



THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XXI

SALINA, KANSAS, THURSDAY, FEBRUARY 21, 1929

NUMBER 28

DISCUSSING THE REFERENDUM

Letters From Our Members

Jan. 31, 1929.
ANOTHER WAY TO PAY
YOUR FARMERS UNION DUES

C. E. Huff, President;
Dear Sir:

In reading our Farmers Union paper, I take an interest in the discussion of the referendum. One of our members was telling how we could raise the money, by taking out Farmers' Union insurance. That is good, as well as true. And I will tell another. If you live where there is no cream station run by one of our Farmers' Union Cream Companies just ship direct to your own creamery which will mean more profit than your dues, or at least it has to me. I started shipping about June first 1927 and the first of the year, 1928, I received a \$10 stock in the Superior Farmers' Union Creamery, and \$2.19 besides as a present, or in dividends. Besides, I watched our town market, an old line company and I received from 2 to 6 cents more than I would have here at my home town. Another thing, I can't see how the farmer can stand to sell his cream to a firm that don't pay fair. At Minneapolis all the old line firms pay the patrons a dividend. At Wells, where there is no Farmers Union station, they pay no dividends. That doesn't seem fair. Well, I talk Farmers Union till I just get mad that the farmer can't see he's being cheated out of his eye teeth (if he has any). One of my neighbors said, "Well these fellows have to live." I said, "Let his income out on the farm and milk cows, with a barb wire for a wind break, and make a living." He said "That might pay, too." For fear this runs into a continued story I will close by saying I am for the Farmers Union \$3 or \$5 whichever they vote. Sorry that Mr. Simpson has been sick but hope for his speedy recovery.

Bro. Simpson is now so far recovered as to have made a trip down to the office last Saturday. He is gaining very rapidly and will probably be in better health than for the past year, when he has had time to regain strength. He is looking forward with as pleasant anticipations to the days when he can go back to his field work as are his thousands of friends over the state.

The referendum upon which the members are voting is to increase the dues 50 cents per year from the present rate, making it \$3.75 per year. The statements which have been made by members relative to a \$3 or \$5 yearly rate have been only to show that these members would be willing to have a much higher rate than is being asked. If the 50 cent increase is voted, and if the membership holds at the present level or increases the income will be fully sufficient for carrying on the present work and maintaining a small field force. Let us be careful not to confuse the issue. We are not voting on \$3 or \$5 yearly dues, but upon an increase of 50 cents per year from the present rate of \$2.25.

Editor,
THE ONLY THING WE CAN DO
NOW IS RAISE THE DUES

Mr. C. E. Huff,
Pres. Kansas Farmers Union,
Salina, Kans.
Dear Mr. Huff:
I have your letter of January 5, in

Financial Statement of Strong City Farmer's Union

Strong City, Kans., Feb. 7, 1929.
Kansas Union Farmer,
Salina, Kansas:
I am sending you a summary of our financial statement for 1928 for publication in your paper if you wish to do so. Thought some of the other folks would like to see what we are doing. I know I take great interest in such statements in your paper from other F. U. enterprises.
We closed 1928 with the most successful year since organizing. The F. U. with us is making a steady growth and being accepted as a substantial business proposition of being dangerous radicals with Bolshevik tendencies.
H. E. Samson is manager and is being loyally supported by a careful board of directors and a group of faithful stockholders.
Yours truly,
Chas. L. Simmons, President
Strong City Farmers Union.
Summary of Financial Statement for 1928 of Strong City Farmers Union Co-operative Business Association

Assets	
Real Estate, Furniture and Fixtures	\$11,818.42
Current Assets	12,926.45
A accrued Items	274.00
Investments	340.00
Liabilities	
Capital Stock	\$17,200.00
Current Liabilities	2,745.23
Accrued Liabilities	892.85
Surplus	4,420.79
Profit and Loss	
Inventory 12-31-27	\$ 7,849.23
Purchases	81,743.71
Total	\$89,592.94
Inventory 12-31-28	8,282.23
Cost of Sales	81,310.71
Sales	91,943.68
Gross Profit on Sales	10,632.97
Additional Income	2,083.23
Total Gross Income	\$12,716.20

which you ask my reasons as a member of the Constitution and By-Laws Committee for submitting the amendment for the raise in dues and in reply will say that a reasonably close contact with the state office of the Farmers Union for the past several years convinces me that it is impossible to reduce the expense further than has already been done without impairing the operation of the office.
We have only one other alternative and that is a raise in dues. A study of the distribution of the dues of \$2.25, finds that \$1.25, is applied to local, county and national organizations leaving \$1.00 for the state. According to the report of the secretary-treasurer at Marysville, the publishing bill on the paper was sixty-two cents per member for the year. This leaves a balance of thirty-eight cents. Postage and other expense on the paper used thirty cents of this leaving a balance of eight cents to conduct the organization. This was increased by the amount of advertising paid for but these two items are not enough to support the organization without the use of the dues which seems so essential at this time.

No other body of its kind has dues of less than \$5.00 and some charge \$10.00 or more. Are we as good as other farm organizations? I think we are better. Times have changed in the past ten years and costs have risen a lot but our dues are practically the same as they were ten years ago and the organization has many times more benefits to offer than it had ten years ago. I joined the Union over eighteen years ago when the Union was only an idea but now we have various organizations sponsored by the Union where in one transaction a member may save many times his dues.

In closing permit me to say I think if the proposition could be presented to our membership over the state in the proper manner there would be no question as to the outcome of the referendum vote.
Very truly yours,
CHAS. A. BROOM.

WHAT HAS BEEN DONE WITH OUR MONEY

Mr. Editor:
I have been reading the splendid letters that have appeared in the paper in response to your request that the members express their views relative to the referendum vote being taken with reference to the proposed raise in dues.

This is the third time this amendment is being submitted in the last five years. Each time the amendment has failed and because so many have written giving their reason for voting against the amendment I think I can draw a fairly accurate conclusion why the amendment has failed to carry. And I feel quite free to state my conclusions. First, failure on the part of the members to understand conditions as they exist with reference to the expense of carrying on the work. 2nd, a fear that the additional revenue would be used to raise salaries. 3rd, on the part of some that there was no need of using funds for some of the purposes that they have been used for.

Now with reference to No. 1 I will say that unless there is more revenue provided for, there will have to be a decided change in policy. It has been our policy to try and give the membership service by watching legisla-

tion, Strong City, Kansas:
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To Build Elevator

Farmers Union Awarded Contracts For Structure at Beloit To Be Completed by June 15

Beloit, Feb. 15—A new Farmers elevator at Beloit is to be completed by the first of June.
The board of directors Monday awarded the contract with that understanding to the A. F. Roberts Construction Co. of Sabersville, Mo. Plans and specifications call for shell equipment, to cost \$14,000. The contractor indicates his intention of using local labor as much as possible.
This means that a number of work-

men who are now idle will have profitable employment to continue through the next three months.
The board of directors made a careful study of the situation before letting the contract. For weeks they have investigated elevators and have become well informed on the type of structure they desire. The new elevator will incorporate the latest modern devices. It will replace the old elevator, under present management J. M. Dean. Tearing down of the old structure, which has served local grain interests for nearly 50 years, will begin in a few days.—Salina Journal.

America and England

By J. Ramsay MacDonald

Lack Common Sense

London, January 10.
The relations between the United States and Great Britain grow increasingly unhappy. The usual committees of friendship are being formed—always an ominous sign, and the usual signals of a faith in doubt are being flown, such as: "War between the United States and Great Britain let me say parenthetically that if the amendment to raise the dues carries I will make a donation of \$50.00 per month until Oct. 1st, 1929 unless the board sees fit to reduce my salary."
With reference to No. 3 I want to say that in my opinion it would be a grave mistake to cut out all activities outside of just carrying on the routine work connected with the office and not engage in some of the activities I have mentioned. But time for argument is past and the verdict in the making by the votes of the members and what ever that verdict is will shape the policies for there is no dodging the issue longer unless more revenue is provided. There will have to be a radical change in policy.
Respectfully submitted,
C. E. BRASTED, Sec.

Superstition and Misreading of History

One type of mind is peculiarly pernicious in such circumstances, that of the apostle of the inevitable. It has an alluring air of detachment, and yet of stoical submission to the decrees of Providence. Today it murmurs as in a drowsy trance that great economic empires have always declined and fought, that capitalist competition has always brought armaments competition, and that that in turn has always brought war. Therefore all that the United States and ourselves can do is to go on temporarily with our struggle for peace and rivalry for possession of furni-

ture and Old Masters, and wait for the inevitable clash and crash decreed since the beginning of the world. Against this superstition and misreading of history every backboned sentiment of morality and common sense must be up in arms. Given governments which have minds to read rational policies, and a public opinion which represents an active will and is not merely a spill drifting upon the currents, war is no more inevitable than the smallpox, and the causes of war are just as controllable as insanitary conditions.

Peace and Security Against War

The European war left for the United States and England times of petty irritation. The burdens of debt, revolutions in industry and in world markets, the problems of political readjustment in a world which has undergone more change than people really imagine, and in some respects, the even more difficult mental readjustments that are called for, are not good for an equable temper. And when we come down to actual business, we find ourselves still more immersed in the strangeness of the change which has taken place. The whole world today is calling for peace and security against war, and when a simple declaration against war which avoids every practical difficulty is put before the world, the world hails it with acclamation, signs it—and ceases to think of it. But believe that to bring the nations out of the war age is the divine task of this generation, the temptation to lapse into cynicism rather than continue in an energetic faith is very great when we find that aridly state officers so early in the year, and America has been decreed by the

Charles Simpson Wishes to Express Appreciation

The many letters that have been received during the illness of Charles Simpson have been most encouraging. They have been sent by the members of the family.

There have been so many good letters that were personal, but the one especially seems good from many angles. It seems good from the organization, the good of the Insurance company, and the condition of the Northwest of the state, also the farming conditions in that section. We are publishing so that all can enjoy it.
C. Coley, Kans., Feb. 10, 1929.

Mr. Charles Simpson,
Salina, Kans.
Dear Mr. Simpson:
Just when we are wondering what has become of our old friend the field man, C. C. Cole calls us up to tell us you are in the hospital. We are sorry to hear this but know that can't keep a good man like you down long. You just have to hurry up and get well. We need you all over the state and there is no one to take your place. There's just one Charles Simpson. You understand people so well and that's what counts, so after a little rest and quiet we trust you will be stronger than ever.

All been well, too busy to be otherwise, have had cornhuskers all winter and have about a week left. Wheat wasn't much this year. I plowed up 300 acres and put it in corn which saved my neck again this year. Corn and wheat has been my salvation the last few years. The wheat I sowed in the corn ground is looking fine. Weather has been cold, 15 below.

C. C. Cole also had out a large acreage of corn, about 300 acres, like mine some good and some not so good, but it all has to be gone over.
About all we get done these cold days is hauling feed and bedding for the stock. Everything has to be kept in the barns at night.

The stock tanks froze solid. I made me a tank heater. I took a steel barrel, weighted it down with rocks, put a lot of cobs in it and lighted them. It soon thawed out the ice and the stock has warm water now. Ice water isn't good for cows.

I don't remember whether you saw my field of oats or not but they made 60 bu. to the acre and not a weed in them. That isn't bad for Western Kansas.

I painted my house and barn this fall. Things look a little different around here, though I'd tell you so you wouldn't drive on by.

So we're hoping you'll soon be driving up again about dusk like you used to, eat a corn supper with us, then light your old pipe and sit and talk, telling us news from over the state, interesting experiences connected with

your work, etc. till bedtime. So you see you must not disappoint us by staying away too long, is the sincere wish of

Your friends,
Mr. and Mrs. O. H. Goellert.

Water in the crank case of your car comes from two sources—the unburned residue of the gas—coming past the cylinders, which is part water, and the condensation of the water in the heated air as it cools in the case.

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Secretary Jardine Announces Retirement From Cabinet

W. M. Jardine, Secretary of Agriculture, will retire from the Cabinet on March 4 and give his time to agricultural activities with particular emphasis to the cooperative marketing movement, according to an announcement made at his office today.

Secretary Jardine has accepted a position as Counsel for the Federated Fruit and Vegetable Growers, with his offices in Washington, D. C. This is a cooperative organization with headquarters in New York City and reaches into many States in its business dealings.

In accepting the position with the Federated organization Secretary Jardine has an understanding that he will give to it only such time as may be necessary for the conduct of its business, thus leaving him free to participate in other agricultural activities.

Arthur R. Rule, Executive Vice-President of the Federated Fruit and Vegetable Growers, in carrying on the negotiations with Secretary Jardine, said: "The Federated has no desire to monopolize your time or your effort. We want you to have unlimited freedom in giving to the cooperative marketing movement as a whole, the results of your experience and the benefits of the constructive policies which you have so strongly advocated."

In making this announcement today, Secretary Jardine said: "I have been in the hope that four years in public life is all that would be expected of one who must make a personal sacrifice to perform Federal service.

"During the past four years I have consistently held that the stabilization of agricultural production and prices is our most urgent economic problem; that sound cooperative marketing associations and stabilization corporations must be the basis of aid extended by the Federal Government; that we should greatly increase our agricultural research; and that we must keep the domestic market for the American farmer.

"I have fought for these principles. I am those who have differed with me on the fundamentals of the farm problem, know I have been sincere, consistent, and determined in my stand. Believe that the bill introduced in Congress by Senator McNary will serve as a basis for solving many of the ills which have confronted the farmers of the Nation since the War.

"While I appreciate the confidence so generously expressed in me, I wish it known that because of obligations to my family and for my own personal interest, I feel I must retire to private life.

"I have repeatedly discussed with Mr. Hoover my desire to retire from public service and I have advised with him in my business negotiations. In considering the many proposals which have been presented to me I have expressed the wish to remain in Washington in order that I might give to Mr. Hoover and his Administration every possible aid."—U. S. Dept. of Agriculture Press Service.

Why Did the Geneva Conference Fail?

The first reflection which we are apt to make on such a situation is that some nation other than our own is perfidious. That has the demerit of leading us nowhere except up the dangerous way of self-appreciation and it also happens to be inadequate as an explanation. The fact is that every nation is rent between two opposing and hostile moods. Everyone wants peace, but no one will accept and pursue a policy based upon peace assumptions. The practical policy of the United States and Great Britain is exactly the same as that which preceded and prepared for the late war. Let us both get to close grips with reality. We have gone to Geneva to discuss naval armament, and we have both sent naval officers to do the negotiating. Both sides have done the negotiating with the assumption that war, involving our interests and safety, may break out. The duty of a naval officer is not to make peace, but to safeguard his nation's interests in time of trouble, and both you and we have an admirably able and honest body of men to advise us on that matter. At Geneva, it was not our mutual desire for peace that failed; it was not the impossibility of a peace policy that was demonstrated.

Water in the crank case of your car comes from two sources—the unburned residue of the gas—coming past the cylinders, which is part water, and the condensation of the water in the heated air as it cools in the case.

It was a much simpler and very obvious thing. It was that, in the event of a war which brought us into conflict with each other, or that brought us separately into the strife, the naval arm that the United States would require for security would not be the same as that which England would require for security; that, indeed, if either the United States or England thought of security in relation to the hostility of each other, both of us would have to increase rather than diminish our shipbuilding. That was all that the Geneva failure proved. Was it really worth while going to Geneva for that purpose? Admirals as naval negotiators could not do other than bring out that obvious fact, and their negotiations could only expose the obvious. Then, English papers and American started their fusillades. They missed completely the reason for the failure, and in good old-fashioned style went for the other side hammer and tongs. You patted yourselves on the back, kicked us and we did exactly the same on our part; and the Atlantic became broader far and more stormy for both of us.

Our Military Agreement With France

Then came our military—not only naval—agreement with France. For that I have nothing to say except that it illustrates the bungling of so much of our present foreign policy. I do not believe that it was directed against the United States. It was simply stupid. It sacrificed our own national interests far more than it menaced yours. The country, irrespective of party, rose up and, (Continued on page four)

IT NEVER HAPPENED BEFORE

FARMERS UNION OF AMERICA OKLAHOMA DIVISION		No. 6499
PAY TO THE ORDER OF J. J. C. Shea, Secy-Treas., National Farmers' Union		WEATHERFORD, OKLA., Jan. 15, 1929
DUES \$2500.00		\$2500.00
TO FIRST STATE BANK		STATE TREASURER, FARMERS UNION
66-224 WEATHERFORD, OKLAHOMA		J. H. Lester
Dues - 10,000 Members - 1929.		

At the time of the last Oklahoma state convention the check shown above was presented to the National Farmers Union, being dues for 1929 as paid by 10,000 members. You will note the date as Jan. 15. Never before has so large a number and so large a percentage of the members in any state had their dues in the hands of state officers so early in the year. The most recent information indicates that the paid up membership for 1929 is now nearly 14,000.

Aside from the loyalty of the members, which is of course back of the whole matter, there are probably two main reasons for this remarkable showing. One is that, due to a special act of the Oklahoma legislature with reference to the Farmers Union Insurance Co., the member must keep his dues paid in the organization or his insurance lapses. That is to say, if a member does not pay his 1929 dues until March 1st he is without insurance protection for the interval

from Jan. 1st. If he suffered a loss during that period it would be entirely too bad. Since the Farmers Union Insurance, with dues included, costs very much less than old line insurance as it does in Kansas, and in every other state in which we operate (insurance companies) the members are careful to pay dues for the new year before the end of the old.

The other aid to dues-payment is the co-operative cotton gin. Of these the Oklahoma Union now has nearly 90. Ginning rates are fixed by the state and are designed to make operation profitable on an average basis. But the Farmers Union gins are new, mostly, with better machinery and doing better work. They probably handle twice as much cotton as the average of their competitors. AND THEY ARE FARMERS UNION INSTITUTIONS. For every member whose dues have not already been paid the gin makes remittance to the State Union and charges it against the amount due the member

as a patronage refund. This would not do any good if there were no operating profits as a basis for dividends, of course. But there is small likelihood of such a situation developing except as the result of crop failure.

It works, if one may judge from the above check, and the Oklahoma Union is to be congratulated upon the achievement—its officers and its membership. A farm organization does not exist for the purpose of collecting dues. That is only incidental to the purposes for which it does exist. But without income it cannot exist at all, and all of its high purposes and great possibilities come to nothing. A man does not live to eat, primarily. Life is a purposeful thing. But if a man is not permitted to eat he becomes too weak to accomplish any tasks and eventually dies. Kansas, as well as the other states in the Farmers Union, will need to look to her laurels. Oklahoma may be passing us along the way!

THE KANSAS UNION FARMER

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C. E. HUFF, Editor and Manager

Subscription Price, Per Year, \$1.00

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

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

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

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

THURSDAY, FEBRUARY 21, 1929

PRACTICAL MARKETING

Secretary Jardine of the United States Department of Agriculture in an introduction to an important new book entitled "Practical Co-operative Marketing," makes the following pertinent comment:

"Farmers of the United States have made an impressive beginning in the coordination of the two departments of their business—production and marketing. It is a task which presents many problems, but in the light of accomplishments no one can question the permanent success of the movement."

Without doubt, of the two departments of farmers' business, marketing, presents by far the greater problem, especially in view of the fact that experience and education among the farmers has been mainly directed along the lines of production and they have not as yet become marketing-minded and it will be some time before marketing of farm products will have advanced to where it will have the proper relationship to production.

While economic production is the basis upon which the future success of agriculture must depend, yet without the development of the marketing end of their business they can never hope to attain real and permanent success.

Of course, there are individuals in the business of farming as well as in other lines that have made progress and attained a certain degree of financial independence, but taking the business of agriculture as a whole, it is not on a par with industry due mainly to the fact that the production department of the business has received all the attention and has pretty well kept pace with the times while the marketing end is about twenty-five years behind time.

Taking agriculture as it applies to all sections of the United States, dairying is, without doubt, the most prosperous line of agricultural pursuit and without doubt its success is due mainly to the fact that the dairy industry has made greater strides in the way of marketing through its marketing organizations than any other line of agriculture. Most complete and well-developed marketing organizations are doing the most intensive merchandising and are making the best returns to the dairy farmers for their products handled.

True there are localized marketing institutions handling products other than dairy products that have made wonderful strides and are outstanding successes, but in all instances where agriculture is the most prosperous we have the best marketing institutions. Take for instance such organizations as those of the orange growers and walnut growers—the greatest service to these branches of agriculture has been rendered through the co-operative marketing associations both in the way of marketing the products and quality improvement work.

In almost every instance where co-operative marketing is successful, it has not only sold the products for the farmers but has in turn instigated new methods of production, improvement in quality, and standardization of grades and manufacture. With all of the evidence before us as to what marketing has done for the business (proof of what has been done through co-operative marketing can be obtained by comparing prices in localities where the best marketing organizations exist and where there are none), we wonder that there should be even the slightest doubt in the

mind of anyone as to the permanent success of the whole movement.—Land O'Lakes News.

LET'S HEAR FROM LOCAL CO-OPERATIVES

We are all mighty proud of the fine showings made by our statewide institutions. The year 1928 was a bell-ringer for every one of them. The jobbing association made \$10,000 more than in 1927, so far as operating results are concerned. It is understood, of course, that it carried a heavy load in relation to the bank, but even after paying that entire obligation it ended the year with a net gain and a nice surplus balance. The Live Stock Commission Co. made about four times the 1927 net profit. The Insurance Companies have always done well, but in 1928 the Farmers Union Hail Insurance Co. was the only mutual in Kansas to pay more than 50 per cent of its hail losses. We paid 100 per cent, without delay, in cash. Reserves were increased in the Fire Insurance Co. The Creamery had a fine year and a good profit, in spite of narrowed margins between butterfat and butter. The Auditing Assn. has a bigger business than ever before. In addition to handling audits for our own institutions (and incidentally aiding them in meeting their particular problems) the association does work for counties and cities and for business firms. Some of the largest businesses in Salina employ our firm. It has a reputation for ability and reliability, and it knows the cooperative game forward and backward. But—

The Farmers Union begins at the farm. It has locals, made up of the membership in each area, and these locals afford opportunity for discussion and are the basis of member-control over the whole organization and its enterprises. The locals combine to form business associations, establish grain elevators, creameries, shipping associations, retail stores. Of these we have hundreds in Kansas. They were our first experiments in cooperative business, and they have rendered and are rendering a most valuable service. It would have been too much to expect that every one of them would succeed, but the percentage of failure has probably been no higher than in similar businesses privately or corporately owned and operated. Some have failed and some of them are no longer necessary because of location—hauling distance has increased by the coming of the truck. But this ownership and operation of a vast system of local units is fundamental in the program of a farm organization built and controlled from the bottom upward. Gradually these units become federated with the state-wide marketing agencies, and these in turn in all our states are moving into a National sales agency for each commodity. Thus the PRODUCT will have CENTRALIZED MARKETING, and the ORGANIZATION will be SUBJECT TO MEMBERSHIP CONTROL AND DIRECTION.

So, while we are proud of the success of the central agencies we are as much or more concerned about these hundreds of local units. What success they are having determines much besides the condition of the Union in the community in which they operate. It is the basis of all our success, the first condition for development. And we ought to hear from them.

It is now 6 or 7 weeks since the close of the year and audits are being completed and stockholders meetings held. Why not mail this office either a copy of your report or a digest of your year's business and its results? It should make an interesting and inspiring story to have a hundred or two of these reports. Or if the Auditing Association handled your reports, authorize the editor to secure from their office the information and give it publicity. No matter how it is done it will be helpful to have this knowledge of our successes. Some managers hesitate to send in reports because it is a case of "tooting his own horn." But in this instance the horn needs tooting, and if we all toot them at once it won't embarrass anyone—AND IT WILL MAKE A REAL NOISE!

Let's hear from the local co-operatives.

PROF. JAMES E. BOYLE DISCUSSES CO-OPERATIVES

In the January number of Nation's Business, James E. Boyle, Professor of Rural Economy, Cornell University, has an article unusually stimulating. He is impelled to the discussion by the certainty that Congress is now about to enact legislation designed to promote co-operative marketing, and he inquires as to the type of co-operative organization which may properly and safely be so promoted. He says:

"Call the roll of successful co-operatives and see how many have survived ten years and over. The average business man or farmer can scarcely name a dozen. There are thousands of such successful co-operatives, but they have not made first page news. Right here is where the danger comes in, namely, the livelihood that Congress will prefer to do the big, spectacular thing.

The big, spectacular type of co-operative, hastily formed and highly centralized, rarely survives ten years. The small, modest type, formed by farmers with little or no outside promotion, survives vicissitudes with great tenacity."

After pointing out the vast extent of co-operative marketing in the United States, and the fact that it has been slowly developing and proving itself over a long period of years, he deals with the attempt made by state legislatures and other groups to develop co-operatives rapidly, and from the top. The farmer had not been going forward rapidly enough. He needed help to organize. They proceeded to help him—indeed, even to do the job for him, as he shows:

"State legislatures sensed the popularity of co-operation some ten or fifteen years ago, when they began to form state bureaus of markets. Soon about three-fourths of the states had such bureaus, many of which are now dead. But their record in the first flush of enthusiasm was impressive. Their goal was the organization of the greatest possible number of co-operatives among farmers in the shortest possible time, regardless of the amount of business in sight. Looking back over these records, I find one state market bureau director who reported formation of 83 co-operatives in two years; another who reported organization of 136 associations in one year."

This article attempts to show the history of co-operative successes and failures, and to account for them. Prof. Boyle declares that some of the organizations designed to promote orderly marketing have only succeeded in disorderly marketing. That they have withheld commodities from the market from one crop to the next, and even for a four-year period, and at the last have dumped the accumulation upon the market at a price lower than prevailed at the time when it should normally have been marketed. This practice, he points out, instead of removing speculation from the market actually makes every member a speculator, and that in a most hazardous way and without knowledge or control of his venture. Such abuses result from too great centralization. Of the type of organization capable of meeting the actual need of the producer, and of serving him honestly and effectively, the article says:

"Many co-operatives have been too highly centralized. An outstanding example of this type was formed at a time of rising prices, and it succeeded at first in spite of its faulty structure. The members elected a set of trustees known as the Voting Board, and this Board with a seven-year tenure of office had complete and autocratic control. Here high prices stimulated surplus production; the carryover broke the organization. And here there were no local units whatever, but simply the one big central.

In planning a new organization out of the wreck of the old, the chairman of the Voting Board reached this conclusion, economical and psychologically sound: "I firmly believe that a district and local unit system will best suit the farmer's needs. Such a system would be the means of bringing the grower more closely in touch with the problems that confront the industry, and would make the grower interested in the organization's affairs through the feeling that he himself has a hand in those affairs."

Prof. Boyle reviews the history of the prune and raisin organizations in California, and their final failure. As supporting his contention that local units in federation are the only safe and permanent type of co-operative organization, he uses the contrast of those California co-operatives which are thus made up.

"Two California co-operatives have been conspicuously successful for more than ten years. The California Fruit Growers Exchange is 23 years old, and the California Walnut Growers, 16 years old. They have first of all solved the big production problem—quality production. By severe culling, grading and standardizing they have put on the market products of a quality and quantity that the market could absorb, in spite of the fact that their gross production has been rapidly increasing.

Both organizations have strong local units reflecting grower thoughts and feelings. These two organizations are sturdy and healthy, whereas their two big neighbor organizations—among prune and raisin growers—have failed. When prune and raisin co-operatives are again formed, the organizers will use the small local unit type, imitating the walnut and orange growers."

Probably more foolish things will be offered in legislation during the next few months than ever before in relation to agriculture. Kansas is proposing to establish a "Bureau of Markets," such a bill having been introduced last week. To me the bill seems wholly unnecessary and many of its provisions unwise and even stupid. Some very big things are to be done for the farmer through co-operatives. But the only co-operative worth a tinker's expelative to the farmer is one which he has built himself and which he controls. The farmer can be aided in the marketing processes of his own agencies, but he will only be hurt by "Co-operatives" built for him from above and from outside, subsidized by state or federal prestige and funds. Commonsense will be greatly needed for the coming months, and there will not be too much of it in evidence.

FINANCING CO-OPERATIVE MARKETING

The Federal Intermediate Credit Bank of Wichita is making direct loans to associations of producers engaged in co-operative marketing of wheat, wool, beans, and cotton.

High interest rates in eastern financial centers have affected the market for debentures so that instead of borrowing at the rate of 3 1/2 per cent, as they did a year ago, Federal Intermediate Credit Banks are paying 4 1/2, 4 3/4, and 5 percent for the funds which they are now lending.

Because of the timely assistance of the Federal Reserve Board and the Federal Reserve Bank of Kansas City, co-operative marketing associations in the Ninth Federal Land Bank District are obtaining loans on the security of their members' products at lower rates of interest than would have been possible if the Federal Intermediate Credit Bank of Wichita had been compelled to depend upon the market for debentures as the sole source of funds from which to make these advances.

FOR THE WOULD-BE POPULAR 4-H CLUBBER

Robert G. Foster, formerly in charge of club work in the north-eastern states, offers the following suggestions for successful, helpful 4-H leaders, officers, and members:

1. Cultivate the friendship of everybody.
2. Go out of your way to cheer up folks.

REFLECTIONS

CHEAP-SKATE LOGIC

"Before we were married, Henry," said the young wife reproachfully, "you always gave me the most beautiful Christmas presents. Do you remember?"

"Sure," said Henry cheerfully, "but my dear, did you ever hear of a fisherman feeding bait to a fish after he had caught it?"—Muskegoe (Okla.) Daily Phoenix.

KNOWS THE WORST—

"Dearest, I must marry you." "But have you seen my father?" "Yes, many times, but I love you just the same."—The Ghost.

COMPULSORY MILITARY TRAINING LOSES GROUND

At the Denver convention the National Farmers Union went on record as opposing compulsory military training in schools. The argument that the land-grant colleges must maintain compulsory military training was met by a declaration that, while it may be compulsory for the school to maintain and offer such a course, it does not follow that the student is to be compelled to take such a course or forego the advantages offered by the school itself. It is compulsory for a land grant college to offer the course, but it may be seriously questioned whether the school has the right to compel the student to take it.

De Pauw University has just recently abandoned the compulsory course. This Methodist institution gives the following reasons for its action:

1. Since the 1928 General Conference of the Methodist Episcopal Church declared its opposition to compulsory military training in colleges and universities, the abolition of compulsory training at De Pauw is necessary.
2. To bring an agency of the church into harmony with the official position of the Church.

The faculty at De Pauw has already voted in favor of elective training.

3. There is nothing so essential in the course material itself that a candidate for a Bachelor's degree in Arts should be required to take the basic courses in military science.

4. Compulsory military training is not justified for preparedness, for "true preparedness is preparedness for peace."

5. Compulsory military training is not really patriotic; for patriotism should be identified with those activities which lead toward the enrichment of the lives of all the people.

6. Under the National Defense Act the decision whether military training shall be compulsory or elective rests with the educational institution itself.

The University of Illinois has a petition before the state legislature asking that the course be voluntary rather than compulsory in military training. "We oppose compulsory training," the report says, "because we believe that, as taught at Illinois, it induces a habit of mind which predisposes people to regard war as the natural outcome of conflicts of interest. War will not end until we have a mind to peace."

3. Avoid naughty airs. They repel.

4. Take for granted the friendliness of others. Don't want for them to speak first.

5. Be thoughtful of the wishes of others in little things as well as big.

6. Remember that naughty airs offend cover shyness and timidity.

7. Radiate friendliness.

8. Distinguish clearly between friendliness and intimacy. Read "The Meaning of Friendship" by Bertha Conde.

9. Do a good turn daily.

TWO MILLION FARMERS ARE COOPERATING

Two million farmers are organized into 12,000 associations in the United States for the purpose of marketing their products or buying their supplies, or doing both, on a cooperative basis. Last year they sold over nearly two billion dollars and the value of nearly two billion dollars of the value of nearly a half billion dollars.

These cooperatively minded farmers are scattered throughout the 48 states, however, they are numerous in Minnesota, Iowa, Wisconsin, Missouri, New York, and in the states along the Pacific Coast.

Nearly one-third of the farmers engaged in buying or selling together are members of farmers' elevators or co-operative creameries, cheese factories, or milk-marketing associations. Nearly 150,000 are interested in the cooperative ginning, or marketing of cotton. About 60,000 farmers are selling poultry products cooperatively, and about 25,000 are acting collectively in marketing their annual wool clips.

Nearly one-half of the farmers participating in cooperative activity are members of more than one organization.—U. S. Dept. Bulletin "Agricultural Co-operation."

THE CLOTHES YOU WEAR

The first woolen factory in this country was started in Connecticut, in 1790, because the people could not pay for the goods that came from England.

Early settlers cultivated hemp and flax, but our first cotton came from the West Indies, but it was not until 1813 that power looms were operated.

Less than a hundred years ago there was said to be a "mania" for the cultivation of the mulberry-tree on which the caterpillar feeds. As high as \$100 was paid for a single plant, and the bubble soon burst.

Silk manufacturing has developed in our country within the last 75 years. It grew slow because the country was not prosperous enough to buy such high priced goods.

An entirely new textile has appeared. It is made from pulp wood, and from cotton. At first people tried to call this textile "artificial silk,"

ETHICS AND STANDARD OIL

Much water has gone under the bridge since the muckracking days when the Standard Oil Company was held up to the public eye as an octopus—a devil fish of human creation. The methods used to crush competition, the ruthlessness of the building of the company out of the ruin of many, the questionable or illegal acts resorted to—these were themes for the magazine writer of another generation. It was declared that nothing was allowed to stand in the way of the company's growth. Courts solemnly reviewed the facts, assessed fines and remitted them, dissolved and scattered the company.

Now we have the pleasing spectacle of a great contest between the Junior Rockefeller and the nice Mr. Stewart over a question of business ethics. The Rockefeller is the one who is the Teapot Dome affair. That was naughty in the eyes of Mr. Rockefeller—very naughty. Mr. Stewart wants to stay in. He shows that the deal netted a profit, and that the stockholders were benefited thereby. He insists that where profits are involved morals and ethics must be forgotten. His appeal to the stockholders for support on the business grant that he made money for them is probably fairly in line with Standard Oil history. It remains to be seen whether the stockholders will be influenced most by Rockefeller ethics or Stewart extra profits.

KNOWS HIS BUSINESS

"Is he a good rabbit dog?" inquired the hunter, after inspecting the animal.

"I'll say he is!" the dealer replied with pride. "You should have seen the way he went after my wife's new sealskin coat!"—American Legion Monthly.

STREETS OF GOLD

I hope that the streets of Heaven Are not encased with gold— They would be cruel for the crippled, The baby feet, and old.

They would be blinding and searing To washerwomen come Out of the steaming cellars Hid in the city slum.

They would be bound to blister The swollen half-naked feet That sought for work through the city.

In harrowing cold, and heat, I pray that the scraphs will carpet Heaven's highways with evergreen grass.

Scented, dew-drenched in the morning, Cool for the feet that pass. —Earl Bigelow Brown, in Christian Century.

SALVATION ARMY IN DANGEROUS STRUGGLE

Out of humble and despised beginnings the Salvation Army arose to a position of influence and respect by the sheer merit of its work. It tackled the most desperate and hopeless tasks—and succeeded in them. Uncounted thousands of lives, broken and ruined,

but the manufacturers prized their product so highly that they adopted the name "rayon" and the Government at Washington gave its approval. The name "rayon" is an attractive fiber which has much to commend it," says the Better Business Bureau, which adds: "Its sale does not require such claims as 'looks like silk,' but it is not silk, washes like silk, but it is not silk." The Bureau declares "rayon can stand on its own feet without trading upon the good qualities and the established reputation of any other fiber."

When you look into the store windows and see all the beautiful things you ought to feel rich to think how your country has progressed since the days when George Washington raised cotton on his estate which was finally put through sixteen hand looms which were operated by slaves under the direction of Martha Washington. Then clothes were made up by the dressmakers and tailors who lived on the farm at Mt. Vernon.

INCREASED BUSINESS BY GRAIN SALES AGENCY

A larger number of cars of grain than in any previous year was handled during 1928 by the National Grain Commission Company, Omaha. The Commission Company, Omaha, had total number was 949, compared with 715 in 1927, and 541 in 1926. The 1928 business came from 71 farmers' associations and 76 individuals. One association consigned 48 cars to the terminal-market sales agency; another association, 45 cars; and a third, 43 cars.

This enterprise, which was created by the Farmers' Educational and Co-operative State Union of Nebraska for the purpose of serving Nebraska farmers, began operating August 1, 1923, it having been granted a seat on the Omaha Grain Exchange. It superseded the National Co-operative Company, which was organized October 15, 1919, under the auspices of the Farmers' Union Co-operative Elevators of Nebraska, but never functioned as an operating company.—"Agricultural Co-operation."

CHEMISTRY ON THE FARM

News which comes from the headquarters of the American Farm Bureau Federation at Chicago seems to indicate that the farmers of the nation are no longer content to look for "farm relief" solely from legislative halls. At least, that is what many gather from the announcement of the Tenth Annual Meeting of Farm Bureau, which will be held in the "Windy City" December 7 to 12.

A significant paragraph in the Federation announcement reads: "The eradication of weeds for agricultural products that formerly had been considered as wastes, is engaging the attention of scientists. Recognizing the immense possibilities in this for improving the farm income, place has been provided on the program of the

were restored to usefulness and made happy. No place so vile, no situation so bitter, no life so unclear than the Army retrained. Then came the world war and with it a matchless opportunity, which the Salvation Army used to the full. The service rendered during that period was such that to this day a soft light comes into the eyes of those who wore the khaki there, and a word of respect and appreciation is upon the lips, at the very sight or mention of the Salvation Army.

It has from the beginning been ruled by strict military discipline, and so far as authority goes, has been a "one-man" organization. And now, with the old General ill and feeble, there has arisen a quarrel—intense, bitter, and carried into the court. The sorriest spectacle in this earth of ours, it seems to me, is a quarrel in a home, or in a religious organization, or in a cooperative society. It is wholly foreign their spirit and purpose, and destroys them as a body, and a word of respect and appreciation is upon the lips, at the very sight or mention of the Salvation Army.

We quote the Christian Century:

Chicago, regarding the Army trouble: Much as one desires to view the situation in the Salvation Army optimistically, it is increasingly hard to do so. The sustained trend in army affairs is toward a serious smash-up. Every step now being taken to make it the more difficult to compose the difficulties of administration and of personal relationship which have come to a head in the meeting of the council will be enforced. It is now clear that the council will be at the instance of the high officers in the army, but in defiance of the wishes of the commanding general.

These officers feel that, in defining the verdict of the court, General Booth went beyond his moral rights. The courts having ruled that the general must be allowed his day in court before deposition could justly be voted, the council now announces that it will reconvene to hear him. Naturally, neither the general nor the immediate members of his family are convinced that such a hearing will have much just value. The daughter, Catherine Booth, whose successor did much to precipitate the calling of the council, announces in advance that if, after the hearing, the general will be in deposed, the family will carry the matter to the courts. The council in the meantime has refused the proffer of outside arbitration of Canterbury. It seems almost certain that General Booth will, after appearing before the council, be again deposed; that the sentence of deposition will be carried to the courts; that the Booth family will, if necessary, attack the legal validity of the deed of trust under which army affairs have been conducted since 1904. Out of such a court battle, which may drag out for months and even years, nothing but spiritual loss can come, no matter what the religious Autocracy in religion finally exacts a high and bitter price.

annual meeting for presentation of the subject. Doctor Charles M. A. Stine, chemical director of the E. I. du Pont de Nemours & Company, will tell of the marvelous work of chemistry in converting farm waste into wealth. His address promises to be an outstanding feature of the convention.

The editorial columns of the Pennsylvania section of the Farm Bureau official publication have been used several times in recent months to urge the American Farm Bureau Federation to adopt chemical research as a part of the program of this Farmers' organization, which is said to reach a million and quarter of farm homes.

To the American Farm Bureau Federation will go the distinction of being the first important farm group to give consideration to the possibilities of chemistry doing for agriculture things comparable with what the science has done for various other leading industries.

NEBRASKA STATE EXCHANGE CONTINUES TO GROW

Gross sales by the Farmers' Union State Exchange, Omaha, Neb., have increased for the last two years. In 1926 they amounted to \$1,512,024; in 1927, to \$1,618,288; and in 1928, to \$1,774,142; the gain for the last year being more than \$150,000. Yet earnings for 1928 amounted to \$37,930.

The Farmers' Union State Exchange was organized as a unit of the Farmers' Union of Nebraska in 1914 and continued as such until 1919 when it was reorganized with capital stock of \$100,000 was issued. Owing to losses during the deflation of 1921 the capital stock became impaired and in 1925 the par value of shares was reduced to correspond with cash value.

The Exchange is engaged in handling farm machinery, binder twine, fencing, auto supplies, coal, salt, clothing, and groceries.

The development of the business since 1921 is illustrated by the following figures:

Year	1921	1922	1923	1924	1925	1926	1927	1928
Assets	\$1,468,133	1,148,069	1,335,661	1,338,000	\$1,521,311	\$1,512,024	\$1,618,288	\$1,774,142
Liabilities	346,883	356,948	360,566	360,566	360,566	360,566	360,566	360,566
Net	\$1,121,250	\$791,121	\$975,095	\$977,434	\$1,160,745	\$1,151,458	\$1,257,722	\$1,413,576

*Not including business of branch stores.

—U. S. Dept. Ag. Bulletin, "Agricultural Cooperation."

GOVERNMENT AS OIL MERCHANT

The United States Government received \$4,380,000 from oil and gas leases during the past year. A statement from the Department of the Interior says that oil on the public domain yields the Government a great return than do all other sources of income from the public lands.

Neighborhood Notes

FRANKLIN CO. FARMERS UNION NUMBER 72

The next regular meeting will be held on the 7th of March at the K. P. hall in Ottawa at 2 o'clock P. M. Every local should have their delegates elected and the names sent to the county secretary before this meeting.

It was voted at our December meeting to hold our county meetings every quarter during 1929.

The following officers were elected for this year: President, C. E. Pinney; vice-president, H. L. Morgan; secretary-treasurer, Mrs. Harry Morgan; conductor, B. Pelson; door-keeper, H. L. Carpenter; lecturer, Ralph Chambers. Ex-committee: R. E. Nesbitt, E. A. Parks, E. S. Monroe. MRS. HARRY MORGAN, Sec.

NOTICE

Barnes, Kans., Feb. 13, 1929
Washington County Farmers' Union meets at The Court House, Washington, Feb. 26 at 10:30 A. M. Please send your delegate to this convention as it is important.
J. T. POLAND, Co. Sec.-Treas.

MARSHALL COUNTY MEETING

The quarterly meeting of the Marshall County Farmers Union will be held at Beattie, Tuesday, March 5, commencing at 11 o'clock. Local please send a full delegation to start the new year off right. We will have a basket dinner and program.
Richard H. Mackey, Secretary.

A dry, waterproof tractor shed is a good investment.

America and England

(Continued from page one)

following the lead of the Labor Party, rejected it. It would be highly improper for me to pass any opinion on the new American cruiser program; if I did so, it would quite properly be resented. But I may be allowed, as an outsider who is greatly concerned with the threat of authority which every great state must possess if we are to secure the conditions of a world's peace, to say that the execution of that program will be a great blow to the nation from which the Kellogg Pact originated. You may consider it necessary to face that but, make no mistake, the result will be the same as though my country had not declined to countenance the Anglo-French Agreement. People will say: "Oh, yes, they boast of their declaration denying that war is to be a consideration in national policy, and with a simultaneous voice vote for a larger navy," and if men can say that, it will be a bad thing for every movement seeking to establish a world peace.

Indifference Cause of Defeat

Here in Europe those of us who are devoting our lives to the elimination of war from the national records of the times to come are nearer to the frontiers from which war alarms come than you are in America, and we, therefore, see the causes and with a meaning in realistic policy somewhat different from the meaning you see in them. But we know that with America indifferent, or neutral, or pursuing its own way, our tasks are to be heavy and our defeat is to be more possible. It is in the nature of things that steps be taken at once to end all this foolish and mischievous feeling which is alienating the United States from Great Britain.

Why Not Pass On Information?

The first thing to be done is to bring to a common table for discussion the reasons why ships are being built, why we both went to Geneva with the assumption we did, why we are thinking of trade routes being blocked, what there is between us that for immediate policy, newspaper writing, and political electioneering makes the Kellogg Pact seem a pious thread. The task of the statesmen is to make impossible the conditions upon which the masters of naval strategy spend their efforts. Why do not the statesmen act? If they are acting, why do they not give us comfort by informing us that they are? Is no attempt to be made, is none being made, to clear up the confusion of "the freedom of the seas"? Has neither of us the courage to discuss with the other what the interests and obligations of both are in, and to the world and each other? Have both of us failed to observe how easy it is for nations to slip into war for nothing, how ready popular imagination is to be set on fire by anyone—even an almost anonymous newspaper proprietor—who cares to light a match? This is no case for private and unofficial action and conferences. The governments must act. Both countries ought to appoint five or six of their most outstanding public men representative of the whole nation to meet and discuss from the obscure corners of sulky suspicion the things which make difficulties between us. Let us know them. Mayhap fresh air would clear our minds of them. Governments are timorous, and if this be too solemn a proceeding for them to support, let them do something themselves, only we should like to be assured that they are aware of the mighty issues involved in a lack of real good-will and confidence between the United States and Great Britain. No staging is too insensitive for the importance of the relationship between us, no pagentry too extravagant for the proclamation that difficulties have been removed. I want to involve the United States in no European escapade and no entanglements. It ought to praise its own night and day that necessity is not imposed upon it, as it is, alas! upon us. But those of us whose lot is cast here, and whose fate it is to struggle against the powers of militarism which have been wounded but certainly not killed in the late war, should like to feel that an American hand will always be placed in ours for encouragement, and that the relations between our country and mine can be held up to the world as an example of what we are striving to establish everywhere.

COOPERATIVE SCHOOLS POPULAR IN COLORADO

Colorado farmers have recently had the privilege of attending a series of schools of cooperative marketing, similar to those held a year ago. Six schools were held at Lamar, Wiley, Rocky Ford, Fowler, Sterling, and Fleming. Each school lasted two weeks, two being held as a group each time, the instructor going to one in the afternoon and to the other in the evening.

The schools were conducted on the conference plan, beginning with the principles of marketing and concluding with discussions pertaining to the marketing problems of the farmers in the immediate locality.

Each school was supervised by the local teacher of vocational agriculture, with the cooperation of the county agent. The State Board of Agriculture arranged for the schools; the U. S. Department of Agriculture furnished films and other material; and the State Vocational Education system met the expenses for these schools.

The instructor for these schools, the editor of the Cooperative Marketing Journal, made many contacts with business men at luncheon clubs and other places. He also addressed meetings of high school students, churches, and other groups.

So many communities are now calling for similar schools that the Vocational Education system is arranging for local men to take up the work in an experienced way.

A LEADER AMONG

NEBRASKA COOPERATIVES Ten consecutive patronage dividends, besides a 3 per cent interest on shares every year, is the record of the Farmers Union cooperative store of Neligh, Neb., in the 10 years since it opened for business on November 1, 1918. The patronage dividend on purchases has never been less than 4 per cent and 7 per cent.

This is a farmers' store, and operates a cream station in which cream is gathered and shipped to a creamery. The patronage dividend on cream has never been less than 2 cents per pound of butterfat. For the latest fiscal year, the association has made a patronage dividend of 5 per cent on purchases and 3 cents a pound on butterfat handled in the cream department.

Sales merchandise in the past year totaled \$129,922.60, with an operating cost of 14.2 per cent. The association had no bills payable at the close of the year, and its bills receivable were only \$1,186.35. Its share capital is \$25,000, all but a little more than \$5,000 of which has been accumulated from patronage dividends retained or left in for shares. It now has a surplus fund of \$5,126, and a reserve for depreciation of \$4,214.

A serious fault of this association is that it is built too largely around the manager, A. E. Graybiel, an experienced merchant, and has not given sufficient attention to the development of cooperative morale.

As a consequence, it is threatened with a serious slump in business due to the invasion of the community by chain stores.

L. S. H.

"THE MOUNTAIN LABORED"

The Federal Trade Commission has issued a report concerning the investments in 1927 of E. I. du Pont de Nemours & Company in the capital stock and securities of the General Motors Corporation and the States Steel Corporation. The document is so unique that it is in a class by itself. At the time the investigation was started it was supposed to have been instituted for the purpose of determining the economic effects that might result from large investments of one corporation in the investments of another. There was the usual hullabaloo about the big corporations of the country "combining against everyone else."

The report of the Commission recites many of the facts regarding the du Pont investments, but one can search in vain through the report without finding anything bearing on the original avowed intention of the Commission to draw out a lesson on "economic effects" resulting from the large investments that were made.

"The real object of this stock purchase was in the view of the Company's treasurer, not the employment of the du Pont Company's surplus for the purposes of an emergency reserve to be drawn upon by the Company in case of unusual need," says the report, "but the branching out into a new and permanent business by the du Pont Company and the ultimate control of the Company in which the investment was being made."

It appears that the du Pont Company sold its United States Steel interests at a very large profit, and met remarkable success along the lines quoted above from the report, through its General Motors investments.

The Federal Trade report might be looked upon as a somewhat passive and harmless document that disclosed nothing new or important with reference to trade or competition, but for the fact that one of the Commissioners, Mr. Humphrey, who has served for several years both as chairman and member of the Commission, has expressed his dissatisfaction with the whole affair. He says that there was never any excuse for instituting the inquiry in the first place. In proof of this latter view he recalls the fact that no complaint in the matter was ever lodged with the Trade Commission. Under these circumstances, though Mr. Humphrey does not say it in the exact words, his conclusions lead one to believe that he looks upon the whole affair as a repetition of the old proverb being made good wherein "the mountain had brought forth a mouse." Mr. Humphrey characterized the proceedings from their inception as "the arbitrary exercise of unauthorized power, and utter disregard of the law, the rules and practices of the Commission, and the rights of the respondent." He condemns the investigation in the strongest language he can find as an undertaking "to show that corporations did not know how to run their own business; to impress upon Congressmen and the country that the vast wisdom of the Commission could solve all problems that vex the industrial world."

The existing rule of public relation to private business recognizes that large business transactions shall not be challenged, or disturbed, if they show themselves, upon their face, to be honest in purpose and not against the public interest. The important part about this Federal Trade Commission report is that it finds no violation of such a policy. Under such circumstances there seems every reason to agree with Mr. Humphrey's statement that "our duty is to prevent violation of the law, not to exert parental control over those who obey it."

FARMERS UNION EX-CHANGE LEASES WAREHOUSE AND ELEVATOR

As a part of an expansion program, the Farmers' Union Exchange, St. Paul, Minn., has leased a new municipal grain warehouse and also a large Equity elevator adjoining. Through these properties the Exchange plans to load barges with grain Mississippi River, and also to assemble mixed cars of feed, flour, salt, and other commodities, to fill orders. The storage spaces afforded by both buildings will also be of great value.

The warehouse was built by the city of St. Paul by means of a bond issue of \$175,000. Its equipment is not yet fully completed. It stands on the bank of the Mississippi River and is connected with the large Equity elevator by grain spouts and carriers.

The Farmers' Union Exchange has secured a long-time lease on the elevator and expects to be able to render more efficient service through the use of these two properties.

LAYERS OR LIARS?

Scientific Culling Out of Drones the Key to Real Poultry Profits, Says Dr. L. D. LeGear, V. S., of St. Louis, Mo.



How to Raise Poultry

By Dr. L. D. LeGear, V. S., St. Louis, Mo.

Dr. LeGear is a graduate of the Ontario Veterinary College, 1892. Thirty-six years of veterinary practice on diseases of live stock and poultry. Eminent authority on poultry and stock raising. Nationally known poultry breeder. Noted author and lecturer.

Editor's Note—This is another story in a series of 52 stories on poultry raising written by the well known national poultry authority, Dr. L. D. LeGear, V. S., of St. Louis. The entire series will appear in this paper. Our readers are urged to read them carefully and clip them out for future reference.

"Chicken, is you layin' or is you lyin'?" exclaimed Rustus as his one hen poultry flock burst forth into loud acclamations of delight. "That's an old joke, it's true, but it suggests with graphic good humor one of the basic principles of success in poultry raising. Any poultryman who persistently eliminates the liars from his flock will increase his profits from the flock to an almost unbelievable degree.

The value of a regular, scientific culling out of drones from a poultry flock is vividly illustrated in the results of a survey conducted not long ago by the College of Agriculture of the University of Illinois and their farm advisors. The average profit on 264 flocks averaging 161 hens each was 86 cents per hen, but the average on the best two-thirds was \$2.28 per hen. Of course, not all of the least productive one-third deserved to be eliminated, but there certainly must have been an astonishingly large number that were getting food and attention without giving an adequate return on what it cost to keep them. Culling out and marketing such hens can only result in a decreased expense account and a vastly increased average profit for each hen remaining.

There is nothing difficult or mysterious about culling, nothing a person of average intelligence could not learn in a short while. First of all, start with the chicks as soon as they are out of the shell. Any that are obviously malformed should be killed at once. Culling should be made a continuous process from that time on.

At least once a month the growing stock should be looked over and the undesirable removed from the flock. All thin, undersized, scrawny, "crow headed" birds should be discarded. Such pullets will eat their heads off, but will never develop into profitable layers, so you are better off without them than with them. Further culling will be in order when the young birds reach laying age. Those that are backward in maturity should be discarded. Two hundred days is a fair age for a pullet of the heavy breeds or 150 to 165 days of the light breeds to start laying, but those that take much more than this time are unlikely to develop into good layers.

For mature birds, the time of the molt is an important indication of laying habits, although other factors should also be considered. Generally speaking, hens that molt late in the fall are the best layers. The poor layer exhausts her energies early and may start molting anytime during June, July or August. The hen that is just beginning to molt late in August, early in September or later, usually the one to keep. All small undersized hens for the breed should be discarded. The eggs they lay are usually small, and they should never be used as breeders.

During the normal laying season, there are a number of points by which the laying capacity of a hen may be judged more or less accurately. The eye of a good layer is prominent, bold, bright, snappy, set in an oval socket. The comb and wattles will be large, full, smooth, waxy to the touch and bright red in color. Poor layers will show exactly opposite characteristics in these respects.

The state of the vent is another important indication of lay condition. The laying hen has a large, moist, dilated vent. That of the non-layer is small, hard and puckered.

The back of the good layer will be long and broad all the way out. In the poor layer, it will be narrow near the tail. On either side of the vent may be felt the points of the pelvic, public, pin or lay bones. In the good layer these bones are thin, straight and flexible. In the poor layer they are curved, thick, with layers of fat and rigid. The measurement of these bones is taken at the terminal or extreme end and includes also the skin, fat and gristle over them. If the spread between the pelvic bones is two fingers or less, the hen is probably not laying. If it is two fingers or more, it generally indicates that she is laying.

To accumulate the extra food a good laying hen must eat and the expansion of the laying organs, the rear of the pelvis bone of the good layer will be a greater distance from the pelvic bones than it will be in the poor layer. This shows abdominal capacity, which is very important and measured by the number of fingers that can be placed between the keel bone and the pelvic bones. With smaller breeds like Leghorns, a spread of three or more fingers indicates laying condition. With larger breeds, the spread should be four fingers or more. Other things being equal, a long bodied fowl measuring three fingers, is equal to a short bodied fowl measuring four.

Absence of yellow color around the vent and a whitish or pinkish color of the skin indicates that the hen is laying. If we also find a bleached eye ring, white bleached legs and beak she has been laying for some time.

I have discussed in as great detail as space permits, some of the more important points by which to be guided in culling. (Further Informa-

tion will be gladly given to anyone writing to me in care of this newspaper). Do not depend on any one factor in judging your hens, but form an opinion based on all considered together. Consider carefully, persistently and relentlessly, and before long you will have a flock of real dividend payers. It takes time and patience, to be sure, but the reward is well worthy of the effort. (Copyright, 1929, by Dr. L. D. LeGear, V. S.)

STABLE PRICES NECESSARY TO MAKE FARMING PROFITABLE

Maintenance of a stable price rather than fluctuating high and low prices for farm products is needed to make farming profitable, declared A. W. McKay, United States Department of Agriculture economist, addressing the Co-operative Marketing School at Little Rock, Arkansas, February 12.

"If dairymen, for example," he said, "can produce market milk profitably at \$3 per 100 pounds, it is to their interest to sell at approximately that level, rather than to raise the price to, say \$3.50 and bring into their market milk from outlying districts which may force prices down to less than cost of production."

"If a good average cotton grower in Arkansas can produce cotton profitably at 20 cents a pound, it is to his interest that that price be maintained. Thirty cent cotton will bring submarginal land and submarginal producers into competition with him, and in the ensuing glut his loss will probably outweigh the temporary gain."

"Any industry can be adjusted to operate profitably under a fairly stable price level, but no business can avoid more or less frequent losses if the price of the commodity it produces or handles is subject to violent fluctuations."

Mr. McKay described the price policies of various co-operative marketing organizations, and enumerated the following "essential factors" of modern co-operative marketing:

1. Studies of the price history of the commodity. Such studies should cover a period in the past sufficiently long and representative to be used as a basis for forecasting probable future price changes and trends.

2. Studies of current supply and demand conditions and determination of a price policy on the basis of the analysis of current conditions and the knowledge of the price history of the commodity.

3. The selection of markets, and market outlets.

4. The determination of the grades, styles and sizes of packages, etc., in which the product shall be put on the market. The policy adopted in this respect determines to some extent the market outlets which "will be used."

5. The selection of storage facilities and transportation routes.

6. The determination of the kind and amount of advertising and other special merchandising practices which shall be used to stimulate the demand for the product.

7. The selection of marketing agencies and the determination of terms and conditions of sale.

HOW FAR IN A DAY

A national automobile association finds that the average day's run for motor tourists is now 234 miles a day as compared with 100 miles a day ten years ago. In searching for the reasons, the highway study found that the improvement of motor cars adding the second contributing reason for the longer distances.

He Sold them Next day... by Telephone

A Bell System Advertisement

A FARMER whose address is Route No. 4, Ft. Atkinson, Wisconsin, was away from home when a stranger drove by. The stranger was in a Guernsey cow and calf that he saw in the field, but the farmer's son did not have authority to sell. The next day the farmer got the man in Beloit on the telephone. He sold him the cow and calf—a cash transaction of more than \$200.

The telephone promotes many a sale. It finds when and where to sell cattle, hogs, grain, fruit or produce—for more money. It stands always on guard in the home in case of accident, sickness or fire. It is never too tired to run errands to neighboring towns. The telephone pays for itself many times over.

The modern farm home has a telephone.

Livestock Market

FARMERS UNION LIVE STOCK COMMISSION

Kansas City, Mo., Feb. 14, 1929. STEERS—With the usual number of fed steers here, our market opened Monday slow to 25c higher, and broke another 25c Tuesday. On Wednesday the market showed more action on the better classes which were steady to 25c higher. Today's market was about steady with yesterday's close. Bulk of fat steers selling from 9.50 to 11.25. Stockers and feeders slow and draggy, closing around 25c lower. We sold 35 head of 900 pound steers Wednesday at \$11.85. They had been fed 140 days. Several loads sold from \$10.40 to \$11, with some of the plainer classes from 9.50 to \$10.

COWS, HEIFERS, MIXED YEARLINGS, BULLS—Better grades of killing cows 25 to 50c lower. Good to choice cows that sold early Monday morning from 9.00 to 9.50, are now fancy heavy cows are selling up to 9.00. Bulk of the killing cows going to the packers from 7.00 to 8.25. Canners and cutters about steady. Canners 5.00 to 5.50; cutters 5.75 to 7.00. Heifers, steady to 25c lower than last week's low close. Better grades killing heifers from 9.00 to 10.50 with lighter weights up to 11.50. Stock cows and heifers weak to 25c lower. Bulls 25c lower. Good to choice, \$8.25 to \$8.75. Fair to good, \$7.50 to 8.00. Common, \$6.00 to \$7.00.

CALVES—The veal calf market is \$1 lower for the week. Good to choice \$11 to \$13.00. Fair to good \$8.00 to \$10.00. Canner calves \$6 to \$7. Medium weight and heavy killing calves steady. Good to choice 300-450 lb. fat calves \$10 to \$11. Fair to good, \$9.00 to \$10. Light weight baby beef calves weighing from 450 to 600 lb. steady and selling from 10.50 to 11.50. Stock calves steady. Good to choice White-face steers \$11.00 to 12.00. Reds 9.00 to 10.50.

HOGS—Market slow, steady to weak with Wednesday's average. Top \$10.25 on 190 to 240 lb. weights. Bulk desirable 170 to 200c, 10.00 to 10.20. 140 to 160c, 9.35 to 10.15. Stock pigs 10 to 15c higher, 7.75 to .65. Packing sows 8.50 to 9.40.

SHEEP AD LAMBS—Lambs strong to 15c higher. Sheep steady. Top fed lambs 16.40; others 15.85 to 16.25. Fed yearlings 14.25.

COOPERATIVE OIL IN NEBRASKA

The number of local oil companies affiliated with the Nebraska Farmers' Union Cooperative Oil Association, Omaha, increased from 12 to 37 in 1928. A total of 599 cars of gasoline and kerosene, 4 cars of distillate, and 75,000 gallons of lubricating oils were handled by the state association during the year. These purchases amounted to \$400,000. The association, which is not incorporated, was formed in June of 1927 by nine local oil companies. The agreement binding the locals together designates the Farmers' Union State Exchange, Omaha, as purchasing agent for the state organization.

COST OF LIVING The cost of living throughout the United States showed an average increase of a fraction of one per cent during 1928, but the United States Bureau of Labor statistics supplies the very convincing information that during the last seven and one-half years that living costs have gone down nearly 21 per cent.

This indicates that something must be cheaper, or used less. You have observed an absence of silk shirts and expensive furs, but where else is the economy?

HONOR ROLL

CLAY COUNTY	
Chester	1125
Prairie Star	944
ELLSWORTH COUNTY	
Swanson	1191
Little Wolf	1876
MIAMI COUNTY	
Jingo	1787
SCOTT COUNTY	
Pleasant Valley	1526
TREGO COUNTY	
Silver Lake	679
GREENWOOD COUNTY	
Neal	1813
LANE COUNTY	
Amy	5164
LINN COUNTY	
Pleasant Home	2055
LYON COUNTY	
Bushong	579
LEAVENWORTH COUNTY	
Stamwood	1830
JEWELL COUNTY	
Pleasant Valley	1309
CHEROKEE COUNTY	
Melrose	2059
RUSH COUNTY	
Lone Star	917
RUSSELL COUNTY	
Pleasant Hill	728
RILEY COUNTY	
Rock Island	1199
CRAWFORD COUNTY	
Quick	765
Maple Grove	1803
Mt. Carmel	1706
JEFFERSON COUNTY	
Grantville	2055
SEDGWICK COUNTY	
Greenwich	1875
SCOTT COUNTY	
Beaver Flatts	2117
CHASE COUNTY	
Saffordville	1936
THOMAS COUNTY	
Sunflower	1181
BROWN COUNTY	
Temple	1431
Carson	1035
ELLIS COUNTY	
Pleasant Valley	1804
WABAUNSEE COUNTY	
Chalk	1580
WOODSON COUNTY	
Liberty	2148

Here It Is: AN ANCHOR FOR YOUR FAMILY

If your Anchor, Mr. Farmer, is imbedded in the strong foundation of a Farmers Union Life Insurance policy then your family will ride safely through the cross-currents and storms, happy and unafraid.

If you have failed, Mr. Farmer, to Anchor the fortunes of your family with a Farmers Union Life policy then "Carelessness," your derelict ship, will stagger on, ever faced with the beacon lights of danger.

Grasp the Helm Today --- Look Ahead!

\$10,000 \$5,000 \$2,500

There's a policy with the Farmers Union to meet the needs of every man, woman and child. There's also the one year endowment policy—just as safe as government bonds—far safer than any bank—in which you may invest your money with a splendid interest return.

REMEMBER

When you secure a policy in the Farmers Union you are aiding in the building of a great organization that is fighting for the cause of agriculture—and for you!

A letter to the home office will bring you complete information, without obligation, on the policy you desire.

THE FARMERS UNION MUTUAL LIFE INSURANCE COMPANY

706 Grand Ave., Des Moines, (Farmer Insurance at Farmer Cost) (Operating in Nine Middle Western States)

Price List of Local Supplies

Application cards	20 for 5c	Farmers' Union Song Leaflets, per dozen	10c
Credential blanks	10 for 5c	Business Manuals, now used instead of Ritual, each	5c
Dimit blanks	15 for 10c	Farmers' Union Song Books 20c	
Constitutions	5c	Farmers' Union Watch Fobs 50c	
Local Sec'y's Receipt Books 25c			
Secretary's Minute Books	50c		
Farmers Union Buttons	25c		
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.			
WRITE C. E. Brasted, Box 51, Salina, Kansas.			

