. No calf will be eligible to compete in this contest that is not on feed by April 1. Exhibitors must have been properly enrolled in club work and must have done satisfactory work as a club member."

Sounds too good to be true, almost! But boy and girl members of garden and strawberry clubs can cut down the family grocery bill very noticeably, have something to occupy their time and keep them out of mischief and greatly enjoy it, too.

LET'S BE BIRDS FOR A WHILE

(By H. S. Johnson, Dist. Club Agent)
Boys, during the past few weeks, as you have been on your way from school you have heard the fresh chirping of the birds that has just been turned up; frogs can be heard croaking and squeaking just as before a rain; over the hill a little way the dark is yelling "Gee!" "Haw!" "Whoa!" and you see the birds getting their heads together talking about what kind of nest they want and where they want to build it.

Absolutely fellows! And let's be birds for a while now and be getting our heads together with "Dad" and figuring with him about where our acre for club work will be. Get a good acre, because Dad wants you to be a winning club member and to belong to the "100 Bushel Club," or the "Bale to an Acre Club." Yes, get a good acre and make it better. Get an acre that is well drained and looks good to start on but if there is a good spot next to it that has grown up in plum or persimmon bushes, show "Dad" that you mean business and get your axe every afternoon and cut that out. Or if a little ditching will help it a whole lot get a shovel and dig it.

Make arrangements right now to use the wagon on Saturday when you will not be in school and haul all of the manure you can get out of the barn, then scrape up the barn yard and spread that on your land. Haul all of it that you can find and keep hauling every Saturday. This will be fine for cotton, corn, potatoes, peas, pine, orchards, or any other crop you

may intend having as your club work. As was mentioned above now is the time to be getting our heads together for some figuring on actual work and business for the year. By figuring and working hard now, then next fall there will be a display of birds again, for the fellow who plans well and works hard is going to fly and soar away above all other club members.

Pool News

"THE FARMER WHO WOULDN'T POOL"

(With apologies to "Old Uncle Ned.") There was an old farmer and his name was Uncle Dave.

He retired long ago long ago; He wouldn't join the union for he couldn't be a slave.

Now he's gone where all paupers go. Chorus
He threw down the old rusty hoe; Nothing could soften the blow; No more farming for poor old Dave, He's gone where all paupers go.

He called his brother farmers a "bunch of silly fools." "Darned if they could tell him what to do."

He wouldn't sign a contract or deliver to the pools, For his neighbors he didn't care a sou.

Chorus
He boasted of his freedom to sell where he pleased.

He always got along in his weighty He cursed his God and country each time he was squeezed, But he went blindly on to his fate.

Chorus
The banker got his cattle, the mortgage got his farm, But still he would shout "I am free."

They took him to the almshouse to keep him from harm, He is happy as a pauper can be. A. M. Kinney.

WHEAT POOL FOR US.

Johnson County Organized for the Drive.

About the Kansas Co-operative Wheat Marketing Association. On Friday, February 29, the manager of the 10th District called officers of the Farmers Bureau and Union and Grange to confer with them.

A committee of sixty from these organizations were selected and a public meeting arranged for and held on March 12, at 2 p. m., in the G. R. Hall, Olathe. A goodly crowd was present.

District Manager Mr. Swanson was present and made a talk explaining the benefits of wheat pooling, and cooperative marketing. He stated that an intensive drive is to be put on in Kansas to get the quota (which is 44,000,000 bushels) by May 24, and that Johnson county should be organized to put this over.

A board of directors consisting of nine men were elected as follows: M. D. Bartlett, president; W. D. Lorimer, vice president; J. C. Duguid, secretary. Directors: Bert Alward, Gardiner, Kan.; Fred Lorimer, Olathe, Kan.; S. B. Haskin, Olathe, Kan.; Fred Gordon, DeSoto, Kan.; Woodson McCoy, Wilder, Kan.; Ted Schermerhorn, Olathe. A Committee of three from each township is to be appointed.

Mr. N. J. Kaiser, of Paola, here Saturday, a member of the State Wheat Pool Board, will stay here until the quota is filled from Johnson County.—Olathe Mirror.

Find the Cooperative clip. Read it. Study it. Co-operate a reason.

"AGRICULTURAL ECONOMICS"

An Editorial from the Kingman Journal, March 21.

Co-operative marketing of Kansas wheat can be expected to increase farmers' profits by making savings as a result of preventing duplicate freight hauls, securing more economical financing of the marketing processes, preventing glut of the market on particular days, better knowledge of the needs of the market and producing the quality and quantity and quantity needed, and thus encouraging improved production. These advantages will be secured under efficient management, an adequate volume of business and observance of the other things which are essential for success in cooperative marketing.

Brothers, when you find an idea or article that seems especially good and true to you: in our paper: please hand it to some neighbor: or cut it out and hand to the editor of your local paper. Every little helps.

It Costs Too Much to Sell

(continued from page 1)

"The farmer seems to think that the farm-labor combination is of benefit to him; the labor side is easy to understand; if the laborer has to pay more for farm products, he will have to have more pay—and he very probably will get more. The condition of the farmer is anything but funny; the thought however, that the farmer should hook himself up in a political combination with the fellow who has been responsible for his condition, is to me amusing."

The farm-labor proposition analyzed presents some questions that may be regarded as fundamental. As I have said, there are approximately thirty-four million farm population cultivating six and one-half million farms, who have the job of feeding

the other seventy-six million people, forty million of whom are workers. As far back as 1911, before the southwestern growers, I said:

The two classes who will receive the greatest benefit through cooperation between themselves are those who produce the food and those who consume it. The closer relations are established between the two, the better it will be for both.

Therefore, may it not become advantages to the farmer to utilize industrial labor, who may in addition to being large consumers, be helpful to the farmer through their political strength and influence? Unquestionably, the farmer would be better off from a business standpoint by avoiding entangling political alliances. They have been "chestnut pullers" for others long enough.

A business which produces enormous new wealth annually is a business which, when concretely organized, can stand alone without amalgamation with other interests, except where it is made to its interests and under its own terms. The farm value of last year's crop in the United States was \$7,500,000,000, deducting the value of animal products, cotton and tobacco. Therefore, as the farmer receives only one-third of what the consumer pays, as established by the highest authorities and common knowledge, a simple sum in arithmetic tells us that the consumer pays \$22,500,000,000 for the \$7,500,000,000 crop, distribution costing the enormous sum of \$15,000,000,000 and \$7,500,000,000 going to the distributor.

For instance, in New York City 20,000 concerns are selling foodstuffs of all kinds to 6,000,000 people. On the basis of five to a family, 400,000 food-dealer population in New York are supported through distribution, not to mention the army of employees, office help, clerks, delivery people and others—or one food-dealer population to every fifteen of city population.

Hartford, with a population of 128,000, has 1,000 food dealers, or 5,000 food-dealer population, which means one food-dealer population, exclusive of employees, to every twenty-eight of city population.

In Trenton, a total population of 128,000 has 700 food dealers, or 3,500 food-dealer population, which means one food-dealer population, exclusive of employees, to every thirty-three of city population.

Boston, with a population of 760,000, has 4,000 food dealers, or 20,000 food-dealer population, which means

one food-dealer population, exclusive of employees, to every thirty-eight of city population.

Dallas, with a population of 165,000, is served by approximately 3,500 food population, which means one food dealer population, exclusive of employees, to every thirty-two of city population.

There are 6,500,000 families on farms, and estimating five to the family gives approximately 32,500,000 farm population. Taking as a basis the figures shown by my investigation, there are about 3,793,000 food dealers engaged in selling foodstuffs of every kind produced by the 32,500,000 farm population. Using the same ratio as for farm population, five to the family, there are about 19,000,000 food-dealer population. That is, there is one food-dealer population to each one and three-fourths of farm population. Or, to put another way, there is one food-dealer population for every four and one-half families.

At the same time I can see how those engaged in a losing business may be influenced to join with labor which promises to find ways and means through which the agricultural system can be inaugurated under which producers can market their products and retain for themselves sufficient to pay all expenses, taxes, interest, etc., with a fair surplus.

In asking for a more efficient marketing system, the fact should not be overlooked that the agricultural industry does not seek to impose in any way new tax burden upon the public nor conditions that will in any manner disturb the business of the country. They only want what rightfully belongs to them, and every business interest such a policy.

The next big thing of national importance in connection with the farm problem is to push cooperative consumers' associations in large consuming centers. With family food constantly increasing and the farm problem of the producer and the consumer, which all interests should interest themselves in the most earnest manner to correct.

Producers and consumers' co-operative associations will become national wide and will exert an influence which will carry power sufficiently strong to force the recognition that they deserve, eliminating the enormous burden that the farmers and consumers are compelled to carry.

A Sound Investment

Invest your funds in the Capital Stock of the

Farmers Union State Bank

of Kansas City, Kansas

TWO HUNDRED DOLLARS PER SHARE

Avoid unnecessary expense of stock solicitors by Mailing us your subscription

Farmers Union State Bank

106 New England Building
Kansas City, Missouri

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 made as safe as gold.

Government Bond OFFICERS AND DIRECTORS

Fred H. Quincy, Pres.; Guy T. Helvering, Vice-Pres.; T. W. Roach, Vice-Pres.; W. T. Welch, Vice-Pres.; E. E. Gemmill, Cashier; B. F. Ludes, Assistant Cashier; E. E. Sudendorf and E. P. Cravens

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.

Watson's Best Berries are just what the

Brand Indicates—They Are the

BEST

WATSON WHOLESALE GROCERY
SALINA, KANSAS

PRICE LIST OF LOCAL SUPPLIES

Application cards.....20 or 5c
Credentialed blanks.....10 for 5c
Dimit blanks.....15 for 10c
Ode cards.....12 for 20c
Constitutions.....25c
Local Sec'y's Receipts.....25c
Secretary's Minutes.....25c
Farmers' Union Buttons.....25c
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor

WHITE

C. E. BRASTED, Box 51, Salina, Kansas

for above supplies. He is the only one you can get them from.

KANSAS UNION FARMER WEEKLY EXCHANGE

of members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 5 cents a word per line; four or more insertions 4 cents a word. "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.
FARM WANTED FROM OWNER: Write immediately, Raymond Smith, Maplewood, Mo.

SALESMEN WANTED

WE PAY \$200 MONTHLY. Earn cash and expenses to introduce our guaranteed poultry and stock powders. RIGLER COMPANY, 3073 Springfield, Ill. 38

FEMALE HELP WANTED.

WOMEN—GIRLS—WANTED. LEARN to make hats at home. Many spring openings. \$25 week. Learn while earning. Sample lessons free. Write immediately. Kinkaid Institute, Dept. J 590, Rochester, N. Y.

BABY CHICKS.

QUALITY CHICKS—UP TO 12 KINDS. Guaranteed delivery. Valuable chick information FREE. Quality Poultry Farms, Box 215 B, Windsor, Mo. 37

BABY CHICKS FROM HEAVY LAYERS. The laying kind are the paying kind. Rocks, Reds, Orpingtons, Leghorns, Anconas, Brahmas, Wyandottes and Lancers. Prices reasonable. Postpaid: 100 per delivery guaranteed. Circular free. PORTER CHICK CO., Dept. D, Windsor, Kansas.

PUREBRED CHICKS 15 VARIETIES. BEST laying strains. Lowest prices, free catalog. BOOTH FARMS, Box 574, Clinton, Mo.

HATCHING EGGS

BUFF ROCK EGGS FIRST MORRIS. County show—\$3.00 per 100. Mrs. Hedgcock, Route 1, Council Grove, Kan. 37

PURE WHITE EGGS \$4.00 per 100. John Hoover, Greenleaf, Kansas. 35

CHOICE SINGLE COMB DARK BROWN. Leghorns, heavy layers, hundred \$4.00 prepaid. Herman Kaler, Phillipsburg, Kansas. 37

PURE STRAIN S. C. BUFF LEGHORNS. Wyandottes, heavy layers, postpaid, \$5.00; 250—\$40.00. Mrs. James Dignan, Kelly, Kansas. 38

BARRED PLYMOUTH ROCKS: Purebred, farm raised, egg tested, stock. Eggs 5c each, postpaid. Mrs. Will Becker, Solomon, Kansas. 37

PURE BRED SINGLE COMB BROWN. Leghorns, prize winners, heavy layers, \$5.00 per 100, prepaid. John O'Connell, Logan, Kansas. 38

FOR SALE—WHITE WYANDOTTE EGGS. Martin Strain direct, bred to lay, guaranteed fertility, fifteen, \$125; hundred, \$8.00. Homer Fleury, Concordia, Kan. 35

PURE BRED BUFF ORPINGTON EGGS. 15 eggs \$1.00; 100 eggs, \$5.00. Ralph Chapman, Hackney, Kansas. 34

PURE BRED BUFF ORPINGTON EGGS. \$5.00 per 100. Arthur Anderson, Vilets, Kansas. 35

IMPERIAL RINGLET BARRED ROCK EGGS. Pure stock \$3.00 per setting; range \$5.00 per 100. Clara Phillips, Carleton, Kansas. 34

PURE BRED BUFF ORPINGTON EGGS. fifteen, \$75; hundred, \$4.00 at farm. Mrs. E. E. Bowers, Route 2, Belleville, Mo. 34

BUFF ORPINGTON EGGS. FLOCK called by Poultry Association, W. H. Chapman, Arkansas City, Kansas. Rte. 5, 34

POULTRY

"ARISTOCRAT'S HOLTERMAN'S BEAD." TITUL, dark barred cockerels, egg strain. F. F. Wood, Wamego, Kan. 38

STOCK

FOR THE BEST HOLSTEIN OR GUERNSEY grade dairy calves, write EDGEWOOD FARMS, Whitewater, Wis. 42

FOR SALE—EITHER OF MY ANXIETY 4th Herford herd bulls. Choice females and young bulls. W. P. Schneidewind, Route 2, Quenemo, Kansas. 38

TOBACCO FOR SALE

YOU ARE READING this classified advertisement. Which is just what thousands of other folks are doing. It's a great way to carry your wants to sell something, buy or exchange. Only four cents per word if it runs 4 or more times to tell the story and certain to bring returns. If you try it you'll be sure of it.

PLANTS FOR SALE.

FROST-PROOF cabbage and onion plants ready for shipment; one hundred-fifty acres strong, well-rooted plants grown in open field at Texarkana; fifty plants to bundle, labeled separately with variety name; dump money to roots. Cabbage, artichoke, Jerusalem artichoke, Charleston Wakefield, Succession, Copenhagen Market, Early and Late Flat Dutch; Parcel post \$100. 100; 400; 800 \$1.00; 500 \$1.25; 1,000 \$2.00; 5,000 \$9.00; Express collect \$5.00; \$2.00; 10,000 \$2.00; Ontario; Crystal Wax; Yellow Bermuda; Parcel Post prepaid, 100 30c; 500 50c; 1,000 \$1.00; 5,000 \$5.00; 10,000 \$10.00. Full count, prompt shipment, safe arrival; satisfaction guaranteed. UNION PLANT COMPANY, Texarkana, Arkansas. 37

FARMERS CLASSIFIED AD

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.

KANSAS CITY HAY MARKET.

Total receipts of hay this week were 406 cars—140 cars of Prairie, 234 cars of Alfalfa, 27 cars of Timothy, 3 cars of Clover and 2 cars of Straw. Receipts last week were 482 cars and a year ago 615 cars.

The market is strong on all upper grades of hay, as receipts are light, due to bad roads. We see no prospect of a decline for several days and would advise shipping at this time if it is possible to load. Prairie hay is quoted generally fifty cents up this week; Alfalfa is unchanged to one dollar up. Other prices are unchanged.

Nominal Quotations Mar. 28, 1924.

Prairie:
No. 1—\$15.00-16.00.
No. 2—\$13.00-14.50.
No. 3—\$9.00-15.00.
Alfalfa:
Sel. Dairy—\$28.00-30.00.
Choice—\$26.00-27.50.
No. 1—\$25.00-26.00.
Standard—\$20.50-24.50.
No. 2—\$16.00-20.00.
No. 3—\$11.00-15.50.
Timothy:
No. 1—\$19.50-20.00.
Standard—\$18.00-19.00.
No. 2—\$16.50-17.00.
No. 3—\$13.00-16.00.
Clover Mixed:
Light—\$18.50-19.50.
No. 1—\$16.50-18.00.
No. 2—\$12.50-16.00.
Clover:
No. 1—\$18.00-20.00.
No. 2—\$12.00-17.50.
Straw—\$6.00-7.00.

FARMERS UNION JOBBING ASS'N

RESOLUTIONS OF SYMPATHY

Whereas, it has pleased Almighty God, to remove from our midst, our worthy brother and friend, James McNamara, therefore,

Be It Resolved: That we the members of Harrison Local 1106, extend to the children of the deceased, our sincere sympathy and furthermore: Be It Resolved: That a copy of these resolutions be printed in the Soldier Slipper, one in the Kansas Union Farmer, and a copy be mailed to our sister, Miss Marie McNamara.

S. M. Blair,
W. C. Holliday,
Helen C. Mallam.

Committee.

RESOLUTION OF SYMPATHY

Whereas God in His infinite wisdom has taken from us our brother C. R. Down:

Therefore Be It Resolved: that this Local has lost one of its progressive members, the community one of its respected citizens, the wife a faithful and loving help-mate.

Be It Further Resolved: Hayes Local extend to the bereaved wife and family their heartfelt sympathies; and

Be It Further Resolved: That a copy of these resolutions be sent to the bereaved wife and family, a copy to the Farmers Union and a copy be placed on the minutes of this local.

Mrs. Everett Alquist,
Mrs. Arvid Nelson,
Mrs. Robt. Williams.

IN MEMORY OF MRS. PEARL NORRICK SHELLHORN

By the infinite power and wisdom of God, our sister has been called to that City Eternal in the Heavens.

With reverence, we pay a loving tribute to her, who has gone before, and share with the bereaved their sorrow.

We are deeply grieved that our circle has again been broken and we pause to mourn the departure of our loved one.

Our dear sister now has left us Softly Jesus called her home; To that land of bliss above Where angels are whispering come.

We will not forget our sister Though we are left in sadness here, Memory of her good example Always will our pathway cheer.

Christ will comfort us in this sorrow Though loved ones here must part; He, who has wounded us so, Still can heal our aching hearts.

Dearest Pearl we must lay thee in the peaceful graves embrace But thy memory will be cherished 'Till we see thy heavenly face.

T. H. Roberts,
L. J. Heaton,
Committee from Barney Local No. 869.

CURED HER RHEUMATISM

Knowing from terrible experience the suffering caused by rheumatism, Mrs. J. E. Hurst, who lives at 204 Davis Avenue, B. G. Bloomington, Ill. is so thankful at having cured herself that out of pure gratitude she is anxious to tell all other sufferers just how to get rid of their torture by a simple way at home. Mrs. Hurst has nothing to sell. She has only her own name and address, and she will gladly send you this valuable information entirely free. Write her at once before you forget.

Write her at once before you forget.

Write her at once before you forget.

Write her at once before you forget.

Department of Practical Co-Operation

UNION MEETING NOTICES

Notices of Farmers' Union meetings will be printed under this head without charge. Secretaries should send in their copy at least two weeks before the date of the meeting.

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.

UNION LOCAL NO. 273.
Regular meetings on second and fourth Thursday each month.
Charles Crossard, Sec.

SILVERDALE LOCAL NO. 2051.
Silverdale Local No. 2051 meets every second and fourth Wednesday in the month at the Silverdale School House.
J. F. 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, Sec'y-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.

CARLETON 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. Schoenhofner, Sec.

PLEASANT VALLEY LOCAL.
Pleasant Valley Local Union No. 1309 meets every first and third Wednesday evening of each month.
E. J. Kissinger, Pres.
W. T. Flinn, Sec.-Treas.

NEOSHA COUNTY QUARTERLY MEETINGS.
The regular quarterly meetings of the Neosha 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. G. Flork, Sec.

AT CLEMENTS APRIL 12th.
The Chas. County Farmers Union will hold their regular quarterly meeting at Clements, Kansas on Saturday, April 12th. This will be an all day meeting and there will be a big basket dinner at noon. Pres. John Tromble of the State Farmers Union and Manager E. E. Woodman of the Live Stock Commission will be with us on that day to deliver addresses. It is earnestly hoped that all members will turn out for this event.
M. W. Greene, Co. 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 night.
Clyde B. Wells, 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.

HONOR ROLL

The following secretaries of Farmers Union Locals have reported to the state office every member on their rolls paid up in full for the year 1924.

Bellview — 2042—John T. Anderson, Sec. 52 paid for 1924 — 100 per cent.
Burns — 948 — Roy Hunter, Ellsworth sec. 24 members paid for 1924 — 100 per cent.
Athelstone Central — 1171 — Ralph Heikes, Wakefield, Sec. — 12 members paid for 1924 — 100 per cent.
Summit — 174 — Mrs. Alice Ames, Madison, Sec. — 30 paid for 1924 — 100 per cent.

Pleasant Valley — 1804 — Frank R. Erbert, Ellis, Sec. — 18 paid for 1924 — 100 per cent.

Fairdale — 927 — Carl W. Mayer, Brewster, Sec. 13 members paid for 1924 — 100 per cent.

Rydal — 768 — G. S. Duncan, Belleville, Sec. 22 members paid for 1924 — 100 per cent.

Prairie College — 1227 — I. P. Bruening, Robinson, Sec. 23 members paid for 1924 — 100 per cent.

Catherine — 884 — Wm. R. Staab, Sec. 7 members paid for 1924 — 100 per cent.

Hays — 1130 Mrs. Everett Alquist, Sec. — 76 members paid for 1924 — 100 per cent.

Sylvan Grove — 1555 — J. A. Reichard, Minneapolis, Sec. 11 members paid for 1924 — 100 per cent.

Point Lookout, 1072, Jno. Hoffines, Esbom — all members paid for 1924 — 100 per cent.

Neutral, 303, John Costello, McClure — 11 paid for 1924 — 100 per cent.

Independence, 1419 — Hugh Winslow, Sec. — 100 per cent.

Walnut Grove — 1308 — Robert J. Liberty, 925 — Ed. Mog, Sec. — 42 members paid for 1924 — 100 per cent.

Twelve Mile, 2002 — R. L. Pearce, Sec. — 12 paid for 1924 — 100 per cent.

Walnut Grove — 1308 — Robert J. Liberty, 925 — Ed. Mog, Sec. — 42 members paid for 1924 — 100 per cent.

Meyer, Girard, Secretary—100%.

Victor—1516—W. G. Harris, Burrton, Secretary, 5 members—100%.

New Hope—1884—S. Tibble, Cedar Point, Secretary, 8 members—100%.

Gen.—1689—G. E. Weir, Pittsburg, Secretary, 10 members—100%.

Survey—34—Grant Bliss, Woodston, Secretary, 9 members—100%.

Star—831—Willis J. Billings, Linn, Secretary, 6 members, 100%.

Clay Center, Sec.—36 members, 100%.

Coim.—1657—S. M. Beason, Orion, Secretary—7 members, 100%.

Bushong — 579 — H. C. Harder, Dunlap, Secretary, 10 members, 100%.

Hunt — 1107 — J. L. Kongs, Corning, Secretary — 19 members 100%.

Santa Fe—1717—Marion Johnson, Secretary, Lyons, Thirteen members — 100 per cent.

No. 5—761—Clarence W. Smith, secretary, Phillipsburg, six members — 100 per cent.

1805—Maple Grove—Howard Timbema, secretary, Hepler, Five members, 100 per cent.

1935—Kaw Valley — Jerome Van Hole, secretary, Belvue, 10 members, 100 per cent.

1669—Highland—Roy L. Lee, secretary, Paola, 80 male members, 5 female members, 100 per cent.

1684—Prosper, Martin Rohe, Jr., Secretary, 29 members, 100 per cent.

Find the Co-operative clip. Read it; Study it; There's a reason.

POTTAWATOMIE COUNTY MEETING POSTPONED.

On account of the condition of the roads the first quarterly meeting of the Farmers Union of Pottawatomie County has been postponed until Thursday, April 17. All delegates are requested to be present. We will hold an open meeting after 3 p. m. and all tax payers in the county are invited to attend this session.

T. P. Heptig, Co. Sec.

OSAGE COUNTY MEETING APRIL 10th.

"The Osage County meeting has been twice postponed, but will be held on Thursday evening, April 10th, if the weather permits. Everybody try to be there early so that we can start the meeting promptly. The place is the new Community hall in the northeast part of Overbrook.

Roscoe, E. Hey, Secy.

NOTICE OF QUARTERLY MEETING.

The first quarterly meeting of the Phillips Co. F. E. & C. U. of A. No. 27 will be held at Logan, Kans., Saturday, April 12, commencing at 10 o'clock. Our State Lecturer or some other representative of the Kansas Co-op. Wheat Marketing Ass'n will lecture in the afternoon on the Wheat Pool. Every Local is urged to send full delegation.

J. P. Johnson, Co. Sec.-Treas.

TREGO COUNTY MEETING

Trego County Farmers Union No. 34 will meet in regular session on Saturday, April 12th commencing at 2 o'clock, at Wakeeney, Kansas. All locals are requested to take due notice hereof and send a full delegation.

W. J. Beardwell, Pres.

PROSPECT LOCAL NO. 1684 GROWING.

We have 21 members who are paid in full for 1924 and 18 lady members. At our next meeting we will initiate two more. We hold our regular meetings on the first and fourth Thursdays of each month.

West Davault, Pres.
Martin Rohe, Jr., Sec.-Treas.

EXCELSIOR LOCAL NO. 388.

Our local holds its meetings on the first and third Wednesday nights of each month. To say that we have good times is expressing the matter mildly as we have no slackers in our local and our committees are all wide awake which adds to the interest of our meetings.

We have been having refreshments each meeting night and usually a debate or some sort of a program. At times the general discussion of topics becomes quite lively and is as much enjoyed as a program.

At our last meeting there were about eighty present including some visitors from other locals who are all welcome. Plenty of oysters and trimmings were served and everyone seemed to enjoy themselves to the fullest extent.

Mrs. Will Reischick, Sec.-Treas.

Have you read the Cooperative clip?

INTERESTING LETTER FROM PRAIRIE HILL LOCAL

Since we find it interesting to hear what other locals are doing, we feel that what we are doing may prove of interest to others. As a whole the past years' activities of Prairie Hill Local No. 1944 must be considered quite successful.

Perhaps the most important work of the year was encouraging and conducting a Boys' Corn Club.

Our neighborhood is fortunate in having, in our midst, a successful and experienced breeder of corn, Mr. Clough. He uses the detasselling method and has had very good results in improving varieties, both as to type and yield.

Although not a member of our Local, at one of our meetings he started the club idea by offering a prize of \$3 for the best twenty-five ears of bred corn, (or detasseled corn.) A similar amount was offered by Mr. G. W. Starkey, and all the boys of the community were signed up to compete for the prizes and the men signed up to back and encourage the club.

Do not lay this paper down until you have seen the Cooperative clip.

club.

Mr. Clough gave talks and demonstrations on his method of improving corn. When fall came the samples were displayed on "Corn Club Night" and the County Agent, Mr. J. A. Hendricks acted as judge. The prizes were awarded—First to Tedrow Starkey and Second to Eugene Klotz. One of the prize winners used a novel method in his work. Being too small to reach the tassels to cut them off, he had his younger brother help him. They both rode one horse down the row and as his brother guided the horse, Eugene cut off the tassels.

Much interest was shown in the corn judging and some good lessons were learned in selecting corn, thanks to our County Agent. This interest was the basis of plans being made for another contest for this year, with men and boys both participating and we hope to make the prizes larger.

At our Local meetings we have used the open discussion method this year, rather than debate as was formerly our custom, letting everyone talk as they felt instead of for the side on which they were chosen. Having several among us of the old school type, who can get up and make an interesting talk on almost any subject, our discussions have been lively. Much credit is due in this respect to Mr. Wm. McCabe, a regular visiting member, and also our teacher, Mr. Lester Swanson. Our Local appreciates the help and support of both these men. Some of the most successful topics discussed were:

The Ku Klux Klan
Henry Ford for President
The County School Board Plan
A Uniform County School Tax.

The next week after our discussion of Ford for President, in which sentiment here turned out to be Anti-Ford the Ford brand seemed to blow up and he declared he was not a candidate.

The Melton tax reduction plan proved too deep for many to want to talk on. We have used Current Events several times as our discussion material when other subjects are hard to find as it is always new. Any one discussing any news of the day that happens to interest him.

Each night at our Local meetings we have refreshments, sometimes light and sometimes not. Through the summer we had several ice cream suppers, with the cream provided in different ways, sometimes one or two would make it and the rest help expenses, sometimes the Union furnished the ice and each family brought cream ready to freeze and the men froze it after we arrived at the school house. Through the winter we bring coffee ready made from home and keep it hot on the heater until lunch time when it is served with cake, or cookies, or pie, or candied apples, whatever the refreshment committee tells us to bring. Sometimes we have only popcorn or fresh fruits.

An interesting meeting held quite recently was a Spelling Bee in which the losing side paid for the oyster supper which was served the same evening. If some of the rest of you

try this I hope you will be as successful as we were at getting everyone in the house to spell, and they all "did themselves proud" and seemed to enjoy it—the oysters were good.

On February 23rd we had a Washington program and used Washington as our subject for general discussion.

Mr. Lester Swanson gave us a very able talk that night, which showed much study and research. Our lunch was coffee and cake with peaches and cream.

Although our Local is not yet entitled to go on the State Honor Roll, we only lack two and we hope to have them paid up soon.

We are building for a successful year for 1924.

E. B. D.

LOCAL NO. 1761.

Farmers Union Local No. 1761 held their regular meeting at West Mineral on March 1st with a fair attendance.

Our volume of business the past year was not as large as in other years due to failure of crops in this section, but we are very well pleased when every thing is taken into consideration. We bought and sold 160,000 bushels of wheat, several cars of corn and oats besides other feeds.

After the regular business of the meeting was transacted we listened to a very able address on the good of the order by J. H. Miller. We also passed the following resolution:

Resolved, That we the members of Local No. 1761 endorse the action of the officers of the State Union on the road proposition, opposing the issue of bonds for the building of roads.

Joel Spriggs, Co. Sec.

ILLINOIS LOCAL ADOPTS RESOLUTIONS

Illinois Local No. 794 of the F. E. & C. U. of A. adopted the following resolutions:

Whereas after duly considering the four bills pending before the Senate Agricultural Committee to help the farmer out of his present state of almost bankruptcy, we view with alarm the Farmer more deeply involved in debt such as the Norbeck-Burness bill and that we hold that all that is necessary to induce the Farmers to adopt any means to better his condition or to induce him to change his system of farming by diversifying crops or otherwise, is by some means that he be assured that he receive a reasonable profit by so doing.

Whereas, we feel that it is needless to tell any man or group of men, that does not already know that the Farmer has produced countless thousands upon thousands of dollars worth of poultry and eggs, hogs, cattle, fruit and vegetables, that have amply fed the people and that the said Farmers have done so with but little if any profit to himself, and we feel that this said Norbeck-Burness bill is an indirect slap on the face of the farmer, and that the only loan Farmers may be really helped by will be loans to him that will enable him to hold his Farm and Home intact from being foreclosed by mortgage.

Whereas the McNairy-Haugen bill has some merits, but that it does not include enough to help and we do not think the Farmers are asking and should not ask to be put on a charity

basis and that he should meet the government half way.

Therefore he it resolved: that we favor the Norris-Sinclair bill, and earnestly urge that the Honorable Senate Agricultural Committee and Honorable Senate and Congress of the United States, use all of their power to honorably pass the said Norris-Sinclair bill.

Signed: Committee, M. A. Lipner, A. L. Shank, N. D. Schoonover.

By J. E. Scheuerman, Sec.

WHY SO MANY FARM ORGANIZATIONS?

In this day of numerous farm organizations we are at sea. We do not know which one to join. The farmer who is really in earnest, who believes that his only way out is thru organization, and who is sincere and who wants to go the right way, cannot decide for himself what to do, which organization to join, or around what principles to build his ideas or apply his efforts.

It seems that the time has come for us to begin to inquire as to what should be the fundamental principles and the ultimate object of farm organization. There is one thing which we all will agree upon and that is that it should be purely cooperative, not only because we hear so much about cooperation, but because farm organization, or industrial organization of any kind which is made up of producers means the working together of a vast number of people, in fact all the people if we are all producers. Again the word cooperative means operating together. Therefore, in this great industrial plant composed of two activities, production and distribution which means life and progress of the human race, it is evident that if we apply cooperation, pure cooperation, we cannot turn over a part of that operation to private interests and still claim that it is cooperation or cooperative.

It then must follow that we must produce and distribute our production with our own machinery, cooperatively controlled and operated.

Why then is it not reasonable to conclude that the first, and fundamental principle of cooperative farm organization should be found by inquiring into whether it is based on distribution or marketing by means of its own operated and controlled machinery. In other words has it its own facilities for handling its members' production?

I think if all farmers would apply this method of reasoning and inquiry to their own organization and demand that they have this one fundamental principle, where is the basis of pure cooperation, then there would soon be a getting together of this vast number of so-called cooperative farm organizations and we would soon begin to get results from the unlimited power of true cooperation, and realize the aim which is production and distribution, at cost.

Paul P. Moore in Iowa Union Farmer.

Is Five Cents on the Dollar of Valuation Too Much to Earn?



If a business worth \$10,000 earned \$500 net income in a year (or \$41 a month), would it be considered an unreasonable profit that its prices were too high?

The railroads are in that situation today.

The 1923 net return for the whole country was less than 5 per cent. As of December 31, 1919, the Interstate Commerce Commission gave to the railroads a tentative valuation of \$18,900,000,000. With actual figures for 1920, 1921, 1922, and with 1923 conservatively estimated as \$11,000,000,000, there has been invested in the railways since this tentative valuation a net amount of \$2,371,593,000, making the value as of December 31, 1923, \$21,271,593,000. On this amount the Railways in 1923 earned an aggregate net operating income of approximately \$997,610,000, or 4.69 per cent.

The Government guarantee of earnings expired August 31, 1920. If this guarantee had been continued—as repeatedly but erroneously claimed—the Government would owe the railroads more than a billion dollars. Last year the roads handled a record volume of business but could not earn the fair return of 5% per cent to which the Interstate Commerce Commission, under the Transportation Act, has found they are entitled. If the roads cannot earn 5% per cent in a big year, what will they do in a small year?

The Transportation Act provides that if a road in any year earns more than 6 per cent it shall pay one-half of the excess to the Government. The Act, is, therefore, a limitation rather than a guarantee.

Give Transportation Act Fair Trial
The Transportation Act should be given a fair test and its merits judged by the results of a normal period of reasonable length. The year 1923 was the first since the war under conditions approaching stabilization.

What the railroad situation demands just now is not more law but more confidence. The railroads have emerged from the welter of the war, restored their morale, made enormous investments of new money, and in 1923 handled a peak business with universal satisfaction.

The Transportation Act is the only really constructive railroad legislation of a generation. Previous acts were almost solely repressive. In framing the Act the public interest was paramount. The Act directs the Interstate Commerce Commission to "give due consideration to the transportation needs of the country and the necessity of enlarging railway facilities in order to provide the people of the United States with adequate transportation."

Give the Act a chance. Don't amend it. If the roads are let alone they should make as good a record for efficiency this year as last.

Constructive suggestions are always welcome.

C. R. GRAY, President.

Omaha, Nebraska, April 1, 1924.

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