THE KANSAS UNION FARMER

Organization :-: :-: Education :-: :-: Co-operation

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Loyalty Farmers Union Leaders Great Factor In Success Of Enterprises

L. E. DeVoss, Manager Jobbing Association, Reports Excellent Progress to Annual Convention, and Outlines Plans For Further Advancement

CHAIRMAN AND GENTLEMEN: I think I am possibly the happiest man in the room. I told somebody before I came up here the fact that our Association had changed from a deficit to a surplus made me almost as happy as when that first arrival came to my home. To me, it has considerable significance, some of which you perhaps don't understand. Perhaps you don't know that during the first period of my experience with this organization there were at least three times when we thought we had played our last tune; but we have passed that point.

There has been a considerable amount of worry on the part of the Board of Directors, the employees and myself. That is an important factor but the thing that is significant to me is the fact that I am able to stand before you with a surplus instead of a deficit when we hold our meeting in Emporia. Perhaps you don't know that this is the town that has to me been home since I moved to Kansas. I was fortunate enough to graduate from the Kansas State Normal about one and one-half years before I started to work for you. The ideals dominating this organization were absorbed by contact with such men as President Butcher, President Walter E. Meyer, Dr. Lull and Dr. Triplett as well as other men in college whom I was fortunate to meet as man to man. True, I took my work late enough in life to meet these men on a different basis than the average student meets them.

Last night while talking over the situation Mr. Lansdon said he wasn't sure whether De Voss knew what he was doing when he took hold of the Jobbing Association. He couldn't make up his mind whether it was the fact that I had lots of sand or whether it was a quesion of grey matter in other words, he rather thought if I had been old enough to see just what I was doing, I might never have been Manager of the Jobbing Association; but truly men I think I went into the game with my eyes wide open. I think I had enough sense as well as enough sand to know what I was doing and to know that it was going to be a hard job. I had confidence in you farmers and confidence in the general conditions, which made it seem to me almost an assured fact that we would succeed in our enterprise.

Our surplus has been mentioned two or three times in rather vague figures but I can't help but bring that surplus to mind as $105.50; even the fifty cents is important to me. Now the Auditor's report will bring out some facts in regard to this which will be commented upon and which I think I need not enlarge upon at this time.

In our Accountancy Department of the Jobbing Association we have come to the place where we are setting up deferred charges to take care of such matters as accrued insurance and similar items. We are also setting up in our records, reserves for bad debts and this year's business has represented somewhat more profit than the figures actually indicate. We have paid back on Preferred Stock, $2,640.00 in addition to the profit made in the report. There is an item on a contract, of $4,700—profit which does not mean operating profit but which is amply offset by reserves set up, making our net gain on the year's business somewhere around 45 per cent of the actual common stock invested. This is a very fair profit when you consider the conditions which have existed in the business world this year. I refer especially to business along the lines in which we are operating.

It is no secret that the Kansas City Board of Trade has lost several firms during the last twelve or fifteen months. Gentlmen, I am on the inside of the Kansas City Board of Trade operations in a way that some men could not possibly be, and while I wouldn't want to make this a sweeping statement, I know that nearly every case where firms have failed could be checked back positively to speculation. I am thinking of one case where this was not true. One big elevator went broke—not because they speculated, but because of lack of good judgment. The rest are cases of speculation. It might be interesting to you to know that one member of the firm which went broke because of poor business judgment spent twenty thousand dollars on his wedding trip and his apartment cost him $450.00 per month. The same methods were applied to business transactions.

The Jobbing Association is on a commission or brokerage basis. We are investing in nothing. We are speculating in nothing. We are performing a service which in nearly every case the profit is fixed not by competitors alone but by definite rules and regulations. We can produce this service for the same price at which the other fellow produces it, and still leave a profit for you. Experience has taught us that we can make our own Common Stock yield somewhere around forty or fifty per cent with conditions as they are. Picture if you will what we might be able to do if from the organizations owning stock in the Jobbing Association, we were able to secure our volume of business without spending ten or fifteen thousand dollars per year in soliciting that business—without being compelled to go out and see the managers and sometimes see the fellows behind the managers. The managers are not all bad fellows; a good many of them have the cooperativve principle; but once in a while we find neither the managers nor the men back of the managers have it.

Now you will recognize in our Auditor's report that we mention profit on binder twine on an anticipated basis. This is a constant practice on the part of the Jobbing Association. In other words, we had a profit set up on our books at the beginning of this year and we are continuing that practice. For your information, our contract with the State Penitentiary this year on binder twine is exactly fifty per cent larger than it was last year. Last year we didn't have enough to go around, and it was the same way the year before that. We are constanly asking for a larger percentage of their twine and incidentally every year and sometimes twice each year, we are sitting with Board of Administration consulting with them as to the best possible policy in handling that twine. The Kansas Board of Administration recognizes that if it were not for us they would not have an outlet for as large a volume of twine as they are able to put out thru our organization. They recognize that it would cost them more to put on the same type of campaign to sell this twine as we are able to do with the force which we have already organized and which is so well backed up by the men in the country.

Our volume of business this year is good as compared with conditions, for you will remember that our wheat crop was very nearly forty-five per cent less than last year. Contrast that with an increase of twelve per cent in our receipts. There was, in the Car Lot Department, an increase of sixty-two cents over last year. The Car Lot Department is under the management of Mr. R. W. Bravener. In checking over the items in the Car Lot Department which have been partially responsible for the sixty- two per cent increase, I want to bring to you this fact: Our honorable President, in speaking to you this morning, said we did not claim to sell products to you at a cheaper price than the other fellow, and we don't but just the same Mr. Tromble had made that statment, Ralph Chapman asked me to say that he had checked carefully the coal business which he had done with our organization during the past year, and he found that he had saved twenty-five cents per ton on the coal handled, by buying thru our organization as opposed to buying thru several other old line companies, and he named some of the best firms in the game. I might call your attention to several other managers in the group who would give us similar statements; but that is not necessary and we should not be compelled to come to you and say that we are making a better price than the other fellow.

As an experiment, a certain Farmer Union organization started out to do a little business under an assumed name, and quoted certain farmer organizations that had refused to do business with our cooperative central agency. What was the result? That organization had orders come in by the dozens—to the assumed name; but they wouldn't trade with their cooperative organization. What does this mean? It means that a certain percentage of the cooperative managers do not qualify as cooperators—do not qualify when you consider the high ideals that should dominate cooperative institutions. I will tell you more about that a little later on. I do want to bring to you that under Mr. Bravener's management, the increase in volume has been largely due to the fact that this little fellow whom we call the "Jew" has been able to buy at prices cut to the quick. Some of the organizations which, two years ago, refused to talk to us, have come thru with such discounts that we contend enables us to under-sell competitors and still make a profit. There isn't any reason why we cannot crystallize this relationship be tween our local and State organizations to save money for the local organization. It is recognized by our competitors that we are able to discharge a larger part of volume as a whole on a cheaper basis than it is possible for them to do. That means progress. That means you can well afford to go back to your local association and pound for business for your Jobbing Association, because it will save you and your managers dollars and cents in the long run.

I think there is a gentleman in this room who has been working pretty closely with Mr. Bravener and who carries on his back an advertisement. That man is Mr. Jones of Wamego. If you don't have the brand that Mr. Jones is advertising today on the flour sacks which you have at home, you have made a mistake. Talk to Mr. Jones on flour.

You will note, in your booklet, the commodities which we handle in the Car Lot Department. You may go over that list very carefully and ask any of the boys that are on the platform for particulars, and they will give you those particulars. (Parties on platform were introduced.)

The change from Mr. Bedell who was our former grain salesman to Mr. Witham who followed him, was not a change which had in it any personal criticism but was merely the matter of a contract and its financing which Mr. Bedell was unable to meet.

I have been thinking for the last few days especially just what it is that has made our organization as big and as powerful as it is. I mean this Jobbing Association. I have come to the conclusion that it is a personal equation and the only way I can bring to you just what I mean is to hark back to a couple of statements recently made and which come to me at this time. The statement was made by Henry Allen that the monuments around over the country are not erected to the men who are making money but to those who have sacrificed—not to the selfish but to the men who have given their services. Herbert Hoover's anaysis comes to me in which he says—"We do not want the Government to own and operate the railroads but we do want them to remain in private hands, that we may have the influence which comes from private ownership.' I want to take issue with a man as big as Herbert Hoover who made that statement not as applied to the railroads, but when the railroads were turned to the Government they were not turned to hands that had any idea of Government ownership and control but to men who were dominated by selfish interests. I wish to take issue with him in saying that to my mind the wars of this day and age are not won by men who stop to see how much money they will get. Maybe it sounds too strong to you, but I honestly believe that the men behind me in this organization are men whose activities of life are dominated by that superior power which has won in all fields of life—self-sacrifice, brotherly love, recognition of the fact that the farmer's welfare is the foundation of all progress, the foundation upon which our nation must rest; nad the only possible succor or relief which the farmer can have at this time must come thru cooperative enterprises earnestly operated and controlled by men who have the interest of his fellow-man at heart. That is what I think has dominated the men behind this organization. Why is it that whenever we pick up a new party in our business that they become immediately attached to our office force and in every case say it is the best place they have ever worked? One man whom I recently hired said to me—"I have had exeprience in all lines but have never before found a group as a whole with as high ideals. I mean to make good and stick." That statement was made after the man had been with us ten days or two weeks. Now men, whether or not I have made myself clear to you, it is that thing which is responsible for the success of the Job-

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HEALTHIER FARM CHILDREN AIM OF RURAL SCHOOL EXPERIMENT

Authority for the statement that 50 per cent of Kansas's rural boys and girls are underweight or in an unthrifty condition is found in results of a recent survey by college and health authorities. Miss Eleanor Howe, assistant state club leader reports that 120 children were examined in five different schools. Fifty-nine of these children were under weight two pounds or more. Of the fifty-nine, thirty-one were seriously underweight, that is, ten pounds or more. The health examination showed that forty-three of the children had noticeably large glands in their throats, forty-four had teeth needing immediate attention, twenty-eight had some noticeable heart difficulties and seventy-seven had enlarged or inflamed tonsils.

MANHATTAN, Kans.— Contrary to the prevalent belief that country lads and lassies are alwayss hale and hearty, a recent investigation conducted by the state club department of the Kansas State Agricultural College has revealed the startling fact that 50 per cent of Kansas rural boys and girls are underweight, anemic or in general unthrifty and unhealthy condition.

A hot lunch experiment inaugurated last month in Brown, Leavenworth, and Morris counties was preceded by a complete physical examination of grade pupils. The surprising results indicated clearly to leaders in the work that many Kansas boys and girls are now being housed and fed with less care and fore-thought than is given to livestock on the farm.

Test Hot Lunch Benefit.

The question whether a hot lunch at school really pays in terms of fewer underweight and malnourished children who can do better school work is being tested in a series of experiments conducted in five schools in these typical counties.

The cooperation of the county superintendent of schools was first obtained in each county. Two schools as nearly alike as possible were chosen for the experiment. One school agreed to install a hot lunch immediately. The other school, selected for the purpose of checking results, was one situated so that there was no possibility of installing a hot lunch this year.

Then A Physical Test.

The interest of a state physician was then procured. The children were weighed and measured and given a simple physical examination to make sure that malnourishment was invited to be present at this examinnot being caused by diseased tonsils or decayed teeth. The parents were invited to be present at the examination. In the school where a hot lunch was to be installed the examination was followed by a short meeting where the plans and needs for installing a hot lunch club were discussed fully with the mothers. It was not difficult to convince them of the urgent necessity of adopting definite measures to correct health defects when the results of the examination showed an average of 50 per cent underweight children, at least half of whom were seriously underweight and malnourished.

James Livings of Fairview, is a school board member of one of the schools where the experiment is being carried on. After being informed of the seriousness of the situation he stated that he would arrange to have the board purchase all necessary equipment for the school, so that a hot lunch could be installed immediately. In all cases the mothers were more than willing to furnish all food materials necessary.

Get Training in Cooking.

Memebrs of these hot lunch clubs assist in the preparation and serving of thehot lunch. They are thus learning some valuable lessons on appetizing food preparation in addition to receiving the benefit of the hot lunch itself. The members will also discuss health and nutrition rules at each of their club meetings. Some form of outdoor exercise, too, will be insisted upon each day if club members are to play their part in the club game squarely.

Weights and measurements will be taken each month in each school. At the end of the year a comparison is to be made between the two schools in each county where the experiment has been carried on.

Hot Lunch "Awakens" Pupils.

Miss Eleanor Howe, assistant state club leader, who is extending this phase of club work in a dozen or more Kansas counties, believes that the noon hot lunch and the better health campaign will correct the majority of health defects found existing in most rural schools. She cites instances where teachers have noticed a remarkable difference in the alertness of pupils after they have enjoyed only a few hot nourishing lunches in place of the usual cold dinner pail lunch.

WICHITA LIVE STOCK COMMISSION HANDLES 178 CARS IN JANUARY

We are proud to state that during this month of January we have handled 178 cars of stock for Farmers Union members and friends. Of this 123 of the cars were cattle, 53 bought, 63 sold and 7 cars of Drive Ins. Of the 44 cars of hogs 21 carloads were trucked in and 23 shipped in. Ten cars of mixed stock and one car of sheep fill out the month's work in the building of a bigger Farmers Union Live Stock Commission on the Wichita market; and it is our desire that next month's business may exceed this record by several cars.

To do this we must do our part in serving our customers a little better than any one else on the market could serve them. Your part in the growth of your firm on this market is to see that your stock is consigned to your Farmers Union Live Stock Commission when sent to the Wichita market; also to give your neighbor the opportunity of marketing his stock cooperatively in addition to getting the high dollar for whatever he has coming to this market.

We are glad at any time to serve our members and friends in any way we can in the giving of market quotations or the buying or selling of their stock.

CO-OP TO MARKET OKLAHOMA EGGS

Oklahoma eggs and poultry are to be marketed on the cooperative plan, if plans of the committee appointed by the Farmers' Union materialize. Contract will be drawn up for producers to sign. It will be similar to that used so successfully by the Oklahoma Wheat Growers' association. It is estimated $1,500,000 will be saved by the farmers each year if they grade and ship their own eggs.

To The Rescue



Controlled Production And Controlled Distribution Remedy Agricultural Ills

One Hundred Per Cent Class Organization the First Step to Be Undertaken Says A. C. Davis, National Secretary Farmers' Union

Excerpts from the Address of A. C. Davis, National Secretary of the Farmers Union, Delivered at the Kansas State Union, Emporia Jan. 16, 1924.

Scientists tell us that man existed upon this Earth countless ages before he was able to leave for posterity written records of his achievements. New Mexico and Arizona in our own country, and France in Europe are yielding to the pick of the archeologist abundant evidence that man existed so long ago as to make king Tut comparatively a modern. To those whose lives are given over to research work, it must be interesting to let the fancy dwell upon the habits and modes of life of these early fathers of the race. To trace through the years the slow development of the intellect with the subsequent improvement of the arts and devices for the more perfect enjoyment of life. These early men lived upon the natural fruits of the forests, the beasts of the field, the fowls of the air, and the fishes of the streams.

The first marked developments of the race was in the improvement of those implements with which the hunter secured his food and clothing; and since the dawn of history man's great-intellectual effort has been applied to the perfecting of efficient agencies for insuring abundant food and raiment.

Man's struggle throughout the countless ages has not been one for position, nor for power, nor for wealth and honor, but for bread. War, pestilence and famine have been and are the curses of the race. Each of them are as old as the race itself. They were problems of the cave man in his simple life and they are no les problems in the complex life of today. The civilized world is devoting the best thought of the hour to the solution of the war problem. Plans innumerable are being advanced to curb man's tendency to fly at his brothers throat upon the slightest provocation. Prizes are being offered for the most feasible plan for bringing about universal peace. All nations are tremendously interested in this, the most costly of all problems known to man.

Notable progress has been made toward the curbing of those dread diseases which have swept over great areas in times past, slaying men by the thousands. Many men have devoted their lives to studying causes and developing specifics against these maladies. Many of the diseases once regarded as the afflictions of a Divine Providence now yield to the skill of the physician and scientist, but the end is not yet. There remains a vast field of opportunity for the investigator to render service of the highest order. Such a service is apt to go unrewarded by riches or even in public appreciation, yet it must bring to the one who renders it that greatest of all rewards, consciousness of a life well spent.

Of the three great enemies of man, the one which has been most nearly mastered is famine. True there are some parts of the world today where famine appears with more or less regularity much as it did in Bible days; but in point of time such places are much nearer abundant reserves in other countries than formerly and the question is not so acute. To the progressive spirit and inventive genius of our own people the world is largely indebted for this happy result. The click of McCormick's first reaper on that backwoods farm in Virginia sounded the death-knell of famine and gave promise of future plenty—a promise of that day when the wheat growers of North America could feed the millions of Earth while all nations were at war.

The world has been made to doff its hat to the ability of the American farmer. Efficiency was the slogan of the war days and efficiency was carried to the nth power. High pressure production was right and proper under the world's dire need, but its continuance since the armistice has resulted disastrously for those engaged in the industry. Perhaps not in history has this old world witnessed such a glaring example of too much efficiency.

The world is greatly concerned about its bread supply. Nations have long regarded the problems of food production, national problems. The government at Washington has perhaps taken the lead in establishing agencies to promote production. A considerable portion of the revenue of the Federal Government now goes to maintain an army of professors, investigators, and agents to promote production, and to furnish tons upon tons of literature for the further enlightenment of the poor misguided farmer who continues to imagine that increased production will bring him prosperity and happiness.

In the business world, when a thing accomplishes the end for which it was created and its usefulness ceases, it is laid aside. But this rule does not seem to obtain in government. Once adopt a policy and it continues to function, regardless of changing conditions. I have thought that the explanation of this might be found in the fact that bureaus or agencies dealing with the human element offer such splendid opportunities for building political machines that our erstwhile politicians are loath to part with so valuable an asset. Therefore we continue and will continue indefinately to maintain this vast army whose chief stock in trade is to prate efficient production.

It is estimated that during the past decade 20 per cent of the man power of American farms have been drawn into the busy hum of urban industry, yet so efficient is the farmer flanked by modern machinery, that quantity production has increased and to such an extent that it would appear the loss of another 20 per cent would be to the economic gain of those remaining. One man with modern machinery, can produce more grain on one of our rice or wheat farms than can fifty Orientals paddling barefooted in the mire swamps or scratching the mud of the Nile with a crooked stick.

Much as we may deplore its passing, the simple individualistic life in America has passed into history. Our complex civilizaion presses upon us facts, not theories. The perpetuity of the republic is dependent not upon a single class but upon the successful development of her inter-allied industries. This is a statement which has not yet been assimilated by a majority of our people. We are constantly presented with the spectacle of one industry scheming, and striving, and contriving for advantages and preferment, as though its preservation alone were the only thing worth while.

Agriculture has insured industry against famine and in so doing has destroyed its own hopes of prosperity. Feeling the pinch of poverty, agriculture begins to wail at conditions, but her cries fall upon unheeding ears. So long as bread, and meat, and milk continues to flow in endless streams to the cities, teeming millions, why should there be concern about the source of supply? Aside from the usual coterie of politicians, who are ever on hand with expressions of undying devotion that they may secure votes, no one is paying any particular attention to the stricken cries of the farmer. In a sense this will be of immeasurable value to the farmer by forcing him to fight desperately for the rehabilitation of his flagging industry.

Agriculture is not now a profitable industry. Agencies for efficient production will not make it so. What then is the remedy? CONTROLLED PRODUCTION and CONTROLLED DISTRIBUTION. Having realized that increased production would not bring us wealth, any number of us have rushed about the country orating upon the value of distribution. Control of the marketing of our products is a thing very much to be desired and for which all organized farmers are now striving. But that agency, valuable as it is, will not alone insure a profit upon production.

The commercial world not only regulates supply to demand, but regulates production to anticipated demand. The accumulated millions in the hands of captains of industry attest to the efficiency of the plan. Though it may seem impossible, agriculture MUST learn this lesson. There are many obstacles in the way to be sure, chief among which is the indifference of farmers themselves, Though we suffer by the practice, yet we admire the nicety with which industry regulates its affairs and takes its toll from the people. Such practices are not possible without thorough organization. Neither is it worth while for the farmer to attempt to solve this very acute problem except through a compact organization.

Controlled production a dream! Perhaps. Yet it is an ideal well worth the effort to attain. There is considerable maudlin sentiment against such a program even among farmers themselves. Many who subscribe to the legitimacy of such a policy in industry raise their voices in holy horror at thesuggestion that agriculture should do likewise. The imagination runs riot and horrid pictures are presented of teeming millions of infants crying for milk and begging for bread, and finally succumbing to the pangs of an awful hunger because of that monster, the farmer without a heart. The helpless infant in his cradle has served many an orator in good stead when he wanted to appeal to the emotions.

Controlled production will hardly be of value in the present emergency and is not offered with that thought in mind. The things upon which farmers are working now, even organized farmers, are for the most part temporary expedients and controlled production is offered as a policy for future attainment as an insurance against just such conditions as we are now experiencing.

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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 five days before the date of publication. Notices of meetings can be handled up until noon Monday on the week of publication.

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. Answ will be either published or mailed.

ADVERTISING RATES ON APPLICATION

THURSDAY, FEBRUARY 14, 1924.

WOODROW WILSON.

The only American of this generation entitled by his abilities and his achievements to rank with the founders of the republic passed away on Sunday, February 3rd. He had been a broken man for more than five years. When he retired from the presidency on March 4th, 1921 his physicians said that he might live five minutes, five days, five weeks on even five years. His health, always frail, was further impaired by his enormous labors during the Paris conference. Believing with all his heart that universal peace is possible only through an association of nations he threw every resource of his mind, heart and body into the struggle to secure the ratification of the Treaty of Versailles and the acceptance by our country of the Covenant of the League of Nations.

After many months of unremitting labor at the peace table President Wilson undertook to carry the message of good will that he believed was embodied in the Covenant of the League to the people of the United States. He was given an attentive and respectful hearing but he learned that the public mind was fixed in its aversion to the treaty and that the League of Nations would not be accepted either by the public or the senate. Weakened by toils greater than ever before sustained by any human being Wilsons heart broke when he was finally forced see that the republic would reject the result of his labors.

Prepared by a life time of study, reflection and research to deal with all the great problems of public administration Wilson went to the White House with unparalleled intellectual and spiritual equipment for his duties. The first administration of Woodrow Wilson will be written down in history as the greatest four years in the annals of the republic. The Federal Reserve Banking Act, the Federal Loan System, the Underwood Revenue Law and scores of other great achievements in legislation and administration marked that period.

It was Wilson's heartfelt wish to keep the United States out of the World War. Events wholly without the power of America to control determined otherwise. As a war president Woodrow Wilson was even greater than as an administrator in times of peace. Four millions of men from every walk of life were moulded into the greatest army in the history of the world and were ready for effective fighting in the shortest time on record.

President Wilson endured both extremes of public sentiment. During a part of his administration he was the most popular man that ever occupied the White House. Later on he was as unpopular as Andrew Johnson after the Civil War. In the closing months of 1918 the whole world acclaimed him as the greatest and the most unselfish of all living men but he lived to see nations that acclaimed him as the savior of liberty denounce his most conscientious acts and withdraw from him their favor and affections. Only Washington was more generally beloved by all the people during a part of an administration and strangely enough only Washington was more bitterly abused and hated before his retirement to private life.

Time will assess the merits and set a value on the achievements of Woodrow Wilson. He was a passionate lover of justice, liberty and law. What ever mistakes he made were prompted not by his head but by his love of peace and his supreme ambition to banish war and hatred from this earth. A great man has passed on. Where shall we find his like again should another such time of peril overtake the republic?

KEEP LOCALS GROWING.

The Farmers Union of Kansas can serve agriculture four times as effectively if it can double its membership during the remainder of this winter. Nothing could be easier than to increase all our locals one hundred per cent. All that is necessary is for each member to get one application for membership.

Of course there are a few locals whose members believe that they have enlisted one hundred per cent of the farmers in their various localities. They are mistaken. There is enough good material right in the families of men who now belong to our organization to double the membership of every prideful one hundred per cent local. Let's have all the wives and all the boys and girls in the Locals and then lets shape our programs and have our meetings arranged so that every one will have some part to play in the great work of organization, education, and cooperation.

The existing marketing system has resulted in ruin for agriculture. It is only the part of good sense for farmers to look for more efficient and profitable marketing agencies. There may be failures and losses but certainly the producers can do no worse than the spculators have done for the past sixty years.

HIGH SALARIES AND SERVICE.

The people who are opposed to and are afraid of the organization of agriculture in any form are everlastingly charging that cooperative movements and agricultural societies are kept alive by a group of unscrupulous agitators who draw large salaries for services of small value.

No farmers organization can maintain itself without a central group of officers and employees engaged in administrative and educational work. No cooperative marketing association can show results without the help of a group of managers, salesmen and administrators, and executives with training and experience in their work. All this the enemies of organization know. No man can do such work and run a farm at the same time.

If farmers, always suspicious by reason of the unfortunate results of agriculture, can be convinced that the officials and the employees of their organizations are being over-paid half the work of undermining confidence and destroying faith is accomplished. This is why the wheat growers are being told that enormous salaries are paid organizers who as a matter of fact are getting little more than the wages of common labor.

The farmers are beginning to learn that they have always been paying extortionate salaries. True the payments have been in the shape of profits made by speculating in farm products but they have just as truly come out of the producers pockets as if they were paid in farmers checks. It now takes some three hundred persons to transact the business of the Kansas City Board of Trade. Some of the salaries paid are very high, some of the profits of speculation are very large. A single cooperative agency can transact all the grain business on the Kansas City market for less than one-tenth the salaries and profits required by the present system.

INSULTING WHEAT FARMERS.

The opponents of cooperative wheat marketing admit that the citrus fruit growers, the apple and apricot producers, the tobacco and cotton farmers and the producers of many other perishable and staple products have made a success of cooperative marketing but contend that wheat is different and cannot be sold successfully by any one but the trained operators who make up the organized grain trade.

If this contention means anything it is a charge that wheat producers have less sense than tobacco and cotton farmers. That what has been done by scores of other agricultural groups is impossible for the wheat growers is a purely gratuitous assumption based upon the theory that wheat farmers are short of brains good enough to manage their own business with.

Perhaps the grain dealers and the speculators in farm products are justified in their low opinion of the ability of the wheat growers. A body of producers that for fifty years has sold crops below the cost of production should not complain over much if some one expresses a doubt as to their ability to do business for themselves.

THE HONOR ROLL OF LOCALS.

The long promised 100 per cent Honor Roll of Locals is started with this issue of the Kansas Union Farmer. It will be carried throughout the year. There is just one way for a Local to get on the Honor Roll and that is to prove that every one of its dues paying members is in good standing, that is paid in full until the 31st of next December.

There are several ways of proving the right to a place on that roll. The books of the local and the state secretary should furnish the evidnece. They should also agree. But it is not always possible for a Local to establish its place on the Roll of Honor by proof on the books of the state secretary. A local that had 100 paid up members last year may have fewer than that number this year and still be 100 per cent good. It may have lost a few members by removal, demit, death, or suspension. The books of the state secretary cannot show all these things. All they can do is to show a record of those paid up this year and compare it with last years payments by the same organization.

Locals that may be entitled to places on the Roll of Honor should furnish the state secretary with complete information on the number paid up last year, the number withdrawn for any reason since last year, the number of new members taken in and the number of all members paid up in full for this year.

SAVING AT THE SPIGOTT.

Quite a few of our cooperative associations have been so economical that they have saved small sums each year by having their auditing done by committees of their directors or by home talent accountants. Almost without exception such associations are now being asked by Uncle Sam to pay hundreds and in some instances thousands of dollars of additional taxes. Some times it is economical to spend money.

SUBSIDIZING FACTORIES.

A certain Kansas town of something like 3,000 population is trying to get a shoe factory to locate there. It is true that neither the town nor the surrounding country produces any raw materials for shoes. There is no surplus labor there. All fuel has to come in by freight. There is no water power. There is not a single natural resource that indicates the probable success of such a manufacturing enterprise.

That town is no smarter than Thompson's colt which is reported to have swum a river in order to drink from a mudhole. It is overlooking the only industry that can build prosperity in that community. If that Chamber of Commerce w rk out some plan to assist in making farming more profitable it will increase the prosperity of all the merchants and bankers who are supporting it.

A profitable agriculture is the industry that must be promoted and encourage in all ways by Kansas business men if they hope to make money in this state.

More banks than cooperative associations have failed during the past five years but that is no argument for giving up banking as necessary part of the modern business structure.

THE BOK PEACE PLAN.

The plans submitted to the Jury of Award in the Bok Peace plan contest all appear to fall under two heads—those would promote peace but cannot be adopted by the nations and those that might stand some chance of adoption but would not result in peace even if all the nations of the world agreed to them. The plan finally approved by the Jury of Award has a good many merits but would not result in universal peace if universally approved because it does not remove the seeds and causes of war.

The Associate editor of this page was one of the nearly 23,000 Americanss who submitted a plan for universal peace. His plan would result in peace, permanently and universally if adopted but it received no consideration because the jury did not believe that it could win the approval of the United States senate or of very many of the great nations. Was it the duty of the Jury of Award to select a plan that would result in peace if adopted or to approve a mess of compromises that could not prevent wars but might stand some chance of serious consideration by the world?

Early in the sessions of the Constitutional Convention it appeared that there was a strong inclination on the part of many influential members to submit an instrument of government based solely on compromises that might be accepted by all the states. That situation alarmed George Washington, the presiding officer, who left the chair and addressed the delegates substantially as follows:

"It is altogether likely that no plan agreed to here will be accepted by the states. Let us raise a standard to which the wise and the good may adhere. The issue is with God."

After that speech, the shortest but in many ways the most momentous and effective ever made by an American statesman, the Convention proceeded along constructive lines and finally formed a constitution that has been supported by the wise and the good for six generations.

AN UNFAIR CRITICISM.

One Kansas editor who heard Governor Lowden discuss cooperative wheat marketing before the editorial meeting at Wichita appears to have been greatly displeased. The next week he printed a short and bitter criticism not only of Lowden but of the whole program of trying to get more money for wheat.

This critical editor declared that Lowden should not have been iinvited to speak at such a meeting and characterized the address as tedious and tiresome. He also charged that Lowden is in the cooperative movement only for the purpose of serving his own interests and denounces the whole movement as an attempt to force consumers to pay higher prices for a commodity for which they are already paying enough.

If Lowden told the truth it certainly would seem that the editors could not be greatly injured thereby. If there is any group of public leaders and teachers who should set a high value on truth and want as much of it as possible it would seem to be the editors of newspapers. Just how the governor can be serving private ambitions by joining in the movement for improving agricultural conditions is not made very clear. Mr. Lowden has a big personal interest in cooperative marketing. He has signed the second largest growers contract in the country. For the past two years he has sold the cotton made on 21,000 acres of Arkansas land through the Arkansas Cooperative Cotton Association.

The assumption that the whole movement for organizing wheat cooperatively is a sort of conspiracy to force consumers to pay more than they should for bread comes with mighty poor grace from a man who publishes a newspaper that is supported by large numbers of farmers engaged in producing wheat at a loss. Increasing the farm price of wheat should not raise the cost of a loaf of bread but even if it should double it bread would still be the cheapest food on the table of the American workingman.

One thing is dead certain. The wheat growers must have more money for their product or they will be forced out of business. It is much better to have plenty of good food at fair prices than it is to have a scarcity at high prices.

COMMENT ON WORLD'S NEWS FOR WEEK

Wilson
Will Go Into History

On equal terms with the great of all ages. His was a life of service. His death was the result of hurts received in the never ending warfare for the betterment of humanity. No man of this generation was so greatly misunderstood or so harshly criticized and abused. On the other hand no other man of his time won and kept so many loyal and ardent supporters.

The world now will begin to learn something about the real Woodrow Wilson who was an enigma and a puzzle to all who cannot appreciate a life dedicated to service. Within the next fifty years no historical work that does not discuss the part played by the great war president will be written or published. For a thousand years Wilson will be written about in greater volume than any other American except only Washington and Lincoln.

Oil
Is a Slimy Substance

That mars and disfigures all that it touches. The search for "flowing gold" constantly engages the minds and the labor of millions of men. Plans for securing oil concessions or protecting oil rights require the services of lawyers, statemen and soldiers.

The rewards that crown successful searchers for the hidden treasure of "black gold" are so great that men risk fortune, life and honor itself in the quest. The greatest fortunes and the greatest disasters of modern times are part and parcel of the romance of oil. From Coal Oil Johnny to Harry Sinclair the story is one that surpasses the tales of the Arabian Nights in fascination.

Sinclair
Once a Barber

Is now so rich that old Croesus is by comparison a mere beggar by the way side. Rockefeller, the son of a horse trading Baptist preacher, has accumulated an oily fortune that is the greatest in the history of the world. Sinclair has refused a crown and Rockefeller has made himself an uncrowned king.

Two men with countless millions of money have done more than all the forces of anarchy and unrest to destroy the faith of our people in the instututions and statesmen of the republic. No good that lives after Rockefeller and Sinclair can atone for the evils that they have worked in this world.

Bribery
Is a Harsh and Ugly

Crime. No other offense against the laws of society is as hurtful. It is a double betrayal of trust and confidence. The official who accepts a bribe violates a solemn oath of office, through crime strives for selfish aggrandizement and by his example sows seeds of distrust, doubt and unrest in the minds of millions.

The bribe giver who piles up offers that weakness, greed and cupidity cannot resist commits an act of treason greater than the crimes of Benedict Arnold. The whole fabric of civilization and enlightened government rests on the foundations of mutual confidence that men have in each other and on the faith that is reposed in the institutions and statesmen that safeguard our liberties and protect our property.

Fall
Betrayed the Trust

And confidence of President Harding, of the great political party that he has disgraced, of the people who expect single hearted and unselfish service from those in high places and are always prone to trust those who are selected for places of trust and responsibility. He will live only a few days or at most only a few years longer. What has he gained, what could he gain through his devious policies of betrayal and exploitation worth while as measured by the honor and esteem of his fellow men?

No man can afford to sacrifice the respect of the least significant of his fellow men for all the riches of the world in which at best he can live but the merest fraction of time.

Grime
Runs Riot in Cities

Of every size and in every part of the country. So much value is set on a few of the things that can be bought only with money that thousands have lost all regard for law, decency and honor. The common thugs rob banks pay roll messengers pedestrian, cash drawers and wayfarers on the public highways. The crook in high places sells his influence, trades on the confidence or the people, and in the end is less respectable than a common thief.

During the past twelve months the thieves of Kansas City have stolen more than a million dollars and not a dozen of them have been punished for their crimes. Whether done by criminals in high places or in back alleys robbery and murder must be swiftly punished if law is to be preserved and property and life protected.

Ford
Is Still Reforming

The customs and habits of his fellow citizens of this more or less great republic. He has attacked almost every thing that is cherished in this republic and still has more worlds to conquer.

It is a far cry from the Jews to college football but Ford is interested in both. He has discovered that most of the prominent athletes on the great university teams of this country are paid for their services. In this new field of endeavor he may do some good.

The man who plays or rather practices professional base ball for a salary is engaged in a perfectly legitimate calling. The student who accepts pay for services rendered as an athlete on a college team commits a sneaking act that is harmful to his own character, to the institution that he represents and to the ideas of his fellow students who are always wise to the situation and can tell to the dime just what stipend is received by each of the "amateurs" who wears the colors of his college.

College athletics must be cleaned or abolished. Ford may have found a fertile field for his work as a reformer.

Coolidge
Is Much Concerned

About the business conditions of the northwest and will urge measures of relief that the whole east would have condemned only a few months ago. The real disaster that has befallen agriculture is only beginning to be understood by the sheltered statesmen of New England and the Middle States.

Oved areas imperial in extent farmers have been reduced to destitution and bankruptcy by the rapacity and stupidity of organized exploiters who have built up the most rotten and ruinous system of marketing ever devised in any country. The ruin of agriculture means the ruin of the republic. If such a calamity can be averted by the president he should have the assistance and the cooperation of all good citizens.

Fees
For Legal Services

Cover a multitude of devious acts. The lawyer who accepts all or part of a robbers loot as pay for defending a known criminal must have a curious sort of conscience. There are altogether too many things that attorneys can do for law breakers without themselvee running afoul of the criminal statutes.

This country must soon make up its mind that two things should be done in the interest of public safety. Lawyers must not serve thieves and murderers except that an accused man should be guaranteed a square deal in open court. The second is that the courts must expedite their processes if the confidence of the people is to be retained,or rather if lost confidence is to be restored.

A nation that has lost faith in the courts and in officials that administer and interpret the laws is well on the way to ruin or revolution.

Honor
Must Be a Curious

And highly complicated affair. The head lines of one of the leading papers of Kansas City recently announced that the Senate Committee investigating the oil lease scandals had "adjourned in honor of Woodrow Wilson." If any one can beat that for English please send in the more horrible example and claim the reward.

Mellon
Faces United Opposition

Of the democrats and has only a divided support for his own party. His tax plan may be entirely sound but it will take lots of persuading to convince the people that tax dodgers can be converted into honest men by lowering the rates on their incomes.

When the folks in the sticks and hills found out that Uncle Andy's scheme would reduce his own taxes a million or so a year they decided that the plan might be all right for the rich but no good for them.

LOYALTY FARMERS UNION LEADERS GREAT FACTOR IN SUCCESS OF ENTERPRISES

(Continued from Page 1)

bing Association. It is that thing which must be carried in a greater way to the local business enterprises out over the State. I have recognized and you have recognized some of the problems which are presenting themselves in the local institutions. There is no need of my pointing out the difficulties that exist; let's point out a way in which those difficulties can be corrected.

A year ago, I went away from this meeting with two things in mind as the dominating principles which would control my actions during the course of the year. FIRST, I said we were going to clean up our deficit and we have done it. Then too, I knew the last few months of the year would give me some time personally for consideration of the Farmers Union problems. Maybe you don't know it, but back in the early stages of the Jobbing Association the manager of the Jobbing Association was considered the Business Agent of the State Union. I recognized that I was in that position and also that possibly I had a closer contact with the organized cooperative work than almost any other man in Union work. So as a Second policy, I set for myself the problem of building a program, putting into concrete form some of the things which I had heard in that Convention and some of the things which I knew the leadership had in mind and had not as yet put out as a definite program. I submitted to the combined board meeting of the Farmers Union Jobbing association and the Executive Committee of the Kansas Farmers Union some of my plans for future development. A part of my program was accepted, and has resulted in the stimulation of a new organization at this time. A part of my program was refused. I will not attempt to tell you about the part that was accepted, but will make a few statements about the part that was refused. There were two items which I will eliminate entirely as they are not worthy of consideration at this time; but the two items which I had quite positively in mind were FIRST, a chain of stores and SECOND a chain system of elevators. The chain system of stores, it seems to me, should be laid aside until there is a sufficiently strong local cooperative banking system in the State to permit them to operate successfully on a cash basis. Agree with me or not, that is the conclusion to which I have come.

As stated before, the second proposition which I laid aside at that time was the Farmers Union chain elevator system. Our leaders recognize that some system must be worked out to assist the local cooperative elevator. A few of them agree with men but I am not sure about all of them. You will be given an opportunity to say what you think about it when the Resolution Committee reports later. I do want to say a few words about the chain elevator system which to my mind is very worthy of your consideration. What are some of the outstanding difficulties in our present system? I am not saying that our cooperative elevators are failures. I know they are not; but I believe a chain system might be more efficient than the present system first because at the head of that system might be placed a group of men that have grown up behind the Jobbing Association who by actual contact with the local elevators could counsel and direct the affairs of the local elevator in such a way as to be more effective. Second, we would be able to place men properly. For instance: When I see a good elevator manager out in the State who is producing real results at that local organization and I need a man on the road, I pick him up liked did Charley Neeley because he knows his game and can produce service in a larger way than where he is. If the Jobbing Association cannot use these men, old line business is going to pick them up. A chain system would make it possible to move a man from a small elevator to a larger elevator where he could produce a better type of service. It would make it possible for your officers in the Farmers Union to know the financial difficulties of the local cooperative enterprise before the doors were closed. It is a shock to us many times to know that certain organizations have gone under. Many times it is because of chicken-heartedness on the part of the local men which could have been prevented by counsel from the state organization.

The plan I am proposing to our Board of Directors may not be the plan which we will use but I want to give yoou a few points concerning this plan. I should like to see an organization closely united with the present State-wide activities in actual operation, and in personnel of board, organize a State-wide chain elevator system with a given capital stock, giving individual stockholders an opportunity to exchange their stock in the local elevator for stock in the new concern. The new organization should be given a clean slate of actually so much money in the organization and an opportunity to make good or fail. Generally speaking, I should like to see(and I know this is legal) each unit stand on its own feet, having an advisory board which would counsel with the central board but which would not have charge of the actual management of the institution. If loss were sustained in the individual association that problem should be handled as a local board by the central board. It would necessitate that a certain reserve be set up by the successful organizations to take care of the weaker ones.

I have been thinking of this matter for a number of years. It would not conflict with your pooling organization; the pooling organization pays a specified amount to the local elevator for handling its wheat and it would make it possible to have a man as manager of the local elevator who would do something more than simply handle that local elevator's problems; he would be a leader in his community—a leader to help the layman of the local elevator accomplish bigger things in his community. I think it is unfair to assume that this man would dominate or anything of the kind; but I think it is fair to assume that he would bolster up leaders already in the vicinity. Pardon me for so stating, but I don't think the average board uses very good sense in the selection of its manager. Putting it on a business basis, I do think that a corps of men that are sincere in their efforts could select a manager that would do the things some of our managers are doing at present. In a place like this, we get to talk to the managers that are true blue. Once in a while a black sheep floats in to see if he can find something to criticize but generally speaking, we meet the fellows that are doing business with us and like us. We need a closer contact with the central organization. I don't believe that contact will come in a big way until we do get on a firm basis. Don't misunderstand me; I am not building anything that will back the Jobbing Association or anything of the kind. Get my viewpoint fellows; the biggest criticism I have had in dealing

(Continued on page 3)

LOYALTY FARMERS UNION LEADERS GREAT FACTOR IN SUCCESS OF ENTERPRISES

(Continued from page 2)

with outside Associations has been criticism regarding our own Jobbing Association. The only excuse for the existence of that association is because it is producing a service. There is no reason to continue this organization in its present form if we find some other way of accomplishing the same result on a better basis. Let us constantly be striving and working toward a better system of marketing our products and producing service. A part of the criticism brought on the floor this morning was due to conditions that existed in the local vicinity—conditions which to my mind would under the chain system have been avoided. Crookedness could break the chain system sooner than it could break your local enterprise; but I will not grant it would be impracticable to expect the leadership of the Farmers Union to select the men whose strong worth is unquestioned and whose ability to build a system almost airtight insofar as crookedness is concerned, would be assured. I know it is practicable. Why? Because we have had our experience; because we have played the part; because we know that we must have the men who see the farmers' problems in the manner to which I referred a few moments ago. There are such men here and there are such men back in the country; and when I get up against some of the ideals that dominate some of the farm organizations, I recognize that those men have not had the experience which your Farmers Union leadership has had in trying out the different types of men for different capacities.

I have had the pleasure during the five years I have been with you, of seeing the thought, the principles and the ideals of the leadership of the Farmers Union of Kansas constantly upheld. We have been criticized because of our methods used in the marketing of your products or the purchasing of products for you; but those same men have been compelled to come to us and say "We recognize that you are right" and that is a source of satisfaction. I can point to you a half dozen such cases and can say truthfully that there is not one case where the leadership of the other farm organization has criticized us but what he has been compelled to say that we are right with the exception of our relationship to the pool, which has not been given a thoro trial up to the present time. Since I began the study of the wheat game several years ago, I have become enthusiastic over the commodity marketing system. It may be applied to wheat and other products as well, but wheat is my problem—the thing in which I am most vitally interested. But men, I have gone far enough in working with the other products during the past year to not fear that something will happen—that the time will come when I can stand up and say to those who have criticized us—"Now you see we are right." The operations of the Jobbing Association, as I see them, do not only involve fair treatment to the customer in the country, but they involve fair treatment to the other cooperatives with which we come in contact. I have taken the attitude after having checked it up to my board, of playing with every cooperative pool or otherwise with which we came in contact, on this basis. We are here to serve. If we can save you money we want to save you that money. We don't want to profiteer off your organization. Men, we have backed to the extent of ten or fifteen thousand dollars, state-wide activities that needed the money. We were not risking much in a sense because we knew where we stood; but on the other hand it has been opssible for us to do that simply because your Board of Directors have been big enough to see that these activities must have the help. You know what I think along that line. With as unselfish a policy as has been set forth by Mr. Tromble, Mr. Lansdon. Mr. Brasted and other leaders of the Farmers Union, we must succeed and men it is just a question of how fast. If we play the game fair, open and above board, we can't be stopped.

I know there are competitors and even some fellows in the country that think the Farmers Union Jobbing Association and other activities of the Farmers Union are run by men without experience. I have had that thrown up to me personally. I have had men say to me—"You couldn't possibly learn wheat sufficiently to make a salesman of yourself." I have had the pleasure of seeing my constant competitor say—"We laughed at De Voss when he first came on the floor but it didn't take us long to find out that he had the sand to put it across." I am proud to say to you that I can look back on that early experience without one bit of regret. The first day I went on the Kansas City Board of Trade I handled one-tenth of the total receipts and before the the year was over. I handled 58 cars in one day. Every lay I operate on the Kansas City Board of Trade I see cars that are sold on just as bad a basis, and sometimes worse, than the worst car I ever sold.

Some managers get it into their heads that when they consign to the Kansas City Board of Trade that the old line men know the game and can always get results. There are men who are splendid salesmen; there are also men who are "dubs" just as you find in your community. Some men have personality and the ability to put across their problems and other men are trying to put round peg into square holes or the other way about.

Men we are on the job to make good and to stay. We are trying to serve that fellow back in the country. Not long ago my wife and I went to see "Drinkwater's Abraham Lincoln." Later we saw the "Fool", another play which pictured the same high ideals as pictured in Abraham Lincolns life. In coming back we came back with a man that sits behind me, and his wife and I on't know, someone in the group I believe it was Mr. Seamans) said—"As I think of these two plays I think how close are the ideals that dominate the Farmers Union to those ideals that made these two men—one a historical and the other a fictitious character." I wish it were possible to carry that message — that thought back to the Farmers Union membership in Kansas. If I could do that one thing while I am spending my time with the Farmers Union Jobbing Association, I know that my possibilities of service would be unlimited because when you get that thing across to the people you are going to spread. Perhaps you don't know that this pooling movement which now spreads over fifteen States is looking to us and asking us what Kansas is going to do in regard to the pooling of wheat.

Now men, the Farmers Union leadership can't do the job that has been outlined for you to do. It is up to you to take back to your local communities this message of loyalty and of sincerity of purpose and see that your members get behind you in putting over the big jobs that are ahead of us at this time. I thank you.

THE FARMERS' CO-OPERATIVE TIVE AGRICULTURAL BANK OF ARKANSAS

It is a common expression that a good farmer should own his own tools. We think that is right, and it is really wrong for any farmer to depend on using the tools of someone else, because it is often the case that when the borrower of tools wants them, the owner of the tools wants to use them also, and the borrower will be forced to wait until the owner gets ready to loan them. The Farmers' Cooperative Agricultural Bank was opened for business at Conway, Ark., on March 1, 1923. It will soon be one year old. It is one of the tools of business that belong to the farmers co-operatively. It is a great lesson for the farmers to learn to own and control their own tools and own them co-operatively. There fore, this Co-operative Agricultural Bank is one of the best tools for the farmers to own cooperatively. They can use it in so amny different ways and for so many different purposes that will advance their interest and protect their interest as farmers and owners.

Some have predicted that this bank would not last a year. Their predictions were not well founded, because of the fact that the bank has grown stronger and more useful every day since it started. In fact, it is one of the best and leading co-operatively owned tools of the farmers of Falkner County, and we predict that by the time it is two years old it will be a cracker-jack, and when it gets to be four year old it will be a wonder to behold.

We will enumerate some of the important things that this cooperative bank has done for the farmers during the past year, or, in other words, it has enabled these farmers to do things for themselves. Let me state first that there are better than 400 stockholders in this cooperative agricultural bank, and they are all farmers. We know now that the farmer being educated to his own interest, that within the next year the stockholders will double and at least 400 more farmers in Faulkner County will want to be the beneficiaries of this wonderful tool. They will want to help to own it co-operatively, and they will want to use it cooperatively. The stockholders in this cooperative bank bought and sold their own cotton seed cooperatively. That is something new in the system of banking. This cooperative bank, or the farmers, through the cooperative bank, bought several carloads of feed and flour. They use the bank as the tool, and both the buyers and the bank profit in the transaction.

The farmers have a cooperative store at Enola. The stockholders of this store were also interested in the cooperative bank. The cooperative bank finances the cooperative store and cashed its checks, so that the cooperators in the store were benefited by the cooperation in their own bank. The farmers who are stockholders in this bank are also members of the Farmers' Union Cotton Growers' Association, with headquarters at Little Rock. The association is handling their cotton cooperatively and their bank at Conway, is financing them in their operation.

There is no way to educate the farmer to be a business man, only to educate him to do business for himself and not for someone else. When we educate the farmer to be a business man in the fullest sense of the term we teach him how to use his brain and to think from a business standpoint, and think for himself and do business for himself. The farmers of Faulkner County have started right. They have established cooperatively the most essential tool in their business—the cooperative national bank. We do not believe in too many banks, but we hope to see the day soon when the farmers of this state will establish at least one agricultural bank in every county in the state that will stand at the head of their business, through which they will transact their business, through which they will learn to be businessmen.—Arkansas Union Farmer.

Dairy cattle need good winter feed. They do not carry as much flesh as beef cattle and therefore need more protection.

Cooperation means that a man does not want a better deal in the sale of his products or in the purchase of his supplies, than his neighbor gets.

FINANCIAL STATEMENT

The Co-operative Union Mercantile Company of Black Wolf, Kas., Year Ending December 31, 1923.

RESOURCES

Current Assets		
Cash on hand	$1,568.06	
Accounts Receivable	1,708.53	
Notes Receivable	61.56	
		$3,338.15
Inventory		
Merchandise		8,879.69
Furniture and Fixtures		
Cost	873.18	
Less Depreciation	174.64	
Net Value		698.54
		$12,916.38

LIABILITIES

Current		
Interest Unpaid		548.00
Investment		
Capital	6,850.00	
Reserve	513.75	
Surplus	3,197.72	
	10,561.47	
Net gain April 1 to December 31, 1923	2,109.45	
Net loss January 1 to March 1, 1923	302.54	
Net gain year 1923	1,806.91	
Present Worth		12,368.38
		$12,916.38

LOSS AND GAIN GAINS

Merchandise		
Sales	$34,790.35	
Cost of goods sold	28,465.34	
Gross gain		$6,325.01

LOSSES

Operating Expenses	
J. A. Somer and wife	705.00
J. H. Toman	1,035.00
T. F. Foote	708.20
Directors	84.00
Invoice expense	97.50
Fred Kyler	64.60
Extra labor	23.50
Rent	540.00
Insurance	160.87
Taxes	64.06
Audit and income tax return	45.75
Postage, printing, adv.	57.82
Repairs	7.77
Ice	110.96
Drug license	2.50
Managers bond	9.00
Fuel	84.00
Interest on stock	548.00
Depreciation	87.32
Total Expense	4,518.10
Net gain year 1923	1,806.91

Note:

Cost to handle one dollars worth of business .....13 per cent

Net gain on one dollars worth of business .....5¼ per cent

Gross percentage of profit .....18¼ per cent

Annual stockholders meeting will be held at Black Wolf Tuesday, February 12, 1924 at 1 o'clock p. m. Be sure to pay your union dues as no prorate will be allowed unless you show your dues to your local have been paid for 1924.

A. H. ROOT, Secretary-Treasurer.
TOBIAS DOUBRAVA, President.

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 a

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. H. Sudendorf and R. 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	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 published by Jobbing Assn., 20c
Ode cards .....12 for 20c	published by Hackney 25c
Constitutions 5c	published by Texas 30c
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

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 issue; four or more insertions 4 cents a word. Count words in headings, as "For Sale!" or "Wanted to Buy", and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

FARMS WANTED

FARMS WANTED: Immediately. Send particulars. Mrs. Roberts, Box 91, Rood house, Ill. 29tf.

FARM WANTED FROM OWNER: Write immediately. Raymond Smith, Maplewood, Mo. 30*

MALE HELP WANTED.

WE PAY $200 MONTHLY, furnish car and expenses to introduce our guaranteed poultry and stock powders. BIGLER COMPANY, X673 Springfield, Ill. 38

FEMALE HELP WANTED.

WANTED — WOMEN — GIRLS, learn Gown Making at home. Many openings. $35.00 week. Learn while earning. Sample lessons free. Write immediately. Franklin Institute, Dept. H560, Rochester, N. Y. ½ 30*

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 ad runs 4 or more times to tell the story and certain to bring returns. If you try it you'll be sure of it.

POULTRY

ROSE COMB BROWN LEGHORN cockerels, $1.50. B. F. Cain, Route 1, Gorham, Kansas. ½ 30*

"ARISTOCRATS" HOLTERMAN'S beautifully dark barred cockerels, egg strain. F. F. Wood, Wamego, Kan. 33*

ROSE COMB RHODE ISLAND RED cockerels $2.00. W. L. Boethin, Logan, Kansas. 27*

PRIZE WINNING PEKIN DUCKS exceptional layers $2.00 drakes $3.00. White Wyandotte eggs $8.50 per 100. Fishel Eggs-a-day prize winners. A. K. Hayden, Lawrence, Kansas. 27*

BARRED PLYMOUTH ROCKS. FARM raised. Pure bred egg tested stock. Eggs for hatching 4 cents each. Mrs. Will Bockr, Solomon, Kansas.

SINGLE COMB BUFF ORPINGTON cockerels $2.50 each here. Art Chalmers, Route 1, Stockdale, Kansas. 20-tf

BABY CHICKS.

BABY HICKC FROM HEAVY LAYERS. The laying kind are the paying kind. Rocks, Reds, Orpintons, Leghorns, Anconas, Brahams and Langhans. Prices reasonable. Postpaid. 100 pct. delivery guaranteed. Circular Free. Porter Chick Co., Dept. D., Winfield, Kans. tf-29*

PUREBRED CHICKS—15 Varieties. Best Laying strains. Lowest prices. Free catalog. BOOTH FARMS, Box 574, Clinton, Mo. 21*tf

CHIX—HIGHEST QUALITY, LOWEST prices. QUALITY POULTRY FARM, Box 215, Windsor, Mo. 21*tf

BABY HICKS—Send for our valuable free chick book and exceptional 1924 prices. RUSK BROTHERS, Box 120 Windsor, Mo. 21*tf

TURKEYS

MAMMOTH WHITE HOLLAND TOMS $8.00. Excellent quality. Carl Marquardt, Bison, Kansas. 27*

FANCY BOURBON RED TURKEY TOMS Prize winners $9.00. Joe Meyers, Hays, Kansas, Route 2. 29*

FOR SALE PURE BRED BRONZE TURkey Toms $8.00. Hens $5.00. E. W. Herner, Grainfield, Kansas. 29*

SEEDS

FOR SALE EXTRA GOOD KANSAS grown Alfalfa seed. Frank Baum, Salina, Kansas. 30*

IF IN NEED OF CANE SEED of all kinds, write us for samples and prices. Union Mercantile Company, Grinnell, Kansas. 28*

PURE KANOTA SEED OATS. Recleaned, $1.00 sacked f. o. b. Farmers Union Elevator, Junction City, Kansas. 30*

STOCK

FOR SALE TWO coming four year old black mammoth Jacks with white points, one fourteen and one half hands high, and one fifteen and a half hands high, both registered in the Standard Jack and Jennett Registry. Art McKnight, Westphalia, Kansas. 27

PURE BRED POLAND CHINA brood sows and gilts. W. F. Teague, Collyer, Kansas. 30*

COLLIES, BLACK SHEPHERDS, Brown English Shepherd puppies. E. A. Ricketts, Route 3, Kincaid, Kansas. 30*

FOR SALE BLACK KING 29594 Pure bred French Draft Stallion. M. M. Shook Bazaar, Kansas. ½ 29*

SITUATION WANTED

WANTED: POSITION AS MANAGER Farmer Union Store. Now employed. Open in 30 or 60 days. 20 years experience. Address A. Z. Care Kansas Union Farmer, Salina, Kansas. 29*

By just "laying around" Kansas hens produced approximately 21 million dollars for farmers last year.

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Farmers' Union Mutual Insurance Co. Salina, Kansas.

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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; damp moss to roots. Cabbage, early Jersey Wakefield, Charleston Wakefield, Succession, Copenhagen Market, Early and Late Flat Dutch; Parcel post prepaid. 100, 40c; 300 $1.00; 500 $1.25; 1,000 $2.00; 5,000 $9.00; Express collect 5000 $5.00; 10,000 $9.00. Onions: Crystal Wax, Yellow Bermuda; Parcel Post prepaid, 100 30c; 500 80c; 1000 $1.50; 5000 $6.00; 10,000, $11.50. Full count, prompt shipment, safe arrival; satisfaction guaranteed. UNION PLANT COMPANY, Texarkana, Arkansas. 29

MISCELLANEOUS

FOR SALE FARMERS UNION GENERAL merchandise and elevator, Norwood, Kansas. For full information, address Norwood Cooperative Association, Route 6, Ottawa, Kansas. 28*

VEIL MATERNITY HOSPITAL FOR confinement. Ethical, private, homelike, reasonable. Babies for adoption. 1111 Euclid Ave., Kansas City, Mo. 26½

OFFICE SAFES SHIPPED DIRECT from factory to your office at wholesale rates. Write Montgomery, P. O. Box 582, Salina, Kansas, giving approximate size and price wanted. Fine illustrated catalogue for those interested. 30

SUDAN $4.00 bu.; Kentucky blue grass $3.50; Orchard grass $2.50; Canseed $1.00; Kaffir $1.50; Milo $1.50; Millet $1.00 Sweet Clover $8.00; Red Clover $13.00; Grimm Alfalfa $25.00; Red Top $2.00; Timothy and clover $5.00; Orchard Grass $2.50; Alfalfa $8.00; Alsike $9.50; Seed Corn $2.00, we live where it grows, ship from several warehouses and save you freight. 5 percent discount of five bushel orders, satisfaction or MONEY BACK, order from ad or write for samples, but get your order in before another advance and while stocks are complete. MEIER SEED & GRAIN CO., Dept. kuf Salina, Kansas.



Sell TIRES DIRECT FROM FACTORY

We want an auto owner in each locality to advertise Armour Cords. You can make big money and get your own sample Tires Free, by sending us orders from friends and neighbors. No capital or experience needed. We deliver & collect direct. Pay you daily.

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Specialist rectal and colon diseases
Also Sulphur Baths for Rheumatism
Piles cured without the knife
Little or no detention from business
Phone 2000, Salina, Kansas
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$5.00 A THOUSAND LETTER HEADS OR ENVELOPES

Printed and Mailed You the Same Day as Order is Received.

CENTRAL KANSAS PUBLISHING CO., Salina, Kan.

KANSAS CITY HAY MARKET.

February 8, 1924.

Receipts this week. Prairie 103 cars Alfalfa 548 cars, Timothy 28 cars, Clover Mixed 7 cars, Clover 3 cars and Straw 21 cars, a total of 710 cars, as compared with 852 cars last week and 286 cars a year ago.

Prairie advanced fifty cents this week. No. 3 Alfalfa is quoted fifty advanced fifty cents to one dollar fifty cents—Top grades and sound hay are steady; low grades and damaged hay slow. It has been hard to move any but top grades of hay the past week, on account of the extremely heavy recipts.

Nominal Quotations, Fri., Feb. 8, '24.

Prairie:
No. 1—$14.00 @ 15.50.
No. 2—$13.00 @ 14.00.
No. 3—$9.00 @ 12.50.
Packing—$7.00 @ 9.00.

Alfalfa:
Sel. Dairy—$28.00 @ 30.00.
Choice—$26.00 @ 27.50.
No. 1—$24.00 @ 25.50.
Standard $20.50@23.50.
No. 2—$16.00 @ 20.00.
No. 3—$12.00 @ 15.50.

Timothy:
No. 1—$20.00 @ 21.00.
Standard—$18.50 @@ 19.50.
No. 2—$16.50 @ 18.00.
No. 3—$13.50 @ 16.00.

Clover Mixed:
Light—$19.00 @ 21.00.
No. 1—$17.00 @ 19.00.
No. 2—$12.00@16.50.

Clover:
No. 1—$18.00 @ 20.00.
No. 2—$12.00 @ 17.50.

Straw: — $9.00 @ 9.50.

Hay Department
Farmers Union Jobbing Assn'.

SWEET CLOVER WILL HELP THE WHEAT

By H. M. Bainer

Wheat growers are beginning to realize more than ever that legumes such as alfalfa, and hardy Sweet clover must be grown if wheat production is to remain a profitable business. Legumes are the only plants that have the power of removing free nitrogen from the air and storing it in the soil. Nitrogen is not only necessary to the production of big crops of wheat but it also plays an important part in growing high quality wheat.

No legume has found its way into popular favor more rapidly than wheat, oats or barley in the spring, and under favorable conditions will produce a good stand the same season. Sweet clover can be started more easily than alfalfa and in many places where alfalfa will not grow.

One of the best ways to improve the soil with Sweet clover is to let it get as much growth as possible and plow it under in the fall while it is still green.

Sweet clover is an excellent pasture for dairy cows. When sown in the spring with a grain crop it can be used for pasture soon after harvest and again the following spring and summer. If not pastured too late in the summer it will often produce a profitable seed crop before the ground is sown to wheat. In many sections, Sweet clover, the once despised legume will make an excellent crop to work into the wheat rotation. It will insure more and better wheat and assist materially in cutting down the cost of production.—Capper's Farmer.

Cooperation is the most fascinating theme, made so because of the soundness of its principles, and the wonderful stories that come of its accomplishments.

Cooperation differs from most plans, schemes, or systems in that it works as accurately in action as it does as a theory. This is true because it measures up to the standard set in the teachings of Christ.

Sell Cockerels NOW!

The poultry department of the state agricultural college says:

"Buy your breeding cockerels this fall and winter. Some people wait until it is too late."

Some also wait until it is too late to sell. Classified advertising in Kansas Union Farmer will sell them now, while it is good shipping weather.

The cost is only 4c a word when you order 4 weeks service.

Mail Your Ad Today!

FARMERS CLASSIFIED AD

USE THIS FORM—IT SAVES DELAY

Mail This To

THE KANSAS UNION FARMER
Salina, Kansas

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

Fill This Please!

Your Count of .....Words
No. Times to run .....
Amount Enclosed $.....
Place under heading of .....

.....
.....
.....
.....
.....
.....(Route)
(Your Name).....
.....(State)
(Town).....

NOTE: Count your name and address as part of advertisement

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.

To Local Secretaries And The Membership In General

We have the State Constitutions for 1922, "containing the Amendments as adopted," ready for distribution at 5c per copy.

C. E. Brasted, Secretary.

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.

CRAWFORD COUNTY MEETINGS AT GIRARD KANSAS

Girard Local No. 494 of the Farmers Union meets in Union Hall the second and fourth Tuesdays of each month at 7:30 p. m.

L. E. Roof, Pres.
Roy W. Holland, Sec.

UNION LOCAL NO. 273.

Regular meetings on second and fourth Thursday each month.

Charles Crossardt, Sec.

SILVERDALE LOCAL NO. 2051.

Silverdale Local No. 2051 meets every second and fourth Wednesday in themonth 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 is 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.

FREE COPIES OF NOTEBOOKS USED AT THE CONVENTION WILL BE FURNISHED LOCAL SECRETARIES OR MEMBERS, ON REQUEST. Address—

Farmers Union Jobbing Assn.,
106 New England Bldg.
Kansas City, Missouri.

PRICE OF "UNCLE REUBEN IN WASHINGTON REDUCED TO $1.00

This book has been appreciated not only by farmers, but by thousands in educational, business, professional and political life. The result is that the demand has become so great that the quantity production makes it possible to reduce the price to $1.00. Enough people doing the same thing in the right way means a saving to all of them. "Uncle Reuben in Washington" formerly sold for $2.00. Quantity production now makes it possible at $1.00

Make remittance of $1.00 to C. E. Brasted, Salina, Kansas, and receive your copy at once.

C. E. Brasted, Secretary.

STATE LECTURER AT WEBBER, FEBRUARY 16

M. O. Glessner, State Lecturer, will speak at the Farmers Union meeting to be held at Webber, Kansas, February 16, 1923.

Geo. W. Graham, 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. 864, 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. Schoenhofer Sec.

BATTLE CREEK LOCAL GETTING NEW MEMBERS

January 29, 1924, Battle Creek Local No. 122 was called to order by the president with all officers and about fifty members present. After initiating twelve new candidates we proceeded with the regular business. This finished the meeting was turned over to the captains of the membership drive who reported with a light lunch of sandwiches, pickles, fruit salad, cake and coffee which everyone enjoyed. The meeting was then adjourn until next Tuesday night.

Corresponding Secretary.

WAUBAUNSEE COUNTY MEETING AT MAPLE HILL FEBRUARY 25.

The first bi-monthly meeting of the Waubaunsee County Farmers Union No. 61, will be held at Maple Hill, on Saturday, February 23, commencing promptly at 2 o'clck p. m. All committees are requested to meet prior to this meeting.

Local secrearies will please make out their delegates credentials for the entire year and send them to the county secretary as soon as possible. This will save us time at the meeting.

See that your local is represented. A good attendance is desired.

Joe Richmond, Sounty, Sec.

THE FARM BUSINESS SHORT COURSE

A short course in farm business problems is being offered at the Kansas State Agricultural College, February 11 to 29. The purpose of the short course is to present reliable information on farm business problems and courses in marketing, farm accounts, farm management farm credit, taxation and other land problems, and community life will be offered. The Department of Agricultural Economics of the college is doing research work in these subjects and results of these studies will be available to students in the short course.

Anyone interested can secure further information by writing to the Department of Agricultural Economics, Kansas State Agricultural College, Manhattan, Kansas, for further particulars.

LIBERTY LOCAL NO. 1988 GAINS 70 NEW MEMBERS

Liberty Local No. 1988 held their regular meeting February 1st. The school house was packed, yet many of the members were absent. Twenty-eight new members were taken in and other business transacted.

This was the close of the membership drive and our captains who have worked so hard and done so well were highly praised. Seventy new members have been taken in during the last two months. Gordon Burnett's side won by a small majority and Will Heggy's side will furnish an oyster supper to the winning side Friday night, February 8th in the basement of the Christian church at Stafford.

While the captains and officers were figuring out their count a discussion on "The Need of a Farmers Union Community building and Should We Attempt to Build One," was carried out. All realized the need and a committee was appointed to consider the numerous sights that have been offered and other items of interest and report at the next meeting. If cash is as plentiful as building sights we will no doubt have this much needed building but the money matter is yet to be considered and may change the run of things.

Mr. Richards gave two readings and the male chorus gave a song. These numbers were enjoyed by all.

The blizzard and severe cold made it impossible for many of the delegates to attend the county meeting Tuesday, thus preventing us giving them a program.

Our next meeting will be February 15th.

Secretary.

RESOLUTIONS ADOPTED BY PHILLIPS COUNTY UNION AT PHILLIPSBURG DECEMBER 12, 1923

I. We are convinced that a good many of our people do not know our fight and we therefore recommend and encourage a thorough educational program among our members.

II. The State organization is putting on a State-wide membership campaign. We commend this and urge our county to do their part in the drive.

III. We believe that every county should have a Field Man—working for our interests all the time.

IV. There is a State law against any person making false, misleading and malicious remarks, with intent to injure the standing of any individual or corporation in Kansas. We recommend and urge upon our various boards of directors that they take steps to prosecute to the fullest extent, regardless of cost, any person who wilfully circulates derogatory remarks with a malicious intent against any of our activities.

V. We wish to indorse the New Farmers Union Bank now being organized in Kansas City, Kans.

VI. We recommend that all managers and employes be required to own stock in our institution. If their financial condition will permit it.

VII. We wish to thank the ladies of Phillipsburg community for the bountiful dinner served here today.

Signed:

E. C. Trull,
Marion Scott,
E. G. Lee,
G. F. Churchill,
W. W. Warner,
Committee.

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

600 JOIN WHEAT POOL IN MONTH

ENID, Okla., Six hundred Oklahoma producers of wheat joined the Oklahoma Wheat Growers' association during the month of January, officials have announced. Total 501 new members were secured during December. The membership for the state now stands at 10,329. Acreage signed up is well over the 1,000,000 mark.

THE INCOME TAX.

By W. F. Ramsey.

Taxation in all its shapes and forms is the question before the House. The House of the Nation has resolved itself into a Committee of the Whole, and will continue in session until the question is settled.

The most of the politicians know nothing about the real merits of the question but they are willing, anxious to vote on the popular side. Secretary Mellon's plan is most amazing. It reveals the fact that he has no conception of the facts known by the great mass of ultimate consumers. He sympathizes with the woes of the poor. His plan proves that.

If you are married and have two children and have an income of $4,000 a year, your present income tax is $28, after allowing all manner of exemptions. The most of the men with $4,000 clear, net income belong to those classes who are able to pass their taxes on to the ultimate consumers. Consequently, in many cases, this is the first time that this man has ever, knowingly, paid taxes. Brother Mellon out of the goodness of his heart, proposes to reduce his taxes to $15.75. He wants to make a present, to that poor $4,000 paper, of $12.75.

Boys, I am reporting the facts correctly. He really did say and write that plan.

The argument advanced in support of that plan is, "that the wheels of industry are slowing down" that these poor income tax payers are our main reliance for properity, part of which is true, but there are some things they do not tell us.

America has more than one half of all the railroads in the world. Of main line mileage we have only four ninth, but if we include double tracking, switch yard, electric, city and suburban, and subway mileage we have more than one-half of all the railways built in the world, (five-ninths) to be exact. Of course we cannot continue to build as we did.

Our ship yards are standing idle because we have more ships than we can use. Our woolen mills stand idle six months in the year, why build more? One half of all the known coal of the world lies within the United States. Within the last year over three-hundred coal mines in the two states of Indiana and Illinois have ceased to operate. Their owners got tired of fighting their men. They could not pay a "living wage, a saving wage," and stand the competition.

Our great corporations manufacturing agricultural machinery, report that in each and every year since 1920 they have sold a less number of machines, than they did in the preceeding year. A million men left the farms in 1922. Their neighbors supplied their replacement needs at the public sales.

If all the great mills in the United States were run at their full capacity they would grind three times as much flour as we could consume. The United Steel corporation seldom uses over sixty per cent of its capacity. And, greater than all these, is the fact that the United States (over developed as it is) is importing more goods than ever before, twenty per cent more than in 1922. Europe must have food. America is the one great consuming market of the world. wages in Europe are very low. Our wages are very high. Consequently foreign made goods are under selling us in our own market, in spite of a protective tariff. All of these things are cumulative in their results.

The wheels of our industries are slowing down and they will continue to slow down. The cause of this decline is not because a class of men who are receiving a clear, net income of $4,000 a year have to pay $28 as an income tax. Any man who asserts that is simply lying to himself.

It is evident that Mr. Mellen is not in sympathy with that great silent majority of this nation, the Ultimate Consumers, the farmers, their wives and children and hired help; the people living in the little rural towns and ciites, who are entirely dependent on the prosperity of the farmers; the great white collared class in the cities that extensive class of city business men who own rural real estate that must sum up $60,000,000 or more.

Be they few or many they are THE GREAT TAX PAYING class, who pay not only their own, but the other fellow's taxes.

In 1917 the government imposed a war tax on the railroad. Did the railroads pay that tax? They did not. They only collected it. The ultimate consumers paid that war tax directly, and separately from the price of his ticket. In every possible way taxes are pressed on to the ultimate consumers. The farmers and other unorganized classes are the final tax payers and they pay without any exemptions. We pay the other fellows taxes whenever we buy anything.

And these men are not receiving a clear net income of $4,000 a year. Twelve hundred dollars is more than many of them receive. A few years ago, when the government was collecting an enormous tax from the whiskey men it was claimed that the city of Peoria, Ill. paid 90 per cent of that tax. Very likely they did but then they collected from the ultimate consumers. That the ultimate consumers pay in full, seems to be an economic law.

Every little while the burden of excessive war taxation forces a buyer strike upon the ultimate consumers. Then some of those people who have been passing their taxes on to the other fellows goes broke. The Napolonic wars in Europe and the Great Rebellion in this country was followed by thirty years of depression. One extreme always follows another.

The most of the income tax payers are more or less immediately connected with the class able to pass their taxes on to the other fellows. All these prosperous ones resent the idea of becoming common tax payers. They think of it, as an outrageous attack on Capital.

Every dollar of tax removed from the $4,000 paupers must be added to the burdens of the ultimate consumers. It is the last feather that breaks the camels back.

My suggestion is: That all those who are married and have two children; and a clear net income of only?$3,000, should pay $30 income tax. This is not an attack on capital. Capital ought to know without being told, that to maintain the buying power of the great mass of ultimate consumers is the highest economic wisdom.

Agriculture crushed to earth is rising again. The farmer's dollar will buy more today than at any time during the last three years.

CONTROLLED PRODUCTION AND CONTROLLED DISTRIBUTION REMEDY AGRICULTURAL ILLS

(continued from page 1)

In the meantime, what shall we do? My suggestion is that the first thing to do is to organize into a compact class organization. Hundreds of remedies have been and will be suggested, many of them of considerable merit; but any of them will be hard to initiate, and practically worthless if initiated, unless farmers are organized to carry them out. Any organization offered to farmers as a medium through which to fight for their economic rights must be a red-blooded one. No wily-nilly, namby-pamby hybrid, resembling neither the commercial interests who father it nor the deluded farmers who mother it will fill the bill.

Organization is the first and crying need of the hour. You Kansas farmers are entitled to considerable credit for the splendid organization you have builded, and more especially for the wonderful results of its business activities. Kansas is the strongest Farmers' Union state, yet the organization here is but a nucleus of what it ought to be. Every farmer and his family who claim citizenship in Kansas should be members of the Farmers' Union.

Orderly marketing, commodity marketing, control of distribution, pooling of interests, are various terms used to designate practically the same thing. All of them refer to a plan very much in vogue among producers of every important staple crop to salvage at least something out of the wreck of agriculture. This effort offers, perhaps, the greatest single opportunity offered for years and should be pushed with all vigor, but its benefits will be but flitting unless backed up by a powerful parent organization for propoganda and educational purposes.

It might not be amiss just here to call your attention to the fact that this plan heralded as a bright and shining new idea just from the hatchery is not new at all. It is old in some parts of Europe and in America it is, with very slight variations, as old as the Farmers Union. Ninteen years ago the Farmers Union pooled and sold successfully for its members thousands of bales of cotton. The pools operated to the advantage of the growers for a few years, in fact until the price of cotton jumped skyward and then the farmers, true to form, forgot the pool, forgot the Union, forgot their painstaking labor of years and solaced themselves in the belief that at last they had come into their own. Poor fools.

The goal of the Farmers Union should be CONTROLLED PRODUCTION and CONTROLLED DISTRIBUTION. Our pledge should be 100 per cent organization to make the goal possible. As we journey along toward this end the immediate work in hand should be:

1. To push with vigor the commodity marketing plan.
2. To further increase the efficiency of our splendid livestock and grain commissions and other statewide activities.
3. To become individual missionaries for our Insurance Companies.
4. To encourage the cooperative buying in quantity of farm supplies.
5. To look closely after our interests In the legislative halls, by—

a. Demanding the Congress divorce the newly created intermediate credit banks from the Federal Farm Loan system and from the Federal Reserve System and that they be operated as separate financial institutions for agriculture.

b. Demanding an increased tariff on wheat and the repeal of the draw-back clause of the present tariff law.

b. Demanding an increased tariff in freight tariffs upon agricultural products.

d. Demanding the adoption of a permanent policy toward the improvement of our inland waterways in order to lessen the burden of transporting slow moving freight.

These are but some of the things which were passed upon by the recent National meeting and some that occur to me. My personal opinion is that far too much noise has been made about the power of legislation to cure present ills. Legislation of itself will not right an economic wrong. It may be made to clear the way so that those most directly interested can effect the reform and that is all that we should hope for, promises of statesmen, politicians, et al, to the contrary not-with-standing.

These things suggested offer some hope for temporary relief, just as the re-creation of a governmental export corporation would possibly help the wheat grower for the moment. But at best they are but pallatives. We are not troubled by a surface pimple but a deep-seated disease. Salves and ointment may lessen the pain and stop the crying for the time being but they will not effect a cure.

The surgeons knife in the hands of farmers compactly organized, with the nerve to cut deeply into the false economic structure that surrounds agriculture, is the only hope of a permanent cure. The whole problem is strictly 'up to" American agriculture itself.

HOW TO DO IT

Do you want practical suggestions on how to build a silo, a hog house, a poultry house, a potato storage house, or how to make a fireless cooker, or other farm home convenience, a flytrap or a self-feeder for hogs?

Are you seeking ideas on how to prepare vegetables, how to care for food in the home, how to bake bread and cake and other appetizing foods in an efficient and economical manner? Is there some practical question about your corn or wheat or cotton or other crops, or about your poultry or live stock, to which you are seeking an answer?

The answers to thousands of such questions and practical suggestions for doing thousands of things about the farm and home are contained in more than 800 different subject matter publications which can be obtained upon application to the Division of Extension, Kansas State Agricultural college, Manhattan, Kansas.

CO-OPERATIVE MARKETING

Agriculture produces enough to feed the people the year around but some of his production should be stored to eliminate the over supply at the times of harvest or during periods of high production. It can then be thrown upon the market in accordance with consumptive demands.

Co-operative marketing is still in its infancy. In a few localities where farmers have been properly organized and provided themselves with adequate facilities to store their products they have been able to considerably stabalize prices to the advantage of both producer and consumer.

Farmers are looking for a scientific merchandising basis upon which to market their products. It is extremely important that they organize rightly on the commodity basis and secure efficient capable management and adequate financing. This cannot be done in a day, a week, or a month, nor in five or even ten years. It must be done by gradual growth and development. The problem is so important it demands the best thought of not only farmers, but educators, bankers and other business men.—Banker Farmer.

WHY CO-OPERATE?

Co-operative marketing means a great saving to the farmers if they will avail themselves of the opportunity. I know by experience that we as farmers never did get anywhere marketing our produce by pooling it as a gentlemen's agreement. Does any other business organize in that way? Let us farmers get it into our noggins that we are in a business now. We have a law in this state that allows owners to organize each commodity that we raise. The Wheat Growers have started with the wheat. Let all wheat go into that association. Let all other commodities go into their respective classes, such as livestock, poultry, wheat, with associations to sell these various commodities.

Farmers and various others I could mention, each have a function to perform. Now, farmers get together and join in wheat, if you are a wheat farmer. Get into a commodity marketing association whatever you raise and get the biggest dollar for your labor.—John G. Worthy in Okmulgee Democrat.

GET BIG CO-OP. DIVIDENDS

Idaho farmers are competing with eastern farmers in honors for the most successfully managed cooperative dairying enterprise. The report of the Farmers' Cooperative Creamery Co. of Payette, Idaho, for the past year shows a business of half a million dollars for the year ending November 30, on which they earned for themselves cooperative dividends totaling $17,000 after paying all expenses.

During the month of October alone their dairy plant turned out 104,060 pounds of butter, which was shipped for sale to cities all over the country. Business is growing at such a pace the cooperative has planned to enlarge its plant and install new equipment at a cost of $10,000.

Generally speaking, the seed corn that produces the biggest crop is the cheapest. Farmers are justified in devoting considerable time in selecting and caring for it.

Sell Cockerels NOW!

The poultry department of the state agricultural college says:

"Buy your breeding cockerels this fall and winter. Some people wait until it is too late."

Some also wait until it is too late to sell. Classified advertising in Kansas Union Farmer will sell them now, while it is good shipping weather.

The cost is only 4c a word when you order 4 weeks service.

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Wichita, Kansas

FREE BOOK ABOUT CANCER

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



Marshaling the Telephone Forces

In the simple act of lifting the telephone receiver from its hook every subscriber becomes the marshal of an army. At his service, as he needs them, a quarter of a million men and women are organized in the Bell System. One skilled corps of the telephone army moves to place him in talking connection with his neighbor in the next block, in the next state or across the continent. Another highly trained corps is on duty to keep the wires in condition to vibrate with his words. Still others are developing better apparatus and methods, manufacturing and adding new equipment, and installing new telephones to increase the subscriber's realm of command.

The terrain of the telephone army is the whole United States, dotted with 14,000,000 instruments, all within range of the subscriber's telephone voice. Even in the remote places this army provides equipment and supplies. Its methods of operation are constantly being improved, that each user may talk to his friends with increased efficiency. Millions of money are spent in its permanent works. Yet its costs of operation are studiously held to the minimum, that the subscriber may continue to receive the cheapest as well as the best telephone service in the world.

The permanent objective of the Bell System army is to meet the telephone needs of the nation—a hopeless task were not its command unified, its equipment adequately maintained and its personnel trained in the latest developments of telephone art.

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