



# THE KANSAS UNION FARMER

Organization

Education

Co-Operation



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## THE OTHER SIDE OF THE STORY

Stuart Chase a noted economist has just made a remarkable report of the years' activities of the Consumers Co-operative Services of a New York Rochdale co-operative doing an annual business of \$549,399 in a string of eight cafeterias.

One of the aims of Co-operation as Mr. Chase points out is "a better distribution of wealth." This aim he comments further on "sounds a bit toplofty" but when it gets down to cases there is no nonsense about it. He then goes on to show how it is worked out not only in his own organization but where ever it is applied.

In this story of a Consumer Co-operative is the nucleus for a great big "day dream" when we Producer Co-operatives stop to think of the possibilities. Supposing there was not so great a way to travel between the Producer Co-operative station and the Consumer Co-operative station. Supposing the Farmers Union Jobbing Association sold the New York string of Cafeterias the wheat to make their bread. Supposing the Farmers Union Creamery furnished them with all their butter; supposing our Live Stock Marketing organizations could supply them with their meat; Well, this will make long enough DEAM for once. Why can we not do it?

By Stuart Chase

As a business organization, the figures that you have been reading tell their own story. We have passed the half million mark in sales; we have a cash surplus of nearly \$100,000. But as a co-operative organization there is a good deal more to the story than the figures show. No co-operative can hope to make any appreciable dent in the world, until it is first a sound business, capable of standing on its own feet and paying its own way. Having achieved that elementary goal however—and always taking due care to retain it intact—what aims and what methods to carry them forward, shall be adopted to promote the co-operative ideas? The aim of the business man is simple and clear; more profit. The aim of the co-operative movement is simple perhaps, but the detail policy is necessary to work that aim out are complex and often far from clear.

What are the aims, Can we formulate them once again. As we see it the aims are two:

First, co-operation is an economic movement, looking toward a better distribution of wealth. Second, co-operation is a social movement, looking toward better relationships between producer and consumer, between buyer and seller, between worker and manager.

A Toplofty Aim

The first aim sounds a little toplofty, but when one gets down to cases there is no nonsense about it. The technique is explicit and reasonably hard boiled, whatever may be said about the motives that inspire it. Sell your goods at the market price, make them honest goods to hold the good-will of your customers; rebate the net profit to member buyers in proportion to their purchases, after setting aside the necessary reserves. We are doing this; thousands of co-operative organizations in the world around are doing it. It meets the pragmatic test and works. And it is obvious that if enough businesses are doing it in any given community, a real redistribution of wealth in that community must take place. There are enough of them doing it in Denmark, with the result that poverty is well nigh eliminated, while ocean going yachts, private racing stables, and little black bags en route to cabinet officers, are relatively rare. A more equitable and a more wholesome distribution of wealth has actually taken place, unattended by any prayer meetings, or geysers of sentimental pish posh.

Instead of perhaps a hundred co-operative organizations doing a business of ten million dollars, or where over it may be, we have five thousand doing a business of a billion or so, the distribution of wealth in this unparalleled metropolis would be definitely and drastically affected—lamentably as this might prove to be to gold-diggers, bootleggers and the vendors of Park Avenue apartments. Meanwhile with every new and successful co-operative, a slight shift in distribution takes place. You who buy regularly at our cafeterias and stores are spending (by virtue of rebates), a little less for food, leaving a little more for comforts and amusements. If one man owned this business, he would secure all this margin, and would by now be looking out for a tidy country place around Great Neck. Or perhaps a Rolls Royce.

This saving, moreover, is cumulative. We are trying to build for larger savings in the future. Because of the necessity of serving non-members in a public restaurant, we retain the margin made from serving them and spend (by virtue of rebates), a little less for food, leaving a little more for comforts and amusements. If one man owned this margin, and would by now be looking out for a tidy country place around Great Neck. Or perhaps a Rolls Royce.

Not "Applesauce" Alone

The second aim sounds even more toplofty. A generous helping of applesauce can be served up with the phrase "better social relationships." And is. But it is still possible to strip even this conception to reasonably practical terms. It is obvious that

## Dispensing With The Human Animal

Our age has a passion for Efficiency. We may not know what it's about, but we believe in it. Our industries have been expanded and speeded up. We are turning out more and cheaper stuff. Our machines displace men and increase output. So that we have a surplus of workers and no market for work. We also have a surplus of experts but a ready market for expediting. Ten of them spent the summer in Europe, observing heavily. They were farm experts, seeking a Solution. When they had found it they returned in High Spirits. They reported that we have five millions too many on the farms. That many of us must seek a place in industry. England has a serious problem of unemployment. We all have our needs, but no one needs men. The world is full of too many people. And nothing else ails us at all. We have learned how to produce wealth without human beings. Now if we can find a way to get rid of them we will prosper. We have become so Efficient we are no longer needed. If half of us would crawl away and die all would be lovely. Unless that reduced consumption and left a Surplus again. In that case the rest of us would have to go also. Then nobody would be left but the great God, Efficiency. (And some experts, but they are not human.) We have reached the place where we don't need the human animal. The trouble is now that none of us are willing to Disappear. It makes a serious struggle and a big problem. There is one place, however, where a human being will always be necessary. That is for Secretary of Farmers Union Locals. If you have that job, you are safe. It doesn't pay much, but it gives you a chance to stay here. That ought to be worth something to nearly anybody. And another thing—if your members are all paid up They will stay another year to get their money's worth. So you are sure to have good neighbors. I thank you.

## :: Neighborhood Notes ::

### MARSHALL COUNTY HOLDS MEETING AT FRANKFORT

To begin with, the preparation which Marshall County has made for the State Convention has helped them greatly. They have put a lot of new members into their locals, have developed team-work to a high degree, and are enthusiastic. The county is good setting for the quarterly meeting, held at Frankfort last Tuesday. Then they had prepared for the meeting itself, the women folks provided a good dinner, and some final preparations for Marysville were to be made. That drew a good attendance. Finally, Congressman James G. Strong, of Blue Rapids and W. P. Lamberton, of Fairview, (who merely awaits the formality of the November election, we hope, in order to take his seat) were present. R. D. Sauerbrey, of Fairview, and another Potawatomi county member, to arrange their part in caring for the Convention, and sharing in it. "Uncle Andy" Shearer, whose home is at Frankfort, was present. Fieldman Charles Simpson was there. This was a rare, especially at dinner. Congressman Strong furnished ice cream for the dessert, which all appreciated. I swiped his gooseberry pie, but he got it back again.

Committees met, reported, discussed, voted, assigned tasks, adjourned. Nine locals were represented by 38 delegates. One local had ten delegates chosen, seven threshing machines at work within a few miles, and the one delegate attending reported that he left the nine to thresh in his place and came.

A three-day Chauntiqua program could have been put on with the talent present in that meeting. The Paenka orchestra, of 3 violins and the piano, rendered appreciated selections. Old King Cole in all his glory was entertained by 3 lesser fiddlers. Three of the ladies—Mrs. Bronninger, Mrs. Warner and Mrs. Hibbard—gave readings. They were fine. Congressman Strong spoke effectively in behalf of an organized agriculture. He finds it hard to convince Congressmen from industrial areas that farmers are interested in any legislation or marketing proposals. Only a small per cent—say 25 or 30—belong to farm organizations. He thinks every Kansas farmer ought to belong to one or more of the 3 major organizations. Congressman Lamberton (we may as well get used to saying it) spoke feelingly and effectively about the big concerns of life—home, family, friends—and the other concerns of making a living. He is an ardent champion of farm equality, but not blind to the necessity of each one playing his own individual part by doing his work well and handling his business sensibly. He spoke of his plans for service to his constituents.

Delegates to the State Convention were chosen—Pres. Watters. Reports were read, discussed, approved. I talked. Fieldman Simpson, who is beginning to be somewhat at home among

ing prepared, our worthy State President C. E. Huff will address the meeting. There will also be sports of various kinds, ball game, etc., in fact something to entertain everybody. Plan to be there. Yours respectfully, R. M. Glenn.

### GREENWOOD COUNTY

The third quarterly meeting of the Greenwood County Farmers Union will be held at the Lena Valley church on Thursday, Sept. 27th with a basket dinner at noon. All locals are cordially invited to attend. Election of delegates to state union meeting.

Chas. A. Roberts, Co. Sec'y and Treas.

### CRAWFORD COUNTY UNION

The Crawford Co. Union No. 25 will hold its quarterly meeting on Tuesday, Sept. 25th, at the Strickler Hall in Girard, Kansas, at 1 p. m. promptly. Locals send full delegation as this is the time to elect delegates to state meeting and other business that is important. Come. Geo. H. Ham, President, G. W. Thompson, Sec'y.

### NEMAH COUNTY

The Nemaha County Farmers Union will hold its third quarterly meeting at Kelly, Sept. 22nd (Saturday) at one o'clock. State President Mr. Huff will be there to speak, also W. P. Lamberton of Fairview. Fred W. Lehman, Sec'y-Treas. (Continued on page 4)

### A CALL

From out beyond the mountains, Away from the din and noise, Where the air is mist from fountains In the distance I hear a voice, Calling, calling me.

Down by the surf's wild fothing, Where boats rock to and fro, Amid the mist, there is a thing, Some fancy spirit, and Oh! How it beckons me.

Come and play, come and play, That is what it calls to me. When you're tired and heart-broken, Too, Then across the wind-swept sea, Something calls for me.

Bremen, Kansas. —Eunice Watters

### HOPE

There is blue in the sky though the clouds are dark And the sun disappears from view; Still there's never a time but the clouds will pass.

To be letting the sunshine through, To be looking beyond, to the light of hope

That is shining around your way, And you ever will find, though the clouds are dark, There'll be dawning a brighter day.

We wish to draw your attention to the ad of the Climax seed grader made by W. Sullivan, for over fifty years in Salina, Kansas.

### REPUBLIC COUNTY PICNIC

The annual picnic of the Republic County Farmers Union will be held at Riverside Park, just north of Scandia, Saturday, September 29th, 1928. An excellent program is be-

## THE NEED FOR TAX REVISION IN KANSAS

Kansas has been fairly progressive in most respects, but in the method of taxation we are somewhat behind most other states. We derive a larger part of our revenue from the general property tax than do other states. Years ago the ownership of property was probably the best evidence of ability to pay taxes. That is less true today. A professional man may own no property, occupy a rented office of a public building, and yet have a higher income than the owner of a good farm. This is cited merely as an example of the present situation.

When the Kansas Committee of Farm Organizations was created over a year ago, tax revision became the first concern of the committee. This revision, when accomplished, will not be a "solution" of the farm problem. So long as the farmer cannot influence his prices he will pay in the long run most of that which other groups pay directly. They will pass it on. But it will help. It cannot all be passed on.

We are reprinting in the Kansas Union Farmer a series of articles which appeared in the Topeka Capital, written by Harold T. Chase. These articles will appear each week as space permits, under the above heading. This editor bespeaks for them a careful reading. This program of tax revision will be one of the important matters before the next session of the legislature. We shall be glad to publish comments from our members, either for or against these proposals.

### Chapter III

#### New Taxes Necessary for Schools

Inadequacy of the general property tax as the tax base in states and localities, and the need of diversification in taxation are more and more impressing public officials, as well as economists. The Capital has called attention to the fact also that Kansas is out of line; it stands at the foot of the column of 48 states in its adherence to the general property tax for all purposes.

Now the Department of the Interior through its Bureau of Education refers to the question in relation to schools. States are steadily raising school standards, which are now higher than rural communities can locally sustain. But if the legislature raises these standards, then why should not the legislature assist the poor districts through the state as a whole? In fact in a number of states this is recognized as necessary and has become the practice.

Special taxes, however, become all the more necessary. The Bureau of Education in an extended statement some weeks ago commented on the interest in special taxation for schools. "This," it said, "is due to the fact that the property tax is now in many states the sole source of school funds as well as the sole source of support for all local and state government, and property is becoming more and more heavily burdened."

In Topeka and Kansas our schools are supported wholly from the general property tax. It is believed by some authorities on taxation, the statement of the bureau goes on, "that unless property is relieved from taxation for some type of public service purposes, property ownership, even home ownership, may become burdensome."

It is a burden to small home owners in Kansas, but a special burden on farm owners. The Bureau of Education notes "newer types of state taxes," as distinguished from local taxes. "States," it says, "are employing to a considerable extent, corporation taxes, income taxes and other types of taxes instead of, or in addition to, general property taxes, as a means of producing state school revenues." But in fact, states also are employing these other taxes, diversifying their tax system, to provide the whole of state taxes, as distinct from local taxes.

Gov. Lowden's distinguished service in Illinois was to revise the civil code of that state and to propose a broader base for taxation in the state; in consequence the people amended the constitution of the state. Kansas also has amended its constitution to permit of greater diversification of taxation.

In its discussion of the tax question the Bureau of Education quotes liberally from the report of 1922 of Gov. Lowden's State Tax Commission. That commission said:

It is absolutely essential that the State of Illinois, by amendment of its constitution and the passage of appropriate legislation, provide by more modern methods for the realization of a substantial part of the revenues required for public purposes by the state and its political subdivisions, so that in some measure the vast bulk of property invisible to the assessing authorities physically, but productive of very large income values, may be required to contribute its fair proportion to the public burden.

The Illinois commission proposed such elaboration of the tax system of the state as gross production taxes, or the big oil companies began to appear. They pointed out that it was ridiculous to expect them to know how many buckets, funnels and other paraphernalia they had about their stations. This did not disturb the commission, since whenever a change is made in men employed in charge of stations, a strict account is required by the companies of all such equipment. The oil companies also protested against being required to report for every station the average moneys on hand during the year. When one large company flatly refused to make a report,

are employed for the support of schools in Massachusetts, North Carolina, Arkansas and Delaware, and inheritance taxes in California, Virginia, Louisiana, Michigan and Kentucky. In Louisiana and Arkansas also severance taxes are used.

The so called severance tax is a tax of a natural product other than of the soil. Crops of soil products do not exist in the ground, while mineral products do and once removed can not be renewed or replaced. They are, as the Illinois commission stated, lost forever, and are consequently justly subject to a special tax as a natural resource of the state.

These are matters of more importance to Kansas than to most states, since Kansas stands in the lowest rank in diversifying its tax cost, while the demand grows in this state for more efficient schools and particularly for raising the standards of the rural schools nearer to a parity with the schools of the cities. It is impracticable without changes in taxation.

### Chapter IV

#### A Few Tax Absurdities in the Present System

In revising the tax system the Kansas legislature should not overlook the matter of administration. Tax revision is evidently an important question for the interests of Kansas, and administration is hardly less important. The tax system should be one that can be administered.

Some examples of the faulty administration of taxation in Kansas may be cited. The county assessors last year reported 119,000 automobiles, more than a third of all the automobiles registered in the state, not given in for taxation. And in some instances, in looking for the delinquencies, assessors reported that the slippery owners possessed high-grade cars. In one county more than 5,000 automobiles were not assessed.

The escape of a third and more of all motor cars from assessment is a somewhat glaring illustration of the weakness of administration.

This and similar oversights are partly due to the difficulty of obtaining competent assessors and this is partly due to politics and partly to the small pay for the service, but the chief difficulty is a system impossible to administer. The Public Service Commission has had under consideration a plan following the practice of the federal government, dispensing with assessors, creating a county assessment board at adequate pay, which might be as high as \$20 a day for each member, or higher, and requiring all subjects of taxation to send in their returns, as they send in income tax returns to the federal government. If the assessing plan is continued improvement for the more efficient assessors by appointment of assessors by the Public Service Commission, instead of leaving it to local politics and township trustees. But the greatest difficulties of administration would be avoided by classification of property for taxation.

Another example of the facilities of present assessments is furnished by the gasoline filling station. There are many thousands in Kansas, sufficient to call for a special blank. This year an attempt is being made to induce the oil and gas companies to pay taxes. They have been required to make out blanks in the same manner as other citizens, itemizing their property.

When this requirement was made upon them by the Public Service Commission this spring attorneys for the big oil companies began to appear. They pointed out that it was ridiculous to expect them to know how many buckets, funnels and other paraphernalia they had about their stations. This did not disturb the commission, since whenever a change is made in men employed in charge of stations, a strict account is required by the companies of all such equipment. The oil companies also protested against being required to report for every station the average moneys on hand during the year. When one large company flatly refused to make a report,

(Continued on page 4)



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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.

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

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

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



THURSDAY, SEPTEMBER 20, 1928

### FURTHER PREPARATIONS FOR MARYSVILLE

The Pacific Hotel will be headquarters for the Convention. You may have your mail forwarded to you there if you wish to do so. You may make your reservation there or elsewhere, as you wish, or you may wait until you arrive and the Committee will provide you with quarters. The Convention comes too late to make camping out a safe prospect. The Managers will meet on Tuesday afternoon, October 30, and the Convention will open on Wednesday, October 31.

Arrangements for broadcasting the evening programs have not yet been completed, but we are still hoping that such arrangement can be made. The State Agricultural College believes it would be beyond the purposes for which they are licensed, Milford finds remote control difficult to handle. We are still trying to get these evening programs on the air.

The committee to study the bank situation and to report to the Convention, with recommendations, is being created as promised at the Salina bank meeting. Probably in our next issue the names of the members of this Committee will be published. Other committees will be named soon.

Local Secretaries should make every effort to get their members into good standing and have their reports in the Salina office some little time before the Convention. Every Local should send a delegate. Every business Association should be represented, and every County Union. It will be a good convention, but can only be its best if we are all represented.

### FREE FROM MUDSLING

It was solemnly announced some time early in the campaign that it was to be conducted on a high plane—there should be no "mudslinging". Probably the leaders were sincere in that declaration. Also probably they are not responsible, on either side, for what has been done. The William Allen White-Henry J. Allen affair, wherein charges were made and withdrawn, then the retraction retracted and the lame apology offered that the retraction of the retraction was not intended to be made public, and that the party was not to blame for it, weakens one's confidence that all leaders are above low methods. Doubtless most of them are.

But the mud is in use, probably to a greater extent than previously in 20 years—or even since the early Bryan campaigns. When there is an intense public interest in a political contest there is always the temptation to appeal to prejudice and passion. Most of us are influenced by such an appeal, cunningly made, and many of us are more readily controlled in that way than by any other method. So that whether leaders desire it or not it enters into use.

Senator Robinson, in his acceptance speech, warned of "serpents, hissing in the dark." He declared that any candidate who profited by slanderous misrepresentation, not protesting, was party to it. Since that time the Republican Committee has issued a statement, expressing regret that a campaign of whispering was being carried on, and revealing that Mr. Hoover is a victim of it, as is Governor Smith. Thus two men of the very highest type are made to appear as mon-

### EUROPE LEADS U. S. IN PASTURES AMERICAN AGRONOMISTS LEARN

High Crop Yields Are Result of Intensive Fertilization Group of U. S. Crops and Soils Experts Find

Washington, D. C.—The remarkable productivity of the soil, particularly pasture lands, is a source of never-ending admiration and interest on the part of American travelers in Europe and constitutes an important consideration for our own agricultural advancement, states H. R. Smalley, director of the Soil Improvement Committee of The National Fertilizer Association, one of a group of nearly thirty agronomists and experiment station directors who have just returned from several weeks spent in Europe and England studying methods of soil treatment and crop growing, experiment station work and the production of potash and synthetic nitrogen.

"Whether in Switzerland at an elevation of 6,000 feet above sea level or 6 yards below sea level in Holland, we were impressed with the productivity of pastures in all of the countries visited. By fertilization of their pastures European farmers are able to carry from one to two

sters in human form, although they have been chosen by their fellows as rivals for the highest office in the world! It is to be hoped that none of our people are parties to or influenced by any such whispering, poison-spreading campaign on either side. This is not a back-alley quarrel, but a campaign for the selection of a president of this country for the next four or eight years. Argument and discussion are right. An intense interest is wholesome. But mudslinging and poison whispers are detrimental and merely obscure real issues.

### KANSAS CHAMBER OF COMMERCE FORMS HIGHWAY BUREAU

The Kansas Chamber of Commerce has created a Highway Bureau for the promotion of the campaign in behalf of the road amendments. The Chamber was formed, by its own admission, for the express purpose of changing the Kansas Constitution regarding road building. It has succeeded admirably so far.

The Kansas Farmers Union is making a careful study of the situation. We are attempting to learn how far the good roads boosters want to go in the matter of financing the state roads—whether it is probable that counties and townships will be left dependent upon the property tax for their highway maintenance, largely, or whether the division of special tax funds will be fairly made. We expect to treat the matter rather fully within the next few weeks in these columns. The last Bulletin of the Chamber thus describes the new bureau and its duties:

"The Kansas Highway Bureau, a new and independent road organization sponsored by the Kansas Chamber of Commerce and having for its main objective the passage of the two road amendments submitted to the voters of Kansas at the special session of the legislature, will begin operation in Topeka about September 1st. An office has already been secured in the Insurance Building, Seventh and Jackson.

The Kansas Highway Bureau will be a separate organization, with its own chairman and other officers, its own executive committee and board of directors and its own financial control. The Kansas Chamber of Commerce was asked to sponsor the organization after a series of conferences with road boosters from all sections of the state disclosed a belief that a separate organization, having but the one objective and uniting all road boosters and organizations in the state, would prove most effective in the campaign for the amendments. Maurice L. Breidenbach, president of the state chamber, stated immediately that the Kansas Chamber of Commerce was concerned first of all in the passage of the amendments and the saving of federal aid and would do whatever was deemed best to obtain that end. He not only pledged the support of the state chamber but offered its resources, equipment and personnel to the highway organization.

A large number of prominent Kansans will be connected with the highway bureau. Roy P. Bailey, editor and general manager of the Salina Journal, has been appointed chairman, with George H. Hodges, former Governor of Kansas and author of the Hodges road law, as vice chairman. Wm. A. Bibb, assistant to the president of the Long Oil Company, Topeka, is chairman of the Finance Committee. Marcellus Murdock, managing editor of the Wichita Eagle, is chairman of the Speakers Bureau. An executive committee composed of two prominent road men from each congressional district, will control the organization, with a board of directors of 105 members, one from each county in the state.

An attempt will be made to get into the organization representatives from every organization in Kansas. Farm organizations, trail associations, chambers of commerce, motor clubs, women's organizations, civic clubs as well as individuals will find a place. It is hoped that with this organization sufficient sentiment for the amendments can be aroused to carry them not only in the counties known to favor good roads but the doubtful counties as well. An intensive campaign, using newspapers, radio, speakers and direct mail, will be used. In this way it is hoped to reach a large majority of those who will cast ballots at the November election."

### FIRST AID TO FARMERS

The serious manner in which the Chamber of Commerce of the United States has gone about devising ways of curing the ills of agriculture pointed out in the report of the commission of business men made several months ago, shows that the importance of this problem is receiving recognition outside political circles.

There has been considerable flippancy on the subject of first aid to farmers. Even one of the most earnest students of the problem in the nation, former Governor Lowden, has been held up to ridicule by some critics. Even some of his political friends regarded his refusal to let his name appear before the Kansas City convention, after the platform was adopted, as "poor sports-

animals per acre and, in some countries, to take a cutting of hay from part of the pasture land in addition. Even in Switzerland, although almost entirely a dairy country, farmers use considerable fertilizer on grass lands and at an Alpine experiment station more than a mile above sea level were seen plots where the yields of grass were almost doubled by the use of phosphoric acid and potash," Mr. Smalley reports.

Holland, in some respects, is the most interesting country in the group. Her agriculture is unique and very intensive and her farmers use more fertilizer per unit of land than those of any other country in the world. For the most intensive grazing as much as 1200 to 1500 pounds of fertilizer is applied per acre. Potatoes, cabbage and other vegetables receive 3000 pounds per acre of high-grade fertilizer. In Belgium the war-devastated areas have largely been restored to production and the country is growing splendid crops, as shown by average yields of 37 bushels of wheat, 87 of oats and 268 of potatoes in 1927. Belgium ranks second only to Holland in the intensive use of fertilizer.

In Germany they visited a large farm near Berlin where there are 7500 acres under cultivation. All sorts

of improved equipment for planting, cultivating and harvesting is used here including nine tractors and one combine which is being tried experimentally. An average of about 800 pounds per acre of fertilizer is used on the 7500 acres with yields of 53 bushels wheat, 30 tons cabbage, 450 bushels potatoes and 5 tons alfalfa hay. Germany is using more nitrogen and potash and less phosphoric acid than before the war.

The German plants where synthetic nitrogen is being produced will have in 1928 a combined capacity of 700,000 tons of actual nitrogen (equivalent to 4,500,000 tons nitrate of soda). "To extract hydrogen from river water and nitrogen from the air, combine them, and turn out sulfate of ammonia, nitrate of lime, or Leuna salt peter, all within two hours' time, is quite an accomplishment, even from the chemical engineer's standpoint," Mr. Smalley comments. In both the German and the French potash mining fields production is going on with great efficiency and economy as indicated by present world prices for the product.

In France, yields of most crops appear to be increasing somewhat probably due largely to the use of more potash and nitrogen in the fertilizers. It is common practice to fertilize

### THE RUSSIAN WHEAT SITUATION

Prior to the World War and the overthrow of the Czarist regime Russia was a large exporter of wheat. At once after the war ended it was expected that Russia would resume her position as one of the world's large producers of wheat surplus. It has not materialized. No doubt the revolution and the great changes in the whole economic and political structure were largely responsible. But Mr. M. S. Lulinsky, speaking before the International Wheat Pools Conference at Regina puts a most interesting interpretation upon the Russian condition. He declares that the surplus for export was secured at the expense of the peasant, who is now consuming more than formerly. Mr. Lulinsky is reported as saying:

It has been made evident that the Russian export of wheat under the regime of the Czar came from the large estates of the Russian nobles. This exportable surplus was actually a "hunger surplus"; procured at the expense of the poverty, degradation, and undernourishment of the Russian peasant. By far the most important feature of the Russian revolution has been the seizure and appropriation of these vast estates by the land-hungry peasant. A result has been a lessened surplus for export since the peasant naturally insists upon taking care of his own needs first.

### PROHIBITION PARTY VOTES TO CONTINUE

After a spirited contest it was decided by a vote of 4 to 3 to continue the campaign in the most vigorous way, and not to withdraw the nominee, William F. Varney, and throw the support of the party to Herbert Hoover.

Those who voted to continue were Miss Esther H. Elfreth of New Jersey, vice chairman of the national committee; D. E. P. Prugh of Pennsylvania, Frank S. Regan of Rockford, Ill., and Will D. Martin of Hasbrouck Heights, N. J.

Voting to throw the party vote to Hoover were H. P. Paris of Missouri, Alonzo E. Wilson of Chicago and John B. Coffin of Florida. E. I. C. Hohenthal of Connecticut was the only member of the committee not present. Dr. D. Leigh Colvin, New York national committee chairman, did not vote.

The Associated Press gave the following report of the meeting:

Virtually the entire day was devoted to discussing whether the party should cast its support against Gov. Al Smith, the democratic presidential nominee, at the cost of destroying itself, or should continue to fight for principle. After the vote had been announced, Mr. Martin said:

"The position of the majority was that this election is not a bona fide contest over the prohibition question but a fake contest between the modification program of Gov. Al Smith on one side and continued nullification by the republican party on the other.

"Hoover has not announced himself in favor of the principle of prohibition. He says he will continue the Coolidge policies and under Coolidge we have had such very unsatisfactory enforcement that it has been used by Al Smith to make the people believe modification is necessary.

"We attribute to the fact that the republican party has sought to cater to a divided constituency including both wets and dries to make any appeal to the people. The inability of the republican party to enforce prohibition has led the people to looking for a champion of modification. If they had enforced the law the results would have been such that there would not have been any serious demand for modification."

wheat at the rate of from 800 to 1200 pounds per acre. In addition to this, a side-dressing of nitrogenous fertilizer is made in the spring, a practice which is not followed in this country but which has given excellent increases both in yields and in protein content in tests conducted by the U. S. Department of Agriculture and State Experiment Stations.

The new system of pasture management, as seen in England, although still in the demonstration stage, is rapidly gaining in favor among English farmers. Under this plan the usual application of mineral fertilizer is made in the fall followed the next spring and summer by about four applications of sulfate of ammonia or other nitrogen carrier. The pastures are divided off into six or eight fields and the stock moved from one to another frequently enough to insure a supply of high-protein grass never more than four or five inches high. Numerous trials both experimental and on a practical scale, indicate that the pasture season can be extended a month or more and the carrying capacity increased two, three or even four-fold.

The music that reaches farthest into Heaven, the beating of a loving heart.—Beecher.

## REFLECTIONS

### DEFINING THE ISSUE

This is a free country. Nothing proves that more conclusively than the freedom with which campaign orators define the issues to suit themselves. Clarence Darrow, the noted lawyer, speaking for Governor Smith, is reported to have declared that he was supporting him as a wet, and up on no other ground. Senator Curtis, speaking for himself and Secretary Hoover, said that the wets were being deceived. They might as well vote the Republican ticket, since "Al Smith could not be elected upon the Abolition statutes if he tried." Republican leaders were said to be jubilant over the effect which this challenge had had upon wet Republicans, who might have voted for Smith in hope of some modification of the prohibition laws. Some churches and some women's organizations still are opposing Gov. Smith with vehemence and other language, on the ground that his election means the end of all good. Darrow says no one seriously means to try to help the farmer. A group of the ablest farmers in the country, whose integrity and judgment have never been questioned, came away from a conference with Gov. Smith fully convinced that he has a deep concern for the farm situation, a definite policy in mind, and that his word can be relied upon. It is our guess that before the election the farm question will have returned to the center of the stage, and will be in the spotlight.

### IT SOUNDS VERY SIMPLE

Here is the text of the Pact of Paris, a document signed lately in that city and hailed in many quarters as the greatest treaty ever entered into by the nations of the world. There are doubts, of course. It is profoundly simple, as great matters are apt to be.

Article I  
The high contracting parties solemnly declare in the names of their respective peoples that they condemn recourse to war for the solution of international controversies, and renounce it as an instrument of national policy in their relations with one another.

Article 2  
The high contracting parties agree that the settlement or solution of all disputes or conflicts of whatever nature or of whatever origin they may be, which may arise among them, shall never be sought except by specific means.

THE TORNADO  
The black cloud rolled along  
The valley of the Wakarusa.  
A traitor wrath from out its folds  
Stole downward.  
A writhing, trailing mischief  
O'er the land,  
Leaving a twisted, broken landscape  
In its wake.  
Anna C. Reaick.

## The Dry Goods Box

### BRYSON IS "AGIN" THE ROAD AMENDMENT

Topeka, Kansas, August 29, 1928.  
He that hath eyes, let him see, for fear he may not think to see, and realize the last primary election is a plain demonstration. The people are pending more on their judgment than in the past. They are not trusting to the would-be salt of their prosperity, namely, Paulen, Curtis, Capper, and many others who shed their influence on behalf of John Hamilton in support of the Constitutional Amendment for a connected system of State Roads, and all Federal Aid reverts to the State to apply only on State System, only accommodating one-tenth of the farmers, leaving the rest in the mud to work out their own salvation, with out a fund. It will take most of the Federal Aid Fund. There is no other fund to resort to; the farmer is going to have his allotted share of Federal Aid Fund, as allotted to the counties. The farmer is satisfied with the law as it is. Let it alone.

The State Highway Commission has informed us there is sufficient gas and car tax to build a road, and no mortgage on our land. The farmer is satisfied, but Paulen, Curtis, Capper, John Hamilton, and other high minded boosters stand for an increased taxation. It did not have the desired effect at the Primary Election which should be a notice to them. The people have lost confidence in their judgment, losing their prestige to the booster element. A booster is a liar ninety times out of a hundred. This is an old adage, and in my judgment, a true one.

In support of my judgment as to the booster, I will refer to the benefit district. I will not try to enumerate the lies the booster told the farmer as an inducement to sign the dotted line. Later, having to admit it was a mistake. A booster never loses confidence in himself, but with the aid of the high-ups to carry out his imaginary scheme, he hopes for success in his efforts. They were successful in convincing the legislature for an amendment to our constitution. It was fought for four days with bitterness to the last hour. The bitterness was sweetened. An agreement was made. What happened is a conundrum to me. The Governor gave the booster an opportunity to work our legislators behind the curtains, keeping the people ignorant, except when a convert was secured. Our lawmakers accepted the boosters' advice.

Don't forget, we have been told there is a large sum of money in the Good Roads Treasury to build roads. I don't know of a dollar that was spent in the dirt. Are they using it to influence our legislative body to change their minds, turning the untaxed paying element loose to bond our homes, and take away what we have to build County and Township

### AMERICAN MONEY IN GERMANY

From Barron's Weekly  
American money continues to pour into Germany. Month by month the figures show that from two-thirds to three-fourths of the capital influx comes from the United States. It was estimated that 72 per cent of the \$400,000,000 which Germany obtained in 1927 came from the United States, and only 9 per cent from Great Britain.

The investor, mindful of the warnings given by the agent-general for reparations against "overspending and overborrowing" on the part of the reich, and of Germany's own efforts to offer some sort of restraint to the too eager American capitalist, is more and more inclined to inquire about the precise state of affairs, commercially and financially, in Germany.

The economic substructure of the country is becoming gradually but surely stronger. Germany is not yet the business man's or the consumer's paradise. There are cross currents, problems and contradictions, but the general trend is in the direction of greater activity.

### PLAY TOGETHER

You will not make a success of your Local until you first learn to play together. It is a true saying that, "All work and no play makes Jack a dull boy." All over the state the Locals that are doing the best work are the ones that have a good time together. Our constitution provides for the social side of our organization, and the Local that is not playing together will not work together very long. We urge that every Local, that is not doing so already, immediately plan for the social development of their community and learn to play together.

### LLOYD GEORGE SAYS TREATY WILL NOT END WAR

Speaking at the Welsh Baptist Church, East Castle Street, London, England, recently, Ex-Premier Lloyd George is reported as having said: "As one who was a Minister at the time the Great War was declared, I say that if all the Churches of Christendom had suddenly come out and said, 'Halt, this murder must not begin,' there is not a Minister or a Monarch who would have dared to have done it."

"But the Church in the box to bear witness. There were some very awkward questions it could not answer—not yet. They spoke of Christendom—and America for 300 years had been Christian—but where did Christendom stand in the face of the message which angels heralded—the message of peace on earth and good-will towards men? The Church in the witness-box could not give an answer."

"The last war was made by monarchs, statesmen, warriors, who were all Christian, everyone of them. It was not the atheist, the pagan, the infidel, it was Christian ministers,

Christian Kings and Emperors.

"Look at Europe today. After that terrible lesson—that most scorching lesson—there are more men, young men in the prime and vigor of life, being taught and trained to kill each other than at any other time since the foundations of the earth were laid. The Church is still in the witness-box; what is its answer to that?"

"It is said the Church is not responsible. I say it is. If the Church does not contain a majority of the population, it contains a majority of the people who matter, who govern, who rule, who dominate everywhere. If they all stood together for the Prince of Peace his cause would be irresistible."

"They are increasing their cruises in America, so they are here, but I am proud that as soon as the war was over we put an end straight away to conscription. If every country in the world would follow that example it would be a good thing, and if the Christian Churches were united they ought to force disarmament in the world. You will never get peace by declarations outlawing war."

Commissioner Armstrong said:

"What's an ocean between political friends? Nothing at all these days."

Nobody in this Commonwealth will deny that W. L. Mellon, acting for his famous uncle, controls the local and State Republican organizations.

Several weeks ago Commissioner Armstrong, sensing the strong Smith sentiment here, cabled Mr. Mellon that he would like to communicate with him on "ways and means."

The reply was by cable to the effect that Mr. Mellon would talk with him over the telephone from London at a date to be fixed later.

Shortly afterward Commissioner Armstrong received a cablegram fixing the date for the "telephone talk," at 10 o'clock this morning.

At that hour Commissioner Armstrong was in Mr. Mellon's office in the Frick Annex Building and the conversation was on.

While Commissioner Armstrong did not make known Mr. Mellon's instructions, he said, everything is now fixed and we're going ahead and give Mr. Hoover an old-time Republican majority in Allegheny County."

T. U. who were too old to make a long drive.

Did you ever think how easy it was for the two major parties to nominate candidates that were non-persona grati (this isn't swearing, it has something to do with diplomacy) to the rank and file of the membership and will be able to elect one of them. It isn't so sure either which one. But why should I worry. I'm all right until a third party is organized and I expect to be on the ground floor then. This isn't the year to join the downtrodden. This is the year to today to big business and preach prosperity. Talk temperance between drinks in the West and take a drink between drinks in the East. I Smith's supporters see a victory in sight but they may be seeing double for all I know.

Dear friend, you may think I take a cynical view of things but it's this way: The heart of humanity is all right but its head is still in a state of undevelopment. Did you ever notice children? At a certain stage the delight in telling what is MINE. So humanity with its new toys: Autos, radios, movies, aeroplanes, etc., etc., are so busy getting and operating that they have no time for a spark, religion or co-operation. In time they will use these things instead of being abused by them and then the "desert" will blossom like the rose."

Until then do the best you can and sit in on the winning side.

Don't forget the appointment to Swamp City. It is vacant the second time since I wrote you.

Your friend,

Jonas Slickery.

HE KNEW ENOUGH AND MORE

A soccer match was to be played between two amateur clubs who were old rivals. In fact, this particular match was always inclined to be like a dog fight. The referee, however, did not turn up and the rival captains set about the task of finding a substitute.

They saw one in the crowd who would fill the bill.

"I say," said the home town skipper, "you know enough about football to referee this match, don't you?"

"More than that," replied the spectator, "I know enough not to referee it."—St. John Telegraph-Journal.

Much in Demand

Brown—Have you seen the latest invention?

Jones—No, what is it?

Brown—A collar button with a little photograph inside that will call out when it rolls into a park corner under the bed. "Here I am, here I am."

"Is it true that statistics prove women live longer than men?"

"Well, you know that paint is a great preservative."

If you are anxious for the other person to finish talking so that you may start, you are not a good listener.



## Ladies' Auxiliary

## NOTICE

ALL LADIES AUXILIARY DUES SHOULD BE SENT DIRECT TO THE STATE SECRETARY, MRS. MAY INGLE, MICHIGAN VALLEY, KANSAS.

THE AUXILIARY DUES ARE \$1—YOU KEEP 30c IN YOUR LOCAL SEND 70c TO THE STATE SECRETARY. THEN 20c OF THIS IS

SENT BACK TO YOUR COUNTY ORGANIZATION IF YOU HAVE ONE. IF YOU DO NOT HAVE ONE THE STATE WILL KEEP IT IN THE TREASURY UNTIL YOU DO ORGANIZE. THEN YOU ARE ENTITLED TO ALL THE COUNTY DUES FROM DATE OF ORGANIZATION.

## Junior Co-operators

## MEMBERSHIP LIST

ADDIE HARDIN—Kincaid.  
JULIA DOWELL—Colony.  
HELEN HOLCOM—Baldwin.  
LORETTA SIMECKA—Delia.  
NAOMI KITCHEN—Lyndon.  
HELEN CENTILVRE—Mont Ida.  
KEITH CENTILVRE—Mont Ida.  
PETE CENTILVRE—Mont Ida.  
CLINTON DONALD—Kincaid.  
HOWARD DONALD—Kincaid.  
GEORGIA GRACE COFFMAN—Madison.  
HELLEN BARTZ—Rush Center.  
MILDRED NELSON—Ottawa.

## WHAT CHILDREN SHOULD KNOW

Clean stockings every morning make your feet feel more comfortable.

Dresses, coats and trousers should be brushed and hung up neatly when not worn. They will last longer and look well until worn out.

Colds are believed to be caused by germs coming into the nose and throat. A clean nose, mouth and throat is the first step to prevent colds. A clean skin, used to fresh air and cold water, is the second step to prevent colds. In modern times we find that the most wide-awake and vigorous nations, the ones that are advancing most rapidly, are those whose people keep themselves in good health. One of the most important health habits is that of daily bathing.

Drinking cups used by a number of people are very likely to transfer the germs of "bad colds" and certain kinds of "sore throats." There is no doubt about the statement made by doctors that many common diseases of school children are spread by their drinking from the same cup or dipping.

A set of dirty nails is a sign that its owner is slovenly. All that is necessary to have good nails is to scrub them whenever you wash your hands, with a nail brush, warm water and soap, and then clean them with an orange-wood stick or small tooth pick. Dirty nails should be trimmed often, for they look better and are much more easily cleaned.

The skin contains sweat glands. These gather much water and some waste from the blood and pour it out on the surface of the skin as perspiration. When the perspiration dries or evaporates, it takes heat away from the body, which becomes cooler. Baths with warm water and soap are necessary to wash away that part of perspiration that does not evaporate.

Despite not the day of small things. A spark of fire falling on some chemicals led to the discovery of gunpowder. A swinging lamp led to the idea of the pendulum for measuring time. Boiling water in a kettle filled with steam engine. Garments stuffed with wind and air, and a daughter of the Frenchman the idea of filling a large silk bag with gas, and hence the invention of the balloon.

Clothes may not make the man, but expensive suits have been the making of many a lawyer.

## THE RIGHT WAY TO CUT FLOWERS

Dear Jimmy:—

So your flower garden is going full speed ahead, eh? I know just how gratified you and Peg feel when you see the border bright with flowers after all the effort and misgivings and hopes which have been your share since you put the first seeds in away back in March.

And I suppose Peg is having a grand party filling all the vases in the house with blooms and saying quite casually to her callers, "Oh, yes, they're all out of our own garden. We've been picking them for weeks." Well, just tell her from me that there's a right and a wrong way to gather flowers, as well as to grow them, and that if she wants to make a hundred-percent hit with the visiting firemen she can do it by following the former.

The best time to cut flowers is the early morning while they are still refreshed by the night's coolness, and the best thing to do with is an old pair of stout scissors. Breaking them loose from the main stem is harmful, and so is the use of a knife unless you're very careful not to pull when making the cut. The proper way is to snip the flowers off cleanly with no disturbance of those parts of the plants which remain.

As soon as the blossoms are cut the butts of their stems should be poked into a pail of water, else air will enter their cells and act as a very efficient barrier to the subsequent absorption of the life-sustaining liquid. After the harvest has been gathered, set the pail in a dark, cool room for a couple of hours, and then distribute its contents among the various vases and bowls.

Any given lot of flowers should have an inch or two taken off its stems every day while in the house, the stale water thrown out, and all the containers refilled with fresh water. Treated thus, they will last twice as long as their companions that have been carelessly gathered, and their whole appearance will be finer.

As always,

Gardner.

(Copyright 1928 by House and Garden)



6254. Ladies' Step in Chemise Cut in 4 Sizes: Small, 34-38; Medium, 38-40; Large, 42-44; Extra Large, 46-48 inches bust measure. Medium size requires 2 1/2 yards of 32 inch material. To trim with lace bands as illustrated will require 2 1/2 yards. Price 15c.

6063. Girls' Dress Cut in 4 Sizes: 6, 8, 10 and 12 years. A 10 year size requires 2 1/2 yards of 36 inch material together with 1/4 yard of contrasting material. To finish with bias binding as illustrated will require 2 yards. Price 15c.

## FASHION BOOK NOTICE

Send 12c in silver or stamps for our UP-TO-DATE FALL AND WINTER BOOK OF FASHIONS, showing color plates, and containing 500 designs of Ladies', Misses' and Children's Patterns a concise and comprehensive article on dressmaking, also some points for the needle (illustrating 30 of the various, simple stitches), all valuable hints to the home dressmaker.

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

## SENATE CONCURRENT RESOLUTION

A proposition to amend article 11 of the constitution of the state of Kansas by adding a new section thereto.

Be it resolved by the Senate of the State of Kansas, the House of Representatives concurring therein:

Section 1. That there is hereby submitted to the qualified electors of the state of Kansas for their approval or rejection a proposal to amend article 11 of the constitution of the state of Kansas, by adding a new section thereto, numbered section 8, to read as follows: "Sec. 8. The state shall have power to levy special taxes, for road and highway purposes, on motor vehicles and on motor fuels."

Section 2. This proposition shall be submitted to the electors of the state of Kansas at the general election in 1928. The amendment hereby proposed shall be known on the official ballot by the title, "The Motor Vehicle and Motor Fuel Tax Amendment to the Constitution of the State of Kansas," and the vote for or against such proposition shall be taken as provided by law.

Section 3. This act shall take effect and be in force from and after its publication in the official state paper.

I hereby certify that the foregoing is a true copy of original Senate Concurrent Resolution No. 4, now on file in my office.

FRANK J. RYAN, Secretary of State.  
By E. A. CORNELL, Asst. Sec. of State.

## SENATE CONCURRENT RESOLUTION

No. 4.  
(L. 1928, Special Session, Ch. 3.)

A proposition to amend section 8 of article 11 of the constitution of the state of Kansas.

Be it resolved by the Senate of the State of Kansas, the House of Representatives concurring therein:

Section 1. That there is hereby submitted to the qualified electors of the state of Kansas for their approval or rejection, a proposal to amend section 8, article 11 of the constitution of the state of Kansas, so as to read as follows: "Sec. 8. The state shall never be a party in carrying on any work of internal improvement except that it may adopt, construct, reconstruct and maintain a state system of highways, but no general property tax shall ever be laid nor bonds issued by the state of such highways."

Section 2. This proposition shall be submitted to the electors of the state of Kansas at the general election in 1928. The amendment hereby proposed shall be known on the official ballot by the title, "The Highway Amendment to the State Constitution," and the vote for or against such proposition shall be taken as provided by law.

Section 3. This act shall take effect and be in force from and after its publication in the official state paper.

I hereby certify that the foregoing is a true copy of original Senate Concurrent Resolution No. 4, now on file in my office.

FRANK J. RYAN, Secretary of State.  
By E. A. CORNELL, Asst. Sec. of State.

## LETTER HEADS

\$6 PER THOUSAND ENVELOPES \$5 PER THOUSAND

High Class Job Printing at Low Prices

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

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KANSAS UNION FARMER WEEKLY EXCHANGE If members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 5 cents a word per issue. Count words in heading, as "For Sale," or "Wanted to Buy," and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

## CLASSIFIED ADVERTISING

## MANAGER WANTED

WANTED—Manager for Farmers Union Produce Store at Williamsburg, Kansas, on commission or salary. R. E. Chambers, Home, Kansas.

## MANAGER

DO YOU need a live manager for your Elevator of Business and Experience? Address 24, Union Farmer.

## MISCELLANEOUS

FOR SALE—New radiator for Deering Combine Auxiliary engine at half price. Created to ship. Box 48, Salina, Kansas.

FOR SALE—Catalpa telephone poles and fence posts. S. A. McCune, McCune, Kansas.

99% PURE ALFALFA, no noxious weeds, high germination \$1.50 bu., sacks included; sweet clover \$5.00; fair alfalfa \$6.00. Meier Grain, Salina, Kansas.

## COUNTY UNIONS. ATTENTION

Any county desiring a banquet for its delegates at the state meeting in October can have the matter attended to by notifying the undersigned, who was appointed for such purpose by the committee on arrangements. State time, price, number of plates, etc. Please clip this notice for use when needed.

R. H. HAWKINS, 611 North 11th St. Marysville, Kansas.

## FREE CALF BOOK

Describes Blackleg Situation

The loss of well over \$6,000,000 each year by the cattlemen of the country because of the Blackleg situation indicates the need for a better understanding of the subject. Blackleg is practically 100% preventable. Therefore this enormous annual loss is preventable. Think what the elimination of that \$6,000,000 Blackleg tax every twelve months could mean in the way of increased ranch and farm prosperity. To help turn this loss into gain is the chief purpose of the material presented in the Calf Book, now being distributed by the O. M. Franklin Blackleg Serum Company.

A careful reading of the pages will abundantly repay any stock raiser as the information and suggestions contained therein point the way to an unflinching protection against the greatest source of calf losses.

Copies of this booklet will be gladly mailed to any address free upon request. Write the Franklin Blackleg Serum Co., Denver, Colo., for one of these books.

## RESOLUTION OF SYMPATHY

Vassar Local No. 1779 at this regular meeting to express the sympathy of the members to Mr. Otto Weiss and family in the illness of his wife, and hope that she may have a speedy recovery.

Wm. C. Hawley, Henry Lane, Clerk, Beskon, committee.

## FARMERS' UNION DIRECTORY

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C. E. Huff, Vice-Pres. Salina, Kansas  
A. C. Davis, Sec. Springfield, Mo.

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## Farmers Union Jobbing Association

337 Board of Trade Bldg., Kansas City, Mo.

## Farmers Union Cooperative Produce Assn.

301 Oak St., Kansas City, Missouri

## Farmers' Union Live Stock Commission

408-8-10 Live Stock Bldg., Kansas City, Mo.

## Live Stock Exchange Bldg., Wichita, Kan.

## Farmers' Union Mutual Insurance Co.

Salina, Kansas

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SPECIAL ELECTION OFFER From now until November 15, 1928 The Lincoln Star daily with Sunday for \$2.00, daily without Sunday for \$1.60. Subscribe now and keep posted on the political news. Please mention this offer in subscribing. Adv.

666

Cures Malaria and quickly relieves Biliousness, Headaches and Distress due to temporary Constipation. Aids in eliminating toxins and is highly esteemed for producing copious watery evacuations.

## AERO-DUSTER



For COPPER CARBONATE dust treatment for the prevention of Stinking Smut or Bunt in wheat.

Price—\$32.50 F. O. B., Kansas City. Liberal discount to dealers.

HANDLED BY THE FARMERS UNION JOBBING ASSN., 337 Board of Trade Building KANSAS CITY, MISSOURI

## A Farmers Union Company Writing Farmers Union People

You're not up to the minute if you don't have a policy in

## Farmers Union Mutual Insurance Company

That's why we want to tell you all about it.

See any of our agents or write the office

SALINA, KANSAS.

## Consign Your Grain

Where you know you will get top prices and prompt service. An institution grown to its present strength through your help and co-operation. The F. U. J. A. is devoted to your interests and can serve you best.

We handle the "K F U" SUCCESS "TANKAGE" Manufactured for the Farmers Union Jobbing Association. Send us your orders.

## Farmers Union Jobbing Association

337 Board of Trade Bldg., Kansas City, Mo.

Branch Office.

SALINA.

## Price List of Local Supplies

Application cards ..... 20 for 5c  
Credentialed blanks ..... 10 for 5c  
Dimit blanks ..... 15 for 10c  
Constitutions ..... 5c  
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. Brant, Box 51, Salina, Kansas.

Farmers' Union Song Leaflets, per dozen ..... 10c  
Business Manuals, now used instead of Ritual, each ..... 5c  
Farmers' Union Song Books 20c  
Farmers' Union Watch Fobs 50c

## ALL ONE BIG FAMILY

That's the way the Farmers Union Live Stock Commission salesmen, yardmen, and office force feel toward you when you come to us for service.

Your interests are our interests and our organization is kept in shape to take care of your live stock and your business in the way you want it done.

## Farmers Union Livestock Commission

STOCK YARDS

KANSAS CITY

## Your Own Firm

## Established 1870

Clean and grade your seeds on my Improved CLIMAX FANNING MILL and Seed grader, cleans all seed from alfalfa seed to corn. Write for circular, showing cut of Mill and Price.

Shop Cor. South and 11th St. Salina, Kansas





## THE NEED FOR TAX REVISION IN KANSAS

(Continued from page 1)

the county assessor in its county refused to cite it to the courts. There is considerable timidity among assessors in dealing with companies with a regular legal staff of competent bluffers. In the case of the oil companies the Public Service Commission has stood pat and its new blanks will be filled out.

An example of feebleness in taxation under the present system was given the writer by an assessor of long experience, who stated that the worst work he had to do was in assessing the furniture and furnishings of homes of newlyweds. Here is a residence whose furniture, rugs, pictures, plate and so on could not be replaced for less than \$10,000. The owner is asked what it is worth and after some sparring fixes the value at a fair figure, which is accepted. The rate is \$30 on the thousand. The assessor passes to a house just furnished by optimistic young folk. Everything is brand new. What it is worth is fairly evident. The piano cost \$400. Taking the whole outfit, the assessor estimates it at \$1,000 and is assessed at that figure, with a tax of \$30. But only \$50 has been paid on the piano and altogether only \$200 on all the furniture and furnishings. This is really all that the young people own of such property. The tax of \$30 is 15 per cent of what they own, where the other tax of \$30 was less than one-third of 1 per cent. One taxpayer here is paying 50 times as much tax as the other on property actually owned.

The worst thing about this farcical taxation is not the injustice, for in the course of a generation in many cases it may be equalized. The worst thing is its absurdity as purporting to be a system of taxation adopted as such by a state.

Kansas loses hundreds of millions of property from its tax rolls by inability to assess the value of property. A good part of which can not be found by present methods, and this of course is a perennial source of injustice to conscientious owners and to owners of visible property, principally land and buildings, livestock and similar forms of property. And as stated by the Bureau of Education in discussing requirements for growing schools, the property that does not pay taxes is being stretched to the limit to cover the increasing costs of government and the property is justly and properly taxed. If anything more is proposed, which constantly and necessarily happens, the cry is that "taxes are too high already. When is this thing going to stop?" The way to stop it is to quit putting it all on the general property tax.

### Income Taxes Only an Item

State income taxation is one of the almost universally approved forms of any modern system of state tax revision. It has been endorsed by every great farm organization in Kansas as one of the methods of relieving land from an excessive tax burden.

Yet it would be a mistake to expect very great benefits from this tax alone in an agricultural state. It is merely one item in tax revision. The income tax rate in the federal state is 6 per cent, in most states having income taxation the rates being progressive, from 1 per cent, or in Oklahoma three-fourths of 1 per cent, on small incomes up to 6 per cent on large ones.

Since income taxes usually no great number of large incomes in primarily agricultural states, the revenue is not sufficient from this source alone to greatly benefit land owners and small home owners. No state obtains more than 10 per cent of all its revenues, state and local, from the income tax, and the Oklahoma obtains only 2 per cent. But Oklahoma, it may be mentioned, raises a very large part of all its revenues from taxes on mineral products, which is also an item included in the tax program of Kansas farm organizations. In most states the proportion of all revenues from all taxes going to the state itself is about 10 per cent, so that if the state, as distinct from the localities, should raise from incomes all the money it now gets from the general property tax, the relief to agriculture and to home owners in cities should not be greater than 10 per cent. Nevertheless a reduction of 10 per cent in farm taxes would be quite a different thing from a steady increase in farm taxes, such as has occurred in the last 10 years. The income tax has to be considered merely as a part of a plan of tax revision that includes several other items, which were outlined in the review of the report of the National Tax Association in a former article in this general discussion of taxation in Kansas.

In a recent statement by Whitney Coombs, agricultural economist of the Department of Agriculture, on state income taxation, Mr. Coombs remarked that "certain groups appear to doubt the fairness of the state income tax and to fear its effects." Their doubts and fears seem erroneous," says Mr. Coombs, but he suggests that "the successful introduction and maintenance" of a state income tax will tend to be dependent on an educational program that will convince the majority of the groups of the population that the new tax is a step towards making the financing of government more equitable from the point of view of all people of the state. While income taxation will benefit agriculture, yet it is a form of taxation that is fair in being directly responsive to ability to pay taxes for all concerned.

### Chapter VII

#### Wisconsin's Income Tax Plan

Of 12 states that now derive a part of their revenue from a state income tax, Wisconsin is an example of an agricultural state which obtains from this source a large part of its total revenues and distributes the money, instead of applying it to the state itself, the Wisconsin distribution be-

ing 40 per cent to the state, 10 per cent to the county and the remaining one-half to the town, city or village that raises the tax. Seven of the 12 states having an income tax apply the whole proceeds to the state itself.

In a statement of state income taxation as a means of relieving the farmer from heavy taxation Whitney Coombs, agricultural economist of the Department of Agriculture, already quoted in this discussion of state taxes, says of these two different methods of distribution:

Only slight relief is possible, if the state government uses the whole proceeds of the income tax. In five states at present a portion of all the proceeds is distributed to local units. It is through such distribution and thru the increase in the yields of state income taxes that any material relief to agriculture which may come from this particular source will be derived.

For this reason Wisconsin is a good example of these two methods of income tax distribution. Next to New York, Wisconsin nevertheless raises from incomes altogether the largest proportionate part of its state revenues, the proportion being about 45 per cent in both states. The only other state obtaining more than 40 per cent of all its state revenue from income taxes is Mississippi, the others ranging from 20 down to the minimum of but 2 per cent in Oklahoma.

Wisconsin's income tax is progressive, starting with 1 per cent on net taxable incomes of \$1,000 and rising by fractional increases to 2 per cent, on \$5,000, 3 per cent on \$7,000, 5 per cent on \$11,000 and on all incomes over \$12,000 the rate is 6 per cent. This differs from the Massachusetts fixed rate of 6 per cent on all net taxable incomes uniformly, but none of all state income taxes are on the progressive rate plan.

Wisconsin differs from all other states, however, in its exemptions, in making these a fixed amount of the tax, instead of fixed amounts of the income. Wisconsin, for instance, exempts all net taxable incomes within exemption, but then takes \$8 of tax off all returns, \$17.50 for the head of a family or husband and wife, \$3 for every child under 18 wholly supported, and \$3 for every other person wholly dependent upon the taxpayer. Neither of these exemptions are under the Wisconsin tax and pay a somewhat higher rate.

The Wisconsin income tax is assessed upon all corporations and residents of the state and upon non-residents who have income from sources in the state, except for the usual exemptions of federal employees, religious and charitable corporations, insurance policies paid, pensions, and banks. Agricultural co-operative associations also are exempt. But except mutual savings banks and mutual life insurance companies and building and loan associations, both state and national banks in 1926 came in under the income tax, this being taken in lieu of all other taxation.

Wisconsin's income tax administration is under the State Tax Commission, which has an advantage in its administration over Kansas and many states in itself appointing three citizens in every county as a board of review.

An article in the National Income Tax Magazine some years ago said of the Wisconsin income tax law:

"As a revenue producer the Wisconsin income tax law has far exceeded even the fondest hopes of its staunch backers. Its success has rooted it deep in the Wisconsin tax system. It will remain a part of this system; the state will never relinquish this comparatively inexpensive and effective means of raising revenue."

### Chapter VIII

#### The Income Tax Law of Massachusetts

A state with extended experience with a state income tax is Massachusetts, which has worked out a practical plan of rates and exemptions over a period of years, the administration being under a state commissioner of corporations and taxation. Massachusetts is an example of an income tax plan for an industrial state, while Wisconsin's plan is that for an agricultural state.

Under the Massachusetts plan income returns are made on blanks not very dissimilar from those of the federal system, and must be filed not later than March 1. Delay in making returns is penalized at \$5 a day and false returns are penalized by fines and imprisonment. Failure to make returns for a given year adds 6 per cent to the tax and the commissioner any time within two years may go back and obtain the return, assessing the 6 per cent penalty. Employers are obliged to return the salaries and wages paid employees and failing to do so may be fined from \$25 to \$500.

Exemptions and deductions are not greatly different from those of the federal income tax, the main object being to avoid double taxation of the same property, as taxation of the property itself and then of its income. But all persons with incomes of \$2,000 or more must make returns, whether having taxable net incomes or not.

There is a general exemption of \$1,000 or of \$1,500 to married persons, and while the exemption is less than that of federal income taxation, the income tax rates are much lower. Massachusetts levies a tax on net incomes of 1-1/2 per cent of the income where it is derived from profession, employment, trade or business and of 1-1/2 per cent on private annuities, but annuities in the form of city pensions, as of police or firemen, are exempt. The income tax rate on profits from sales of intangible personal property, such as stocks or bonds, is 3 per cent. On income from taxable intangible personal property the rate of tax is 6 per cent; that is to say, income from stocks, bonds, notes and debts, with exemptions of state or national bonds and securities, bank stocks and real estate mortgages, which are taxed by another law.

The Massachusetts income tax rates are not progressive; that is, there is no increase of rate for larger

incomes, the rates being uniform for all incomes of the same class.

Kansas is faced with the necessity of amending its intangible tax law to conform with the federal court decision in the suit brought by national banks for immunity from this tax as being a discrimination against them, and with the national banks getting out from this tax something must be done by the legislature to protect state banks from discrimination. A law applying to banks especially will have to be enacted by the next legislature therefore, and the legislature may find the Massachusetts plan satisfactory for this state. All banks in Massachusetts are assessed an excise tax upon income received from all sources, at the same rate applying to other competing money capital. In Wisconsin also state and national banks are taxed on income in lieu of all other taxes.

### Chapter VIII

#### Early Results from the Intangible Tax

A correspondent in Blue Rapids, writing to The Capital, recently attacked the intangible tax of this state as unjust and as a failure in operation. He shows by the figures of returns that as compared with the general property tax rate, which before the intangible law was passed applied to intangibles as well as to all other property, there has been a loss of revenue averaging "a million and a half to 2 million dollars a year" from mortgages and intangibles.

Nobody will claim that the intangible tax has worked satisfactorily in the first three years of its operation. Nobody expected or predicted that it would. What the proponents of this plan stated was that it is the way nevertheless to bring out intangibles, and that as taxpayers became familiar with the new idea the revenue from this class of wealth would steadily increase.

This has been the history of the intangible classification wherever it is in operation. At first taxpayers are by no means certain that it has "come to stay." Neither are they sure that the rate will not be regularly hiked by the legislature. And in fact in Kansas the very next legislature following classification of intangible property did double the rate. This is demoralizing to taxpayers. The rate will not be increased revenues from intangible personal property until taxpayers become used to it and have faith in it as a permanent tax plan.

In spite of these considerations, all of which were clearly stated in the first discussion of the intangible tax, it is considered that prior to the adoption of the intangible classification the revenue from mortgages and intangibles had been declining, so that all the decline is not to be credited to the new plan. From 1920 to 1924, there was a total loss of \$4.2 million dollars. A tax upon the same basis would give to this state a revenue something like \$1.5 million dollars, or nearly half of the legislative appropriations for the expenses of Kansas government for a year. The tax which Oklahoma fixes is so small relatively that it does not become a burden upon either the producer or the public. The rate of 2 per cent of tax on mineral production is 2 per cent on the value for most of these products and 3 per cent on oil and gas.

(Continued next week)

ers, these being oil, natural gas, coal, salt, lead, zinc and stone. Their annual output exceeds 100 million dollars and may possibly at some future date reach 200 millions. This is wealth, as above stated, not created by capital and labor but existing as a natural deposit which once removed is not replaceable. With no injury to the development of Kansas it could contribute between 2 and 3 million dollars annually in taxation. Oklahoma is a neighbor state whose gross production taxation of minerals immensely relieves other property from excessive tax burdens.

A minerals production tax has been recommended for many years by Governors and State Tax Commission, but legislatures have dismissed it as inadvisable, without, however, having at any time given it a thorough investigation or offered the state any reasons for turning it down as a source and that minerals resources are taxed at other mineral and on the assessed value of the land. Such a view of mineral products could provide an adequate tax only by estimating the value of minerals in advance of knowledge, and even if this were possible, it would be as suggested some years ago by Prof. Eric Englund, contrary to a wise policy of conservation of natural resources, since such a tax would encourage premature exploitation by inducing owners to extract mineral deposits in order to pay taxes, and thus waste the resource.

"On the other hand," said Prof. Englund, "a gross production tax levied on the value of mineral products when actually produced would discourage premature exploitation, especially of the less productive deposits, and thus promote conservation." It is a special merit of the gross production tax that it does not apply to the property until the wealth has actually been extracted from the ground and marketed.

In a message to the legislature recommending this tax, Allen J. Gould, who called attention to the fact that "our neighboring state on the south secures from this form of taxation an annual revenue of 4-1/2 million dollars. A tax upon the same basis would give to this state a revenue something like \$1.5 million dollars, or nearly half of the legislative appropriations for the expenses of Kansas government for a year. The tax which Oklahoma fixes is so small relatively that it does not become a burden upon either the producer or the public. The rate of 2 per cent of tax on mineral production is 2 per cent on the value for most of these products and 3 per cent on oil and gas.

(Continued next week)

## STOCK MARKET

### FARMERS UNION LIVE STOCK COMMISSION

Kansas City, Mo., Sept. 13, 1928. CO-OPERATION is working wonders for Farmers and Live Stock men and Farmers Union Live Stock Commission, your co-operative firm, is as essential to your business as the feed trough or the plow. Help yourself by shipping to your firm.

STEEPS—Our market on choice fed steers of the lighter weights has shown more snap during the last week than it has for a long time. Demand has been good on this class and new tops have been established. Yearlings reached the \$18 level yesterday on two sales of Grass Heifers 6 to 7.50 and the better grades of killing cows 8.50 to 9.50, with choice heavy weights from 10.00 to 10.50. Bulk of the grass fat heifers going to the packers 9.00 to 10.50 and the choice ones up to 12.00. One load of prime mixed yearlings sold at a new top of \$17.50. Stock cows and heifers unchanged with the demand fairly active. Reds selling from 7.25 to 8.00; whitefaces 7.50 to 8.50. Heavy stock heifers about \$1 over the stock sow prices, while those weighing under the 600 lb. mark are being brought from 10.00 to 11.00 for reds and 10.50 to 12.00 for whitefaces. Bulls steady. Good to choice 8.25 to 9.00. Fair to good 7.00 to 7.75.

CALVES—The real calf market is \$1 to \$1.50 higher for the week. Good to choice veals 5.00 to 5.50. Fair to good, \$4.00 to \$4.50. Medium weight and heavy killing calves steady, with the packers still bearing down on this class. Good to choice 11.50 to 13.00. Fair to good 10.00 to 11.00. Stock calves steady, in good demand. Whitefaces 12.00 to 12.75. Shorthorns 10.50 to 12.00.

HOGS—Market 15 to 25c higher than Wednesday's average. Top to shippers \$13.10 on 190 to 225s. Bulk of 170 to 240s, 12.25 to 13.10, 250 to 225s, 12.25 to 12.85. 140s to 160s, 12.00 to 12.75. Packing sows 11.50 to 12.75. Stock pigs 11.00 to 11.25. Stags 10.00 to 11.25.

SHEEP AND LAMBS—Killing classes steady. Top and bulk range lambs mostly Utahs 14.50. Top natives 14.85. Top ewes 16.75.

### FARMERS UNION LIVE STOCK COMMISSION

#### ST. JOSEPH LIVE STOCK MARKET

Farmers Co-op. Company, Farragut, Iowa, 9 mixed yearlings averaging 961 pounds, at \$15.00. Chas. E. Whisler, Farragut, Iowa, 26 mixed yearlings, averaging 738 pounds, at \$14.50. W. T. Jackson, Ravenwood, Mo., 15 yearlings, averaging 704 pounds, at \$13.50.

### HOGS

With good order-buying demand

and with very light receipts, the hog market has advanced steadily since the first of the month. The top on Thursday, September 13, reached the highest peak of the year at \$13.15 on light weight butchers. Packing sows selling mostly at \$11.00 to \$11.50. Very few finished hogs came to market, receipts increasing as compared with carloads.

Receipts of hogs during the month of August were very light, but the Farmers Union succeeded in topping the market as follows:

August 2, Howard Penny, Maitland, Mo., avg. 231 lbs. at \$11.00.

August 7, Chas. Cook, Hemphill, Mo., avg. 216 lbs. at \$11.25.

August 9, C. D. Bailey, Skidmore, Mo., avg. 190 lbs. at \$11.20.

August 10, Farmers Union Co-op. Ass'n, Dubois, Neb., avg. 197 lbs. at \$11.40; also a 215 lb. avg. at \$11.40.

August 10, Harbine E. Exch., Harbine, Neb., avg. 198 lbs. at \$11.40.

August 17, Alonzo Gottula, Mayberry, Neb., avg. 198 lbs. at \$11.40.

August 17, Alonzo Gottula, Mayberry, Neb., avg. 195 lbs. at \$12.15.

August 24, Farmers Union Co-op. Ass'n, Beattie, Kansas, avg. 230 lbs. at \$12.60.

August 25, T. O. Krook, Oregon, Mo., avg. 187 lbs. at \$12.50.

August 29, Andrew Hanson, Conception Jct., Missouri, avg. 195 lbs. at \$12.50.

August 30, A. C. Nester, Barnard, Mo., avg. 215 lbs. at \$12.50.

Sept. 10, C. E. Holliday, Graham, Mo., avg. 187 lbs. at \$12.50.

They were all operated at actual cost, and what has been done for others can be done for you. COME!

On September 10, 1928, the Farmers Union Live Stock Commission, at South St. Joseph, Mo., sold for C. W. Powell, Maitland, Mo., 76 head of yearling steers averaging 999 pounds at \$17.40. This bunch of calves was put on feed 11 months previous, averaging 390 pounds, and they sold as they were fed without a single cut out, which indicates mighty good judgment in buying, as well as in feeding. They were fed corn, alfalfa and molasses feed. The price obtained was the highest price paid for cattle on this market since 1920.

On the following day the Farmers Union again topped the market with a carload of mixed yearlings averaging 1055 pounds, at \$17.50. These yearlings were owned and fed by R. C. Gillis, Mound City, Mo., being finished on a ration of corn, cotton-cake and clover hay. This price equals the highest price paid in 1920.

Some other outstanding cattle sales made by this firm during the first half of September were as follows:

R. B. Aniser, King City, Mo., 44 steers, averaging 1078 pounds, at \$16.95.

B. A. Stanton, Agency, Mo., 64 steers, averaging 1224 pounds, at \$16.75.

R. B. Harris, Savannah, Mo., 81 yearlings, averaging 1013 pounds, at \$16.75.

W. M. Acker, Leona, Kansas, 47 steers, averaging 1107 pounds, at \$16.50.

S. E. Walters, Plattsburg, Mo., 19 yearlings, averaging 1066 pounds, at \$16.50.

Picton John, Baker, Kansas, 8 yearlings, averaging 975 pounds, at \$16.50.

A. J. Walkup, Gower, Mo., 39 yearlings, averaging 1006 pounds, at \$16.00.

F. M. Corrough, Arkoe, Mo., 10 steers, averaging 1117 pounds, at \$16.00.

H. H. Brockman, Page Center, Ia., 25 mixed yearlings, averaging 866 pounds, at \$15.75.

Lum Patterson, Maitland, Mo., 25 yearlings, averaging 1006 pounds, at \$15.75.

Oliver Horn, Gower, Mo., 102 yearlings, averaging 990 pounds, at \$15.50.

C. G. Ukena, Leona, Kansas, 28 yearlings, averaging 845 pounds, at \$15.50.

W. T. Jackson, Ravenwood, Mo., 16 yearlings, averaging 881 pounds, at \$15.00.

Roy E. Jackson, Cawood, Mo., 27 yearlings, averaging 821 pounds, at \$15.00.

### CHICAGO MARKET

#### Fat Cattle Reach New Top for Year

The feature of the cattle trade this week was a new top for the year which was established Thursday when some 1124 pound Hereford steers sold at \$18.00. There has been a good demand all week for choice cattle. Medium grades have met with slow demand. Thin cattle with quality, however, suitable for stockers and feeders have found a ready outlet at prices ranging from \$13.50 to \$13.50. Due to an influx of western cows and heifers on Monday's market, the butcher trade suffered a slump, but has held about steady since then. Medium to good grass heifers are selling around \$9.00 to \$12.00; better grades including some grain fed yearlings \$13.00 to \$15.00. Fair to good grass fed cows \$8.25 to \$10.00, with choice corn fed cows as high as \$12.00 and up. Canners \$6.35 to \$6.50 and cutters \$7.00 to \$7.50. Calves to packers \$17.50 to \$18.50, with a few t outside as high as \$18.75.

#### Hog Prices Also Soar to New Height

With light receipts all week, the hog market has advanced steadily and today a new top for the year of \$13.50 was reached. The better grade of 170 to 240 lb. hogs are selling at \$13.00 to \$13.40; heavy butchers weighing 250 to 280 lb., \$12.75 to \$13.10; light lights weighing 140 to 160 lb. \$12.50 to \$13.25. Packing sows have shared the full advance of the week and are selling largely at \$11.75 to \$12.10. Although receipts have been light, the Farmers Union has maintained its full force of salesmen and yardmen and our service is the best to be had.

#### Sheep Receipts Heavy This Week

A steady decline in the lamb market has been the result of heavy receipts in the sheep house. There was a top today of \$15.00 paid for some

choice Western lambs, but the packers bought a great many good native lambs around \$14.00 to \$14.25. The Farmers Union sold two loads of native lambs at \$14.50, which was the top price to packers. Choice ewes to packers are bringing \$7.00 to \$7.25. Strictly choice feeding lambs reached \$14.35, but Farmers Union has been filling a good many orders for satisfactory feeders around \$13.75 and \$14.00. If you are in the market for some feeding lambs, let the Farmers Union fill your order.

## NEIGHBORHOOD NOTES

(Continued from page 1)

### A FARMERS UNION PEDDLER

About the middle of August, Mr. George Campbell and Mr. Stuckey from Hutchinson, two feed peddlars working for the Washburn Crosby Milling Co., at Kansas City, met me in Salina and we started west to put Gold Medal Products on the map for the Farmers Union Jobbing Association.

Our first stop was at Ellsworth where we found the manager, Mr. Daniels, too busy to give us much of a hearing; but he is interested in our feeds. Mr. Daniels is a very successful manager and is having a nice business.

At Hays Mr. Stanton said he could use our feeds if we would put in a distributing plant near his place. Mr. Stanton is another of the very successful managers of the state, and we had a very pleasant visit with him.

Tom Hays at Ellis met us with a smile and he also said he would get in line with us if he could get the feed near Ellis.

At WaKeeney we had a very pleasant meeting with Mr. Baumgartner and his board of directors and they gave us a nice order for Gold Medal products. They distribute these feeds around WaKeeney to the different Farmers Unions. Mr. Phares is running a truck for the Produce Association gathering up eggs and will haul the feed out of WaKeeney at a very reasonable rate. I predict a very large business for the Farmers Union Elevator on these feeds.

On the road to Oakley, we saw a large jackass grazing in a field close to the road, and he lifted up his head and brayed a welcome, as I thought, to a brother Missourian. This is Campbell's jackass, but Mr. Campbell said he recognized two brother Gold Medal feed peddlars.

We had good visits with Mr. Reed at Quinter, Mr. Campbell at Grainfield and Mr. Harris at Grinnell. They will all get in line with our feeds.

Got in to Oakley but could not get a place to stay, so drove on to Colby. The next morning Mr. Campbell and Mr. Stuckey sold a nice order of feed to a poultry house, and Mr. Campbell bought him a pup. I do not know what he paid for the pup, but it must have been a large sum, for he and Mr. Stuckey were broke all the rest of the trip and I had to pay all of the expenses after that.

Went to Brewster where Mr. Miller gave us a large order for Gold Medal Flour and Feed. Back to Oakley and talked feed to Mr. Vanduff, the manager there, and he was thoroughly sold on our feed, but was not quite ready to put in yet.

Got back to WaKeeney Saturday night where we had a very pleasant meeting with Mr. Baumgartner and his board of directors, which is the Farmers Union headquarters at WaKeeney. We met Mr. Howard Whitaker and three friends from Kansas City, and we sat around until a late hour drinking lemonade and kidding Mr. Campbell about a trip he made down to the Ozarks. This is the first trip Mr. Campbell had made out in Western Kansas, and when he saw the large droves of longeared jack-rabbits, he said, "If they were a little larger, they would remind me of the mules we have in Missouri." (Mr. Campbell is from New York City.) Sunday morning Mrs. Stuckey and a friend, Miss Shaw, drove in to WaKeeney and took Mr. Stuckey away from us, so Mr. Campbell and myself drove over to Stockton and Monday morning we sold the Farmers Union elevator a big order of Gold Medal feeds and the Farmers Union store a fine order of Gold Medal flour.

Down to Osborne and met the manager of Osborne county, Mr. Gregory, and Mr. Fuller, the manager at Alton, and they are thoroughly sold on our feeds and will stock them soon.

Back to Ness City where we met the manager, Mr. A. L. Greenwood, and his board of directors and they have taken on our line of feeds and are enthusiastic about them. I predict one of the biggest feed businesses in the state for Ness City. Mr. Stuckey and his folks left us here for Hutchinson, and Mr. Campbell and myself drove to Salina where we ended a very profitable and pleasant trip.

Right here I want to protest the story that Mr. Campbell has been circulating over the state, that I am a reckless driver. I can prove by several competent witnesses that I am a very careful driver. The trouble with Mr. Campbell is, that he is so used to driving among the hills and brush of Missouri, where twenty miles an hour is fast, that when he gets out here on our splendid prairie roads in Kansas where we can open the throttle and drive up to thirty-five miles an hour he thinks we are speeding. Now if anyone is not satisfied that I am a careful driver, write to Leo Welch, manager of the Feed Department of the Washburn Crosby Mills at Kansas City, and he will tell you about the trip he took with me from Hutchinson to Wichita.

I made this whole trip without losing either my hat or my shoes; it is true that I left my hat in Salina when I started, but found it safe when I got back.

Last Monday I left Kansas City alone and headed northwest but stopped at Maplehill where I found Mr. Anderson, the manager, almost ready to take on the Gold Medal line of feeds.

Down to Alma and a good visit with

Mr. Thowe, and got a big order for G. M. flour and feed. Mr. Thowe has been handling this line for good while and is having splendid success with it.

Up to Manhattan and a good visit with Mr. Westgate and Mr. Blair. They were already booked up on orders of our feeds and coal and did not need anything at the present.

Called on Mr. Samuelson at Randolph, and found he had just ordered out a car of our feed which he had booked.

Stopped all night at Marysville, and next morning drove to Herkimer and booked Mr. Baermer with a fine order of G. M. flour and feed and he ordered a car for immediate shipment.

Found my old friend, Mr. Duerer, at Bremen as good natured as ever, and sold him his first order of G. M. feed and flour.

Stayed all night at Washington, and met Mr. Warthen the next morning and had a fine visit with him. He was all stocked for the present, am sure that he will be found among Gold Medal dealers in the near future.

Next stop was at Courtland where I found the manager, Mr. Rosenquist, ready to book G. M. flour and feed and got a fine order from him. Drove down to Salina the next night and visited with the folks in the office there, leaving the next morning for Winfield.

Stopped at Lindsborg on my way, but found the manager, Mr. Train, away on a vacation so went on to McPherson and visited the manager there. They are all quite ready to take on our feed yet but I think in the near future they will be selling G. M. products.