THE KANSAS UNION FARMER

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

VOLUME XV — SALINA, KANSAS, THURSDAY, JULY 26, 1923 — No. 50

The Real Cause of the Trouble Of the American General Farmer

The Remedy For the Growers of Wheat, Corn and Cotton as Advanced by a Farmer Himself

(A Statement by John Napier Dyer, of Vincennes, Indiana.)

By government laws the members of organized labor organizations have had their wages fixed.

Competition in labor has been largly eliminated through government laws.

American manufacturers have been given protection from foreign competitors through means of the tariff.

Congress has seemed to think that what the farmer has needed and does now need is CREDIT. Credit is a necessity to the farmer but in its provisions there must be incorporated the means for the providing of the sinking fund to repay the loans made to farmers.

Under present day conditions farmer credit is but the hoax of providing more funds for the farmer to spend in the interest of the welfare of the nation. Credit provided simple means for the farmer to dissipate his capital.

High wages to the industrial worker, the railroad employee, the coal miner, fixed returns upon capital invested in railroads, public utilities and mining enterprises have all helped to increase the burden of the farmer.

High rents and higher wages have made the cost of food to the urban consumer comparable with his high wages.

The things the farmer must buy are all higher in price than he can afford to pay. Fuel, clothing, shelter, implements and hardware, feeds and fertilizer are beyond his reach.

For many years prior to the war it was an accepted fact that a bushel of wheat or two bushels of corn were equal in value to a day's common labor. The present day law makers seem to have lost sight of that long established fact entirely. It is as true today as ever.

A bushel of wheat or two bushels of corn ARE equal in value to a day's labor.

Before the false structure of our present day prosperity can be secured and made into a stable and sound foundation there must be established a value for wheat, corn and cotton just as the wages of laborers and the return to capital have been fixed by the law of the land.

The American farmer, today, is preparing to market a crop of new wheat. Already the old order of fixing the value of the crop is getting under way. In anticipation of a plentiful supply of wheat which the farmer must market in order to provide himself with the money to pay his bare living expenses and his most pressing financial obligations, the grain merchants are beginning the customary process of price deflation.

It is the duty of government to protect its people. The government of the United States protects the people who work on the railroads and in the coal mines. It protects the people who work in the mills and factories and it secures for them a good living wage.

It is the duty of the government to protect its people engaged in Agricultural pursuits, the twenty-five million people engaged in general farming. It must protect them and provide for them a good living wage the same as it does for others.

To this end the value of wheat and corn must be established on the basis of a day's wage.

Common Labor in the wheat and corn belts receive on the average, forty cents per hour for an eight hour day, or $3.20 per day.

A bushel of wheat has a value of three dollars and twenty cents. Its value must be fixed by law for such length of time as relative values change or until common labor receives a lower wage.

A bushel of corn has a value of $1.60.

Cotton is worth forty cents per pound.

The grain and live stock farmers must not be asked to wait for some calamity to overtake the country in order that they may prosper out of the adversity of the rest of the people. If we are to have a stablized prosperity, it must come through the adjustment of values. The farmer has patiently waited for four long years for this promised adjustment to take place and today he is no nearer to it than at the beginning—after the war.

Common sense and fair play call for quick action.

The oncoming crops of wheat, corn and cotton must bring the farmer the promised relief or too many of them will suffer the sting of economic defeat.

The day of peasantry in America is not far distant in the light of present day circumstances.

The time for action is NOW, before it is too late to succor those who have lost all but the mere possession of their farms.

No Nation has ever long survived a decadent agriculture.

Two million people passing from the farm to the cities in less than a decade testify to the decadence of our agriculture. The shortage of farm labor and the inability of the farmer to compete with industry for labor indicates an instability in agriculture which might well alarm the thinking men of America.

All talk of overproduction when prices of farm products shall be fixed at fair prices are wasted words. There has never yet been an over-production of food and let it be known that we are never more than ten months from starvation in America. The decline in the acre production of corn, wheat and cotton will serve to check over-production for at least ten years and under a system of fair play to the farmer he will, long before that time comes, place himself in a position to look after his own welfare without the aid of government laws.

With the crops of 1923 selling below the actual cost of production the crisis is at hand.

The time for action is now, not when the land will have passed into the possession of landed proprietors, but while the American farmer is still in possession of his farm.

If organized capital were in the business of agriculture long before this critical situation would have arisen, the law of the land would have secured them in their business.

Let business men of the citiies take heed of the seriousness of the situation in agriculture. It will affect them sooner than later unless they lend quick assistance to help the American farmer, the producer of all basic wealth.

Prosperity starts at the grass roots. It comes from no other source.

Must Pay To Serve

Kansas Wheat Grower Sells For Less Than Cost Minus Labor

Arthur M. Evans, staff correspondent of the Chicago Tribune, in this, his second article on the Kansas wheat situation goes further into the plight in which the wheat grower finds himself.

Salina, Kas., Wheat in these parts is selling for 73 cents a bushel—less than it cost to grow it, without counting in the farmer's labor—and agriculture is in a bad way financially. The grower of wheat exclusively, with his eggs all in one basket, has been hit a tremendous smash by the drop in prices, and the great wheat belt is a region of deep gloom.

John Tromble, president of the Kansas Farmers' Union, which has thirty thousand members, five hundred elevators and four hundred co-operative stores, estimates more than one-half the farmers could not liquidate today and that four-fifths of them even have had to borrow money to pay their local taxes. Bankers in the smaller cities speak similarly. They estimate it costs a minimum of 80 cents to produce the present wheat for just overhead interest or rent, seed, axes, harvesting and threshing, without counting in the work of the farmer and his family. In general, they assert, despite a good crop, the season of 1923 will serve simply to push the average wheat grower deeper "in the hole."

Not So Depressing in Country

To drive through the countryside, one does not obtain any such depressing view. Farmers are hard at work, sweating in the field, mountains of straw are coming from the threshing machines and at night burning straw stacks put beacon fires on the hills. But the minute one drives into a village or hamlet and talks with the farmers and business men he runs into an atmosphere of dejection. Scores of farmers accosted on the road from Manhattan to Salina declared this year's wheat at present prices meant they actually had to pay from their own pockets for the privilege of furnishing it to the consumer. The crops of most of those who have sowed wheat alone are said to be mortgaged, which means an early sale. The farmers must have cash, and they are not in position to hang on in the hope world production estimates are exaggerated and prices will advance. Many of them will enter next year with a hang-over debt for the production of this year's wheat.

West of Saline county the situation is worse even than in this vicinity, for in some areas the crop is so poor it is not worth cuttng. Agricultural agents report many farmers are leaving for the large cities for industrial jobs.

Feed Wheat to Hogs

In some sections farmers are feeding wheat to the hogs. This was reported in Lawrence and Manhattan, which are in the great valley of the Kaw, where agriculture is becoming diversified. Many are using it for chicken feed. One poultryman, driving in with a load of broilers to Manhattan, said by raising chickens and feeding them his wheat he received between $3 and $4 a bushel for the grain.

But in the exclusive wheat belt the farmers are reported to be so hard "broke" they could not put in hogs and chickens. The great talk is for diversification, but that cannot be accomplished in a season or two. Absentee landlordism is blamed by many bankers and farmers for the habit of exclusive wheat growing, which is termed an "agricultural vice."

NEARLY THIRTY MILLION CO-OPERATORS IN THE WORLD

Before the war there was great rejoicing when the world-wide cooperative societies could announce a total membership of 10,000,000. Now they have rolled up the stupendous total of 28,000,000 heads of families—representing approximately 100,000,000 people—a nation in itself.

Statistics on the growth of co-operation have been compiled by the British Wholesale Cooperative Society in the People's Year Book of 1922, which has just been made public. The great spread of the movement makes fact collection a difficult matter. It has been necessary in some cases to make use of membership figures for previous years so that, on the whole, the number of co-operators given above is probably much greater than the figure indicates.

Russia leads the world in co-operative membership. In 1918 it could boast of 15,000,000 members of co-operative societies. While practically everybody in the Soviet state is a member of a co-operative, this figure is a conservative estimate of those who became co-operators involuntarily. Next in membership size comes Great Britain, with its 4,432,478 heads of families. Germany and France follow next with 2,714,109 and 1,300,000 respectively.

The real influence and strength of the co-operative movement can never be accurately measured by membership figures. Not only does co-operation serve these millions of people, but indirectly other millions are served by the competition offered profitmaking business. The movement is a living, dynamic force. It is giving birth to a new world for workers.

WHEAT CRISIS HITS CANADA

Canada, too, has a wheat crisis. "Prices will fall below the cost of production, exerting a disastrous effect on the entire life of Western Canada unless a voluntary wheat pool is formed," says J. H. Haslam, market adviser of Canada's Farmers' Union. Canada probably produces wheat at lower cost than any other country in the world because of its cheap and virgin soil, unless it is South America. The prices at country shipping stations in Kansas the first of the week was 67 cents for No. 1. That takes the price back to 1908 and farmers are still paying war prices for everything they buy. It is doubtful if even the world situation justifies such a price for wheat.

LARGER COTTON CROP

A cotton crop in the United States the year of 11,312,000 bales is forecast by the Department of Agriculture from the acreage planted and the condition of the crop on June 25. Last year the cotton production was 9,761,817 bales; in 1921 it was 7,953,641 bales; in 1920, 13,439,603 bales; in 1919, 11,420,768 bales.

Show Farm Life In Movie Scenes

FARMERS' UNION INSURANCE BUILDING AND AGRICULTURAL SCENES FILMED IN KANSAS

Home folks in the movies is now the new order in the motion picture making. Salina had a taste of motion pictures in the making last Tuesday when Murray W. Garsson motion picture producer of New York City brought a number of his film stars here in a tour that is being made over a wide section of the agricultural territory of the nation to get actual bonafide farm scenes which are to be used in a new picture.

The Garsson troupe arrived here Monday night from Wamego where they had attended the annual Farmers Union picnic held in the city park. The crowd attending this picnic was estimated at close to ten thousand and practically every one was used in one scene which was, in the terms of the picture game, mass or mob scene action. Tommy Atkins, the director, got the great crowd assembled in a good light just opposite the grand stand. Then with megaphone, explained to every one just what was wanted to make the scene a success. After a short rehearsal, Tommy Atkins gave the order for the camera man to begin turning. As the film began unrolling and the camera eye to clicking, the people were told just what to do and how to do it. "Now think I am a great speaker and you are greatly interested," was the order. "Turn and appear to be speaking to your neighbors. Now I want real action. Give us cheers, cheers. More action. Throw your hats in the air. Applaud." Thus came the order and every one in the vast throng responded. Kansas will likely show a great number of film artists when this scene is reproduced.

The Big Event

Another interesting entertainment was the taking of an important scene in which the young ladies of the cast, under real professional acting, carried out a scene where the officers of the Kansas Farmers Union were visited by these young ladies in search of information regarding Kansas Co-operative marketing. Senator Capper, who attended the picnic, was also a part of this scene. He was pictured paying a tribute to Kansas farmers and the Farmers Union and urging them all to get into organized activities. John Tromble, president of the Kansas Farmers Union and C. S. Barrett, head of the national organization appeared in important parts of this scene. It was really, truly professional action on the part of the members of the visiting picture cast and the director, Atkins, has remarked that this was one of the best outdoor "sets" he has ever experienced. He promises this to be an interesting feature which will appear in the completed picture.

Human Interest Events

The story of which these local color scenes are to be a part, has been prepared for showing the human interest side of life and problems of the farmer. It will show all of the romance, the tragedy, the comedy, of farm life and also give the lesson of what the farmer knows about himself but which is sadly lacking in the information on the farmer in town and city life. Mr. C. S. Barrett, who was instrumental in getting the attention of the producers directed to this story, states that from the written story which has been prepared especially for this picture, the picture when completed will prove to be a sensation in the motion picture world. The producer, Mr. Garsson, states that a practical knowledge of the motion picture business establishes the belief that this film will mark an epoch in the motion picture world. The trend now is to clean, wholesome outdoor pictures. When a great theme, with a cast of actors, all artists, and competent direction, a wonderful picture can not help but follow.

At Salina Tuesday, the farmers headquarters here were buzzing with excitement and activity for the picture people were here to get views and scenes of Kansas organized farmer activities. A number of still photographs were taken of headquarters staff heads and the office force. Then a run was taken into the country where a scene was obtained of a combined harvester-thresher in operation. Other scenes were got but the combine at work was the principal thing that was secured.

Real Farm Life

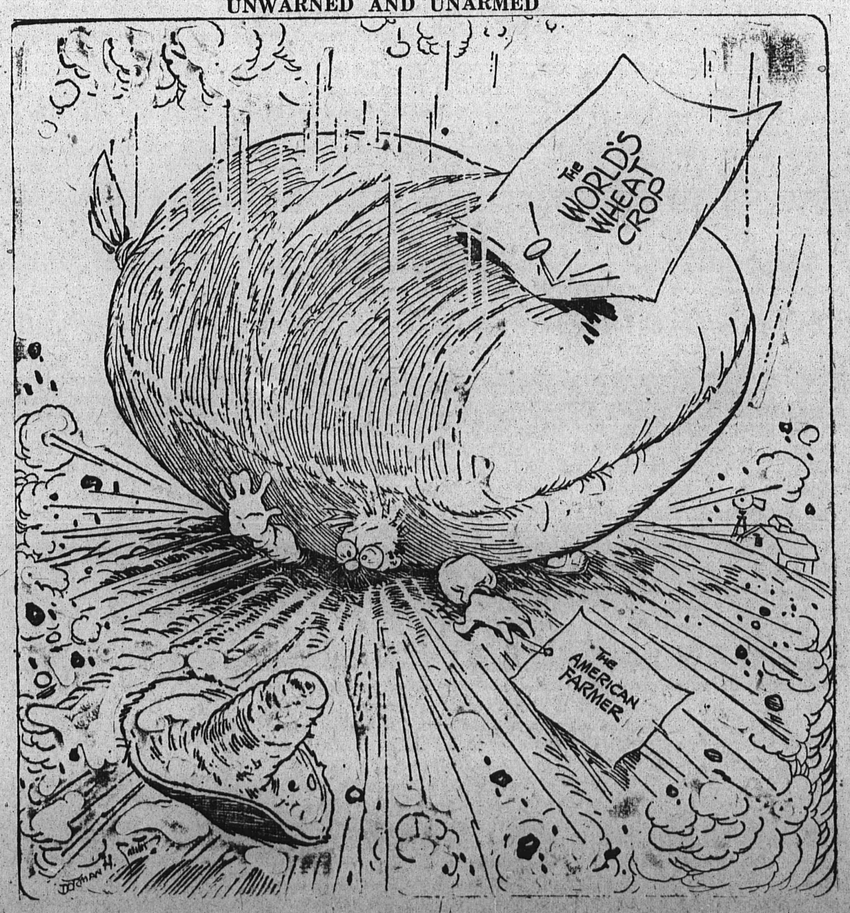
Another feature of the visit of the picture cast, is the desire of Mr. Garsson to get the young ladies acquainted with actual farm life, let them see things as they are meet with the farmer folk and by studying them and their ways, be able to give a proper interpretation in their work of acting out their parts in the picture, which must be done in the studio.

Mr. Garsson is known hrough pictures to many people throughout the country. He has recently completed three productions, —Success, Broadway Broke and Counterfeit Love. Some of the members of the casts in these pictures are in the picture now being produced, and the story of the American farmer will be told on the screen by a cast with which we are familiar.

Much personal charm radiated from the young ladies of the picture group here. Miss Edith Lyle Ransom, granddaughter of the late Senator Ransom from North Carolina, is to carry a leading part. Miss Madeline Pross of New York City, playing a leading role in addition to her work in pictures has devoted much time to the opera. Miss Ruth Andrea of New York City is just a charming little girl who adds zest wherever she appears. Miss Adelaide Rondell is almost a neighbor. Her home is in Cairo, Illinois. Miss Rondelle has taken on an imporant role in the new play and assumes those duties just after completing a tour of Europe for study and rest.

The entire group, accompanied by leaders from headquarters here and also by C. S. Barrett and Jacob H. Taylor, editor of the Farmers National Magazine of Washington, were at Beloit on Wednesday at a big picnic where more local color was obtained. On Thursday the troupe went to Omaha and will continue the swing of the circuit finally closing the last of the week at Omaha.

UNWARNED AND UNARMED



Kansas Farmers' Union to Hold Big Educational Assembly This Fall

Show Activities of Every Department—Salina Retail Merchants to Furnish Part of Entertainment

The Farmers Union of Kansas and the Salina Retail Merchants Association will co-operate this fall in holding a school of instruction for farmers and the retail merchants entertainment in Salina the last week in September. Tentative plans for the big event were agreed upon at a meeting of the Retail Merchants directors and John Tromble president and C. E. Brasted, secretary, of the Farmers Union Thursday evening.

"We plan to hold a school of instruction, showing the activities of every department of the work of the Farmers' Union." Mr. Tromble said. "Our program is in the making. We expect in addition to the regular school to secure some big speakers, possibly Governor Davis of Kansas, Senator Robert La Follette, of Wisconsin and Senator-elect Magnus Johnson of Minnesota."

For Day and Night

As now planned the Farmers Union will hold the school in the mornings and afternoons, while the retail merchants' entertainment would be during the noon hour and in the evening. The Farmers Union plans to hold its school of instruction in Oakdale park, using the morning hours, 9 to 11:30, and the afternoon hours, 2:30 to 5:00.

The retailers plan to provide free street entertainment from 11.30 a. m. to 2 p. m. In the evening entertainment would be held in and about Memorial hall.

Darnaby is Coming

J. A. Darnaby who had charge of the Pageant of Progress in Salina last fall, is expected here in a few days to confer with the retail merchants on the fall entertainment. The association desires to get some plans from him for the entertainment.

Does the Farmer Need a Guardian

Does the Farmer need a Guardian? This question has presented itself so many times to me while I have been engaged in my work as a Farmers' Union organizer, the past three or four years. I have been a pretty close observer and have come to the conclusion that we do need a guardian.

Every business and trade is thoroughly organized and the organization is made most effective by rigid rules and regulations that all are honor bound to obey. This makes it possible for any branch of trade to stick together and practice their predatory game of graft on the helpless public. Years ago the State Grain Dealers Association was organized and put into operation a plan which virtually eliminated any resemblance to honest competition although their plan was in direct violation of the Sherman anti trust law. A few arrests were made and a few convictions were the result. Yet the same damnable practice has been carried on from the Chicago and Kansas City board of trade all the way down to the dealers in our little rural towns.

The millers also have caught the plan and by aid of the Milling in Transit law (an excellent example of special privilege or class legislation) can grab the lion's share and pass it on to the consumer.

The board of trade, millers and grain dealers, with their membership in the various chambers of commerce, know six months to a year in advance the financial condition of the farmer and do not hesitate to lay a plan to catch him in his lonely self-instituted "independence." They fleece him out of all his hard earnings and force him eventually to borrow money to defray his expenses and then finally to mortgage his stock and his home to make both ends meet and satisfy the demands of "Mammon."

I desire to present a concrete example of the market condition the past two years and comment on it a little. The price of wheat in June 1922 ranged from $1.43 to $1.51 quality considered in the wheat belt. The farmer had used his head a little and held a part off of the market. Now to offset this, the millers came out with their circular letters and by personal solicitation, even in some instances intimating to the farmer exemption from taxation if he would store his wheat with some of the millers' elevators before March 1, 1923. As a result hundreds of thousands of bushels of wheat were "stored" with mill and old line elevators and every time a car of wheat was stored in an old line elevator it became a car of wheat in the hands of the board of trade to manipulate prices and options. Every time a poor fool farmer stored a car of wheat with a miller's elevator it increased the miller's visible supply without his having to go out into the market and make an honest bid for his wheat. As a consequence, having Mr. Farmer's wheat stored in their possession, the elevators and mills could pay any price they chose and the poor farmer had to take it.

Now the visible supply was less in 1923 than in 1922 and we should have had as much at the least calculation for our wheat as the previous year, but instead wheat ranged from 90 cents to $1.08 for a while. As soon as the new wheat in Oklahoma and southern Kansas began to move, it dropped to 60 cents. The miller is now grinding our old wheat and doesn't have to worry any for his supply for a few months, for we have already made his a present of six months supply.

The wheat pool of the Farmers Union, the ansas Wheat Growers and the American Wheat Growers will have to compete against the enormous amount of stored wheat the farmers have given into their hands at this critical time. In September 1913 wheat ranged from 78 cents to 95 cents per bushel. Flour at that time sold for 95 cents per 48 pound sack, or a bushel of the best wheat would buy you a sack of flour. How is it today? Wheat 60 cents, flour $1.75; or it will take three bushels of your 1923 crop to buy you a sack of flour made from your 1922 crop. If we were in line with well organized institutions like the mills we ought to have $1.75 for our wheat instead of 60 cents, but as long as the miller and grain dealer and board of trade are our chosen guardians, we can never hope to be anything but the slaves of the American plutocrats and capitalists. The producers are choosing their own funeral day and quietly submitting to the operation, although it is costing them their homes and all that is dear and sacred to them as the people who represent and are the basic industry of our great Nation. Lack of confidence in ourselves and Union jealousy of our leaders and a disposition to try and be independent of anyone's help, have always made the farmers easy victims of anyone who desired to put their hands in our pockets.

At the great wheat conference held in Chicago a few days ago every branch of industry was represented and by their combined effort voted down and kept out any real effective work that otherwise might have been done for the real wheat producer.

Mr. Farmer, why should some man set the price on your production instead of you? More people are manipulating wheat and wheat products than are producing it. They all are making a profit, but where is our profit?

Do we farmers need a guardian? Or do we need a cell or cage in a nut house?

O. M. LIPPERT,
Bison, Kansas.

COOPERATION

A little while ago we were in the northwestern part of the state, driving along with the president of a new local, that had just been organized. We met an old man in the road who lived just outside of the little town, where we had established this local, driving two cows back into a pasture from which they had escaped. He was a little warm in body and mind, on account of the conduct of the cows. We asked him as to the quality, and his reply was about as follows:

"They are mighty common cows. They do not give much milk, nor is it rich in butter fat. They are as breachy as can be. They eat more than any cows I ever owned, and it apparently does them less good, but I like them, because they will both eat out of the same trough at the same time."

It occurred to me that these two cows are a splendid illustration in co-operation. They are very common cows, as individuals they have no quality that would appeal to any farmer, but with a disposition to co-operate, they become valuable to this old farmer, and he likes them.

The farmers around a town may not be very well fixed financially, their education may be very limited, even their morals may be a little lax, and their energies sadly lacking, but if they have the one characteristic of being able to get along together, figuratively speaking, if they will all eat out of the same trough at the same time, they can help themselves wonderfully. In fact, it is simply another expression for being cooperators. On the other hand, the farmers around a trading point might be in splendid condition, financially, everyone of them well educated, men of the best morals and energy like a dynamo and yet if they did not have the spirit of cooperation, that is, if they could not get along together, if they could not all eat out of the same trough at the same time, their case would be hopeless so far as helping each other in a cooperative way is concerned.

We want to impress upon the readers of this issue the necessity of the farmers getting along together, and though they may lack in other qualities, never forget that in those things in which you have a common interest, you must all work together. —Oklahoma Union Farmer.

The Kansas Union Farmer

Published Every Thursday at Salina, Kansas By THE KANSAS BRANCH OF THE FARMERS EDUCATIONAL & CO-OPERATIVE UNION

Entered as Second-Class Matter August 24, 1912, at Salina, Kansas, Under Act of March 3, 1878

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

JOHN TROMBLE .....Editor and Manager
W. C. LANSDON ..... Associate Editor
DON C. ESTES ..... Director of Advertising

Subscription Price, per Year $1.00

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

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

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

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

ADVERTISING RATES ON APPLICATION

THURSDAY, JULY 26, 1923

BETTER FEED LOW GRADE WHEAT.

The Kansas Department of Agriculture recommends that farmers feed wheat rather than corn or concentrated stuff to hogs and other animals being matured for market at this time. This is good suggestion. It beats the Farm Bureau Federation's plan of having the wheat held by the government in public elevators on loans made by the new credit agencies.

After wheat is once stored in public houses and becomes a part of the visible supply it is bound to act as a drag on the market until it is finally exported or manufactured. There would be little if any advantage in such an arrangement at this time. Simply changing the grain from one storage place to another would not materially affect the market.

We might as well face the situation squarely. We have at present, counting the crop now being harvested and the carry over, not less than one billion bushels of wheat in the United States. This is about enough to supply home demand for two years. In fact no one in this country would go hungry for wheat bread if all our wheat lands should be idle next year. The home demand is all the use that there is or is likely to be for American wheat. Countries that can produce cheaper than America have a surplus which they are dumping. Countries that need wheat have no funds with which to buy. It is certain that we must get rid of our surplus in this country.

If the present low prices of wheat, pork, beef and mutton can be made more cheaply by feeding low grade wheat than in any other way. There is no corn surplus. The incoming corn crop is not very large. It is entirely possible to feed 200,000,000 bushels of wheat now on hands without very seriously interfering with the prices of coarse grains.

The farmers who convert their wheat into meat will be able to get their money for their grain during the fall season of live stock marketing. A holding program will prevent the growers from getting final settlement at least nine months and possibly for a year. On the whole the most sensible thing that can be done with wheat is to feed it and convert it into meat and eggs.

HOW TO HOLD WHEAT

Regardless of the amount of wheat that may be fed this fall and winter there will be a great volume of high grade grain which must finally be converted into food for human consumption. Any attempt to market all the requirements of this country alone will still further depress the price. There must be some holding plan. No wheat should be sold to millers and exporters while the price in the terminal markets is under $1.25 a bushel.

The only safe way to hold wheat is through membership in a pooling association. In that way it is possible to get a substantial advance on delivery and still retain an interest in any increased prices that may be paid for grain before the end of the pooling year that began the fifteenth of July. Wheat growers who have not signed pooling contracts should do so at once. There is no other way to hold wheat. All locals of the Farmers Union in Kansas that will arrange to sign up their own members without cost to the association may accept contracts without the payment of any membership fee.

Every local in Kansas that has not already done so should hold a special wheat meeting and present this matter for consideration.

A CHANCE TO REDUCE ACREAGE.

The wheat growers in the so called semi-arid sections of the middle west should take advantage of the present crisis in prices to reorganize their business and readjust it to new conditions. Wheat acreage sown this fall should be very greatly reduced. In the eastern part of Kansas and Nebraska and in Missouri and several of the wheat states east of the Mississippi river the reduction should be radical and permanent. Lands that have been sown to wheat should be devoted to other crops.

In the western half of these states at least one-third of the wheat land, and better yet onehalf of it should lie fallow next summer. If no attempt to produce wheat except every other year in the dry farming districts were made there would be nearly as much wheat and only about two-thirds as much labor and expense.

If only one-half the usual acreage is sown to wheat this fall the price of the grain now on hands will begin to advance as soon as the reduced acreage figures are known. Generally when wheat goes up it carries the price of other farm products with it. If the wheat growers can act together on the program herein suggested, that is if they will feed all their low grade wheat, store their good milling wheat with a co-operative wheat marketing association, and reduce the acreage sown this fall by fifty per cent the crisis will be over by the first of November.

The railroads had the biggest month in their history in June. The freight car loadings amounted to more than 1,021,000 car loads which is a new record. Also it is reported that equipment is in such fine shape and so easily available that there is now a surplus of 83,000 cars empty and available for use in moving the wheat crop. It is plain enough that the railroads of this country are rapidly recovering from whatever ailed them, but the treatment is a sort of transfusion of blood from the body of agriculture which may cure the roads but is likely to kill the farmer.

THE SINS OF CO-OPERATION

The live stock commission merchants announce through an interview given by their president to the newspapers that the cause for the recent great decline in hog prices is the development of co-operative houses on the live stock markets. President Brown speaking for the commission men says that farmers houses are getting such great volumes of business that they cannot handle it economically and therefore the price is down.

If the live stock speculators and the live stock buyers are able to get animals cheaper by reason of the low degree of efficiency of the cooperative houses they should be satisfied. As a matter of fact everyone knows that the old traders are fighting co-operation because they are being forced by that sort of competition to give a square deal to all shippers.

Not to be out done by the cattle houses the grain dealers have also discovered the reason for the decline in wheat prices. This is caused by the restrictions placed on grain gambling by the provisions of the Capper-Tincher bill. If the millers and other buyers of grain can get wheat cheaper since that law was passed why are they fighting it in the courts?

There are still a few members of the Union who have forgotten all about the program for growth based on the rule that each member must get a new member. Get busy and pile up a hundred thousand new members in Kansas before August 31.

TAKE A REAL VACATION.

The Farmers Union Educational assembly that will be held in Salina during some week in September will give a lot of folks a chance to take a real vacation and learn something while they rest. There will be small expense. Of course it will take railway fare or gasoline and rubber to get to Salina and all who attend are expected to feed themselves. There will be no charge for admission, for tents and cots, or for attendance at the various classes and lectures.

Begin now to plan to be away from home for a week. Many Kansas farmers and especially farmers wives have never had a real vacation since they begun housekeeping. Too many folks get old while they are yet young in years. Men and women who should be just at the peak of usefulness as they round the half century mark are thinking of retiring to live in some town or village. Retirement is the most deadly disease that attacks men and women who think they are growing old.

New interests in life, new modes of thought, new acquaintances, new scenes are the sure specifics against old age and dry rot. The only way to keep young and strong is through increasing interest in life, through variation of activities, and if some wise men are not mistaken, through the riding of hobbies. So plan to come to Salina and either bring your hobby horse along or be prepared to adopt a new one when you get to the assembly grounds.

THE PROHIBITION QUESTION.

Some good Union men in one of the western counties of Kansas are not pleased with the position that this paper has taken in discussing some of the phases of law breaking in connection with the law and constitutional amendments prohibiting the use of intoxicating beverages in this country. There are a great many good citizens of the republic who were opposed to the adoption of the prohibition amendments and the enactment of the required enforcements statues. There are too many people in the United States who believe they are justified in violating or envading laws that are objectionable to them.

It is perfectly right and proper for a good citizen to do every thing in his power, use all his legal authority to secure the repeal or the modification of any law that he does not like. As a good citizen he can not go any further. The moment he begins to violate or evade the law, prohibition or otherwise, he ceases to be a good citizen and puts himself in an undefensible position where he is at war with the whole body of organized society.

The Eighteenth amendment is just as much a part of the constitution as is the Thirteenth. The former abolished human slavery in this republic, the latter prohibits the use of intoxicating beverages. Each was legally submitted to the states for consideration and each was formally ratified by the legislatures of three fourth of the states. It would be just as reasonable for a former slaveholder o insist on retaining the ownership of his human chattels as it is for those formerly engaged in the sale of liquor to insist on continuing in that business.

RESOLUTIONS OF EXCELSIOR LOCAL NO. 606

Every Local of our organization has the right to have its resolutions, formally adopted in regular meeting printed in this paper. Therefore the following is printed just as received by the editor.

"We, the undersigned Committee on Resolutions of Excelsior Local No. 606 are opposed to the writing on prohibition in the Kansas Union Farmer as we believe that is getting out of our territory. We also believe it will cause trouble among our members as there is already talk about it here, since such writing appeared in the last issue of the Kansas Union Farmer. Therefore we are bitterly opposed to any such writing on prohibition from now on.

Signed by:

JOHN ERBERT
JOE WEBER,
C. F. ERBERT, Committee.

PRESUMPTUOUS

The American Farm Bureau Federation has a plan to annex all of the co-operative marketing enterprises and have them sail under its banner. A contract form has already been drawn up for this purpose. This contract is designed to be entered into between co-operative marketing associations and the state Farm Bureau Federation in each state. The contract provides that for "a definate consideration" the state Farm Bureau Federation shall become the "service organization" of the co-operative association, to do organizing work, look after transportation matters, furnish auditing service and publicity, and compile statistics.

That the Farm Bureau folk take ths idea seriously is indicated by an article in the June 27 issue of "The Nebraska Farm Bureau Review" headed "We Are Off," in which it is proposed that all of the co-operative live stock shipping associations in Nebraska, shall become a part of the Nebraska Farm Bureau Service Organization, as outlined in the contract referred to above.

Surely it is the height of presumptuousness for an organization that came into the field in this state only three years ago, which has not organized any of the co-operative associations it proposes to annex, and which now has a membership in Nebraska not more than one-fifth as great as the Farmers Union, to propose to become parent and guardian to the co-operative associations organized and fostered by the Farmers Union.

But whilly aside from the question of organization pride and loyalty—or jealousy—has the Farm Bureau made so conspicuous a success of the marketing ventures to which it has turned its hand, and have its leaders been so undivided in their allegiance to the interests of agriculture, that farmers would be warranted in turning their co-operative marketing enterprises over to it to guide and direct?—Nebraska Union Farmer.

INSURNG THE FARMER

In 1900, when the dollar of 1913 was worth about $1.02, Canada exported wares to the amount of $177,776,044. Twenty years later, when the dollar of 1913 was worth about sixty-two cents, Canada exported to the value of $1,286,658,700.

Allowing for the depreciation of the money standard, the dominion exported about five times as much in 1920 as it had exported in 1900.

Contrary to the general belief, agricultural exports did not keep pace with manufactures; and as a matter of fact, even now, when the dominion government is doing all that it possibly can to encourage farm ownership and cultivation, farm exports do not show, over 1900, the gain that is shown by manufacturing.

In 1900, Canada's agricultural exports amounted to 38,469,961; in 1920 those exports totaled $368,797,221. Meanwhile however manufacturing exports had grown from $15,511,581 to $435,121,936. In 1900 manufacturing showed less than forty per cent of the agricultural total, in 1920 manufacturing showed nearly one hundred and twenty per cent.

Our country is only beginning to favor agriculture. Canada, to the contrary, has been for years endeavoring to promote the welfare of her farmers. Nevertheless, just as in our country, agriculture lags behind.

What is the reason for this?

Men of conservative temperaments hesitate to undertake enterprises whose outcome is problematical. There is probably no class of people so eminently conservative as is the farmer. When a farmer has the gravest doubt concerning his ability to harvest he is naturally hesitant when it comes to preparation and planting.

No farmer will complain about farm wages if he can get a proper price for the farm output; but any farmer who ignores that phase of the subject is optimistic beyond the ordinary bounds of reason. It is a truism that the farmer cannot control his prices. It is fatuous to say that he need not sell if the price does not suit him. Few farmers are able to hold for any length of time, and no farmer can hold indefinitely.

Canada is giving just one more illustration. If agriculture here or there is to prosper, there must be either some way of adjusting labor or of regulating prices in such a manner that the farmer may be assured of a reasonable return on his investment of brains and brawn and capital.

If neither of these is, on a large scale, feasible then the farmer will have to be subsidized. American manufacture has long enjoyed subsidy in the shape of a protective tariff. American shipping is clamorous for subsidy. Agriculture is more truly basic than either. The farmer must be relatively insured.—Southern Planter.

COMMENT ON WORLD'S NEWS FOR WEEK

Magnus Johnson Was Elected Senator

From Minnesota by a great majority. This result was forecasted in these columns several weeks ago. As this is written the returns have not all been received but up to this date Johnson has a majority of 75,000 with every indication that the final figures will give him a lead of more than 100,000. The democratic candidate received about twenty-five thousand votes out of the 600,000 cast in the election. There is nothing in the result of the Minnesota election to cheer the hearts of the democratic leaders.

No candidate in recent years has been more mercilessly lampooned and misrepresented that was Johnson in the Minnesota campaign. He was represented as a coarse, uncouth and all but illiterate Swedish immigrant unable to speak English intelligently. He was pictured as going about over the state half dressed and always scorning to wear a collar or necktie and extremely careless about having his shoes shined. The people of the country were told by all the papers controlled by privilege and greed that Johnsons only qualification for public office is a voice that can be heard clear across the state.

The truth is that Magnus Johnson is a farmer, is committed to campaign to secure justice to agriculture and to curb the constantly increasing privileges and the growing power of great corporations and especially of the railways. He operates his own farm near Litchfield, the county seat of Meeker county. He has been a member of the legislature either as a representative or a senator since 1912. He was instrumental in securing the tonnage tax on iron ore production that relieved the people of Minnesota from the payment of any state tax for the general revenue fund for the past six years. His work in the legislature has been constructive and progressive. He is far better qualified for the senatorship than is Governor Preus who has never had any legislative experience.

Senator Magnus Johnson is not an uncouth ignoramous and demagaogue. He is a big fine looking well dressed farmer with twelve years experience in legislation. He was one of the state officers of the Minnesota Equity Union and is a member of the Farmers Union joining a local of our organization when the Wright county, just to the east of Meeker, was being organized some years ago. Johnson's own county now has a good working body of locals and an effective county union which meets monthly.

Preus Was Badly Defeated

In his attempt to succeed the late Knute Nelson as United States senator from Minnesota. The majority against him will not be less than 100,000. Entirely regardless of political considerations no candidate ever more richly merited castigation by the voters. He has been a professional tax eater and pap sucker almost ever since he was twenty one years old. He served four years as state auditor and is now in his second term as governor. Prior to his entrance into state politics he had held several very renumerative county and local offices.

Preus is responsible for the recent so called wheat conference that was held in Chicago. That meeting was called to deal with the existing emergency that threatens the ruin of all wheat growers. It wound up by recommending that about 300,000 a year should be spent in educating the consumers of this country to eat more wheat and the producers to sow less wheat. Back of the conference and present in its deliberations were the all powerful representatives of the milling, baking and wheat trading interests. The expense money, apparently unlimited in amount, was contributed by the millers, traders and machinery manufacturers.

Governor Preus opened the convention with long and apparently very carefully prepared speech in which he made it clear that nothing should be done to reduce the profits that the traders and converters now realize from the wheat business. It was suspected at the time that the emergency that Preus had nearest his heart and most vivid in his mind was the senatorial election in Minnesota but very few regarded that emergency as critical from the Preus point of view as it turned out to be when the votes were counted.

In his campaign Governor Preus undertook to win the farmer vote by professing an eleventh hour conversion to some of the demands of agriculture. He asked that no national republican speakers should be sent into the state. He denounced the McCumber-Fordney Tariff as worthless to agriculture. He opposed the World Court so dear to the heart of President Harding. He refrained from any endorsement or praise of the republican national administration. The voters very naturally decided to reject a candidate who had so little faith in the personnel and policies of his own party that he refused to discuss or defend them on the platform.

La Follette Is Quite Hilariously Happy

Over the results of the Minnesota senatorial election. He has a right to be as it was in a measure a personal trumph. While the Wisconsin senator continues to call himself a republican he and his followers constitute a group that is the most serious threat to continued republican control of the national administration. That group, with the addition of Magnus Johnson who has always been elected to office as a republican except in the recent senatorial contest, can and doubtless will control the organizaion of the United State Senate.

Since the election of Johnson the senate stands 51 republicans, 43 democrats, and 2 members of the Farmer Labor Party. This looks like a safe working majority for the republicans but among the 51 senators credited to that party are Frazier, Ladd, Brookheart, Howell, Norris, Borah' Hiram Johnson, La Follette and Capper. The defection of any three of this number from the republican party caucus will destroy the majority of six that the party now has in the senate.

The next session of congress is certain to be interesting. The lower house is like the senate—there are enough progressive to hold the balance of power and control the election of officers and the composition of the committees. It may not be possible for this new body of liberal or progressive senators and congressmen to enact any legislation but it is certain that they can prevent the passage of any more laws in the interest of organized greed and plunder.

Railway Earnings For May

Were the largest in the history of the country. Railway freight movements in June were the heaviest ever known and doubtless the earnings for that month were even greater than in May. It is gravely announced from railroad headquarters that the net profits for May amount to 6.33 per cent on the total value of all railway property in this country.

During the months of May and June the price of wheat declined to new levels and has now reached a figure that does not cover half the cost of production if wheat farmers were allowed to keep their accounts in railroad fashion. Wheat growers paid a good large part of the $89,000,000 of net profits made by the railroads in June. The average freight toll on wheat from the farm to the mill or the exporting dock in this country is about 22 cents a bushel. The prosperity of the wheat grower can never be restored until the freight rate is reduced.

With increasing prosperity in sight the railway managers should now be willing to consider a voluntary reduction of freight and passenger rates and the unforced payment of the great sums that many of them owe to the government under the recapture clause of the Cummins-Esch law. The weaker roads need that money now and many of them cannot meet their obligations to the public until they get it. President Story of the Santa Fe System says this debt to the treasury will be paid. If eventually why not now Mr. Story?

President Harding Is Learning Many Things

About this country that should be useful to him and to the nation during the remaining years of his residence in the White House. He has been over the government owned railroad in Alaska and has discovered that this enterprise in which the government has invested something like $100,000,000 does not pay expenses of operation now and that it cannot do so in the near future. He is said to be in favor of a searching inquiry into the history of the whole project.

The government owned railway project in Alaska was initiated during the Roosevelt administration but most of the actual construction was done while Wilson was president. No one supposed that such a railroad would pay its way for a long time. The purposes was to open up the country and permit the development of the agricultural, timber and mineral resources of vast rich territory. A railroad in Alaska by private enterprise was impossible without government subsidy of some sort. Colonel Roosevelt and those in authority with him decided that it would be far better to build and own the road than to donate lands of great value to private corporations. The government expenditures for the Alaska railroad are probably far less in amount that the government subsidies to the Union Pacific in the way of land grants and guaranteed bonds.

Mr. Harding is wholly within his rights and it is his duty to make the investigation that he threatens. That inquiry should go much further than a mere investigation of the profits of contractors or the motives of congressman and senators who voted for the law. It should determine the truth of all the reports that we have heard of the boundless possibilities of Alaska. If that country is as rich as reported its resources should be developed, not by outside promoters and exploiters, but by a resident population of farmers and wage workers. Such a development is possible, if the resources are there, as a result of the government construction of the railroad.

The President Is Learning So Much

About Alaska that the people have a right to ask that he tell them the real truth about the millions and tens of millions of reindeer and caribou that are reported to be ranging over the tundras of that country. If the beef cattle industry is really in danger from the competition of the deer barons of the north the farmers of the meat belt are entitled to know it.

On the other hand if the reindeer industry is about equal in importance to the dry land catfish business in Kansas the farmers will be more encouraged to go ahead with their plans for raising cattle and hogs.

Rainfall Is Very Unevenly Distributed

This year. Drouth in Minnesota and Wisconsin cut the hay crop very short, reduced the yield of potatoes and dried up the pastures early in the season. In Virginia and other sections of the south the weather is so dry that crops will be greatly reduced. Tobacco farmers have set out less than their usual acreage and will have something less half their usual crop. Dairy farmers are already feeding their milk cows. Hay is so short and light that supplies from outside the state will be necessary. Vegetables and fruits are almost a total loss.

It is too bad that the north and east could not have half or more of the surplus rains that have fallen in Kansas and other middle western states. Is it too much to hope that man will sometime learn to control the rains?

FARMING IS BIG BUSINESS; IMPORTANCE OF ORGANIZATION

By Sam H. Dixon

We read a great deal in the papers about big business. The men who write the most about big business do not realize that farming is the biggest in the world. It is to this business that the world is looking for existence. Should the farmer fail all others will fail with him. He is the foundation. In him is the beginning and the end of all business. A dollar spent to help him is a dollar spent to help all others. We are spending thousands of dollars for roads, for sanitation, for improvements but not a dollar is being spent in an effort to enable him to find markets for his produce, except in sustaining institutions which are dictated to by the speculator in farm crops; not a dollar is being spent to help him to conserve the soil that is our very existence; not a dollar is spent to help him to drain his land. a

Few people realize that the value of farms and farm property in the United States is approximately 80 billions of dollars, or about twice the total of all capital invested in manufacturing enterprises.

It is not a lack of business sense that has caused the farmers of this country to be in their present plight; but circumstances over which he has had no control. He is seeing every other industry revive after the deflation except his own. He has seen the government guarantee certain earnings to corporations, but neglect to give him protection.

A New York banker spoke a great truth when he said: "The farmer is the worst sufferer during this period of deflation. At the present time, although the prices of farm products have risen 30 per cent, the prices of things he has to buy have risen more than that. He is unduly burdened by wasteful distribution processes; high freight rates and inadequate credit facilities. Relief for this situation could be provided through an expansion of co-operative marketing facilities; a railroad rate schedule revised to place a larger proportion of railroad charges on finished products and less on agricultural products. In subsidies and favors agriculture has been discriminated against. As a result agriculture has stepped backward while less important industries have stepped forward."

If the government would treat agriculture on a parity wtih other needful industries there would be no crippled and wounded agriculture.

Dr. J. C. Cunningham, of Richmond, Va. struck the golden chord when he said:

"The only relief I see for agriculture must come through the organized farmer. As an individual he can never secure the recognition to which he is entitled. But as an organized whole he could force recognition and crush the insanity of using his profession to enrich other interests."

To this we agree. Organization is the essential thing required to make agriculture the powerful agent for success and prosperity. If the farmers cannot be induced to organize for self-protection and self-preservation, the dark cloud of oppression will lower and shut out the light of home and another century will see them slaves to greed. Indeed, this is a dark picture but it is history repeating itself.

Only a few will read this. And that few may treat it lightly. But posterity will evidence that it is prophecy.

Let us turn on the light that the farmers of America may visionize their plight unless they act and act quickly—to place themselves in a position of defense.—Iowa Union Farmer.

Chance of a Lifetime.

From Life:

"I was surprised to hear your daughter was married on her commencement day."

"Yes. Our friends were all surprised. But when my wife and I discovered that Alices' young man was the only member of his college class who had never written any free verse, revolutionary novels or one-act plays, had never been a campus notable, and was looking forward to graduation so he could help manage his father's farm—well, we thought she'd better grab him."

More than two-thirds of the butter produced in the United States in 1921 was made in creameries.

Boys' and Girls' Club News

WHY SHOULD ONE BECOME A MEMBER OF THE FARMERS UNION

The following essay by Miss Marguerite Holdren, has been sent in from Hamilton County. The Farmers' Union Locals in that county offered a prize for the best essay submitted on this subject, and this is one of the most interesting sent in:

That the farmer "feeds the world" is entirely literal. However that the farmer is dependent upon more than one source of supply for his living is obivous. In other words—the farmer to secure the finished product for his maintenance is obliged to deal with more than one manufacturer retailer, etc. His foodstuffs are not available unless he deals with these concerns. Speaking in a general way, these concerns knowing they have the upper hand of the farmer, are apt to bury their conscience and put it over him good. It appears they think that in no way possible can the farmer protest against this unreasonable treatment. They seem to think that the farmer has to have these things, and they might as well get all out of him they can. But, is not the union the very thing needed to correct these conditions? Then let us become a member of the Farmers' Union to aid each other in standing up for our own.

Farming in one of the noblest occupations in the world, for what would the world live upon if it were not for what the farmer produces? And is it not a good thought for the farmers that so many folks are dependent upon them and that they are enabling these folks to live? However, the farmers are not as fraternal as folks in other occupation or professions, because conditions of farming and farm life do not permit the farmers to become as closely associated as other workers. Then is not the Farmers' Union influential in creating a stronger feeling of fellowship between farmers and to aid us in becoming acquainted with the whys and wherefore of our neighboring farmers? So, one should join the Farmers' Union to help to strengthen this tie and to assist in establishing a union that will compel the world to look upon the farmer in as being as important an organization as the members of any other union.

PePrhaps some will say "oh well I can't get things very much cheaper thru the Farmers Union and a few more cents won't matter so much to me." A few more cents, to one person probably does not matter so much but think what a few cents saved on one thing for every farmer in the United States, or say even Kansas, would mean. It is not the cents that make the dollars? One does not realize perhaps how many things can be had cheaper thru the union and it is not only from a money view when one man sees his Farmers' Union neighbors saving on this and that thru the union will it not be an inducement for him to join? The union certainly cannot prosper unless the farmers do join. To be successful one must be happy. The farmer, to be happy, must be and must feel that he is even with the rest of the world. How else can a farmer possibly come into his own than thru the Union? A few cents saved is the greatest encouragement to the farmer. I do not mean this to appear that the farmer is miserly, but these cents are justly his own and should he not have them as well as any one else? When he is successful in securing one thing cheaper thru the Union, will it not encourage the farmer to venture again. The results will enable the farmer to have a more optimistic attitude toward the world in general and is not this cheerfulness seeds sown for success.

A number of persons in unity are more impressive than a single person. Several business men working together with judicial management are more influential in attaining the desired end, than one business man, working alone. So does not this apply to the farmers? In places in Italy we are informed, that the farmers live in small villages and go out to do their farming in numbers. The rough and rocky condition of the surface of the land is such a detriment to farming that one person working alone could accomplish very little. However, these farmers help one another and thus so faciliate the task of farming these mountainous places that these Italian farmers are enabled to produce and to accomplish a great deal. Perhaps they do not have organized unions there, but is not their unity in the same sense as a recognized American Farmers' Union. So one should join the Farmers' Union to increase its capacity.

The Farmers' Union aids its sick members—does as many things for the interest of its members as any organization or club does. Should a person not, being a farmer, join an organization, the Farmers' Union, that will be of more help to him, than any other organization.

The social side of a farmer's life is not usually pictured to be very appealing. Farm life, of course, is the opposite of city life. However, farm life need not be so lonely if we do not make it so. Farmers' Union meetings are a good place to go to break the monotony. The Farmers' Union as a club, should be made as interesting for the farm wives as for the men. One should never get too busy to stop and play awhile.

Committees appointed from the Farmers' Union have prepared and given affairs with obvious success. So let us become members of the Farmers' Union to put more pep into the social side of farm life.

Farmers have a dificult row to hoe as well as any other progressive worker. Though farming requires just as much or more patience, good judgment and tenacity than any other work; perhaps does not require as much skill but at that, requires enough of skill. But after all, is not a farmer amply repaid for all his hardships and misfortunes and can not the farmer really sleep the sleep of the just after a days work? For is his work not the hub of the wheel that makes the world go around.

Wheat Pool News

The price of wheat seems to be on a greased track and headed down hill, just where the end is who can tell and what do we expect to happen to check the rapid decline unless we are connected with the brakes of the wagon.

At Lindsey, Ottawa county, Monday of this week, while I was standing in the elevator waiting to have a little of the manager's time to fix up a contract with him to handle pooled wheat, a load of wheat was brought in the elevator that tested fifty-seven. The price paid was a little above seventy cents. The farmer delivered the wheat, unloaded as fast as he could and hurried back to the machne that was threshing the wheat, backed his wagon up to the spout of the macine, and as fast as he could load and unload, the wheat was dumped on a market that was already overloaded.

The same process is going on all over the country. The only check put on the amount of wheat piled on the market is the limited capacity of the threshing machines. To use the past as an example to judge from, it looks like the only way that some farmers can be kept from flooding the market is to induce the threshing machine companies to make smaller spouts for their machines.

The pool offers a sane, reasonable check on the market as ample storage facilities are at the disposal of the Pool Association for storing this low priced wheat till something can be done to stop the decline of the market which is below cost of production. When the slump is over the wheat will still be good for flour and the millers will be only too glad to pay for it instead of having to take it as a gift.

"You can fool all of the people some of the time, some of the people all of the time, but you can't fool all of the people all of the time," and Schultz of Ellsworth is one of the people that can't be fooled any longer for he voluntarily sent in a contract signed up to pool his wheat. Any man that will do that has the symptoms of having almost human intelligence. Who will be the next? We think that a hero medal should be gotten out for such men as Tennehill and Schultz who deliberately lift themselves out of bad company and quit a habit that requires a man's courage.

O. V. Davidson is in the vicinity of Grinnell this week, and judging from the scalps he is sending in, he must have gotten a prescription of Killian's pool bait and now is out gathering the scalps with a mowing scythe. Hurrah for Davidson and the West.

Green is back on the job again with his winning smile, the smile that won't come off, for he holds the record so far of getting the most contracts of any man in one day. Fifteen is the number. Won't some see what they can do for that smile of his?

All of you real live he men that think you could go out and talk pool contracts on a commission basis better write me at once as we are going to put on a campaign that will cause the hosts of satan to wring their hands in grief, and there will be weeping and wailing and the gnashing of teeth and some will pray for the mountains to fall upon them.

We want about all your time and we will pay a commission that you can afford to work for as the time has arrived when we can't wait for the farmer to send in his own contract for we want this wheat pooled before the Judgment Day and the only way is to go out to Hiram's place and explain the contract thoroughly and then depend on his good sense to grab a line when it is thrown out to him when he is drowning.

Cool weather is fine for pooling but now is the time to get in while the water is fine.

M. O. Glessner.

AGRICULTURAL EXPORTS AND PRODUCTION

Secretary of Agriculture Wallace said today: "A great many people seem to have had the notion that during the past three years have been due to a reduction in our exports. Under this misconception they have urged the adoption of various political and economic devices which they thought mght increase agricultural exports. The fact of the matter is that our exports of farm products during the past three years has been far greater than before the war and greater even than during the war years.

"Take our eight principal food crops: corn, wheat, oats, barley, rye, buckwheat rice and potatoes. The average annual exports of these eight crops for the year 1920 to 1922 inclusive were 142 per cent greater than the average annual exports of these same crops for the years 1905 to 1914 inclusive. During the past three years our corn exports were 82 per cent greater than in the pre-war years named; our wheat exports per cent greater: rye 2,600 per cent greater; buckwheat 114 per cent greater; rice 2,212 per cent greater; potatoes 125 per cent greater.

"The total volume of exports of these crops, measured in bushels, was even greater by 18 per cent during the post-war years 1920 to 1922, inclusive, than during what we may call the war years, 1915 to 1919 inclusive.

"In the case of animal food products, our average annual exports during the pre-war years 1905 to 1914 inclusive amounted to 921,000 tons. During the war years 1915 to 1919 inclusive, our exports more than doubled, being an average of 2,023,000 tons. During the post-war years 1920 to 1922 inclusive our exports amounted to 1,401,000 tons, an increase of 52 per cent over the pre-war period.

"From these statistics it ought to be perfectly clear that low prices for farm products were not caused by lack of export demand.

"We have been producing more than in the pre-war years. In the case of the eight crops named the average annual production in bushels was 16 per cent greater during the post-war years 1920 to 1922 inclusive, than during the pre-war years. The production of corn was 14 per cent greater, of wheat 17 percent greater, oats 19 per cent greater, rye 98 per cent, rice 104 per cent, potatoes 18 per cent: there was a decreased production of barley of 4 per cent and of buckwheat of 15 per cent.

"Not only was the production of these crops greater during the post-war years than during the pre-war years, but it was more than 2 per cent greater during the post-war 1915 to 1919.

"Unless production is fairly well adjusted to demand, prices will be disappointing. We are far more dependent upon Europe for markets for our cotton than for our food products,, and the price for cotton is not depressed. The average annual production of cotton for the three years 1920 to 1922 inclusive was 10,385,000 bales, whereas the annual production from 1905 to 1914 inclusive was 12,950,000.

"In considering the matter of future exports of our agricultural products it must be remembered that the probable tendency will be downward. European agriculture is becoming more productive and no doubt economic conditions are becoming more stable. As normal conditions in Europe are reestablished, their purchases of our surplus will become more normal."

MANAGEMENT OF CO-OPERATIVES

(By John R. Hutcheson, Director of Extension of Virginia.)

Much emphasis has always been laid upon the employment of efficient managers for co-operative associations and this is as it should be; but in emphasizing the efficiency of paid managers we have sometimes overlooked the responsibility of members themselves for the management of their associations. If experience has taught us one thing during the past few years it is that in order to obtain the greatest success, a co-operative association must be intelligently directed by its members.

Do not overlook that phrase "intelligently directed by its members" for that is of utmost importance. Intelligent management by members or leaders with a stupid membership will fail. Stupid or dishonest managers can be gotten rid of by an intelligent membership. Intelligent management by members would have kept the Peanut Growers' Association from making many of the costly mistakes and blunders which have been made during the past two years. Intelligent management by members would have kept the raisin growers in California from trebling or quadrupling their production, glutting the raisin market beyond even the power of lavish advertising to move the crop. Intelligent management by members of the Tobacco Growers' Association will keep down the tobacco acreage, thus avoiding overproduction that is certainly going to come some day if the management is not intelligent.

Intelligent management by members will convince landlords that they cannot afford to employ croppers and tenants who will not sign the marketing contract. Intelligent management by members will teach weak-kneed signers that they cannot afford to break their contract. Intelligent management by members will show business men that farmers can do business in a business-like way, and will show enemies of co-operative marketing that farmers will not be misled by plausible misstatements of their enemies.

Too many members of co-operative marketing associations are still laboring under the impression that someone else is going to "do it for them," They think that when they sign their names to a contract they have done their part. Such members are really a drawback to any association, and they will learn, in time, that if they do not take an active part and an intelligent interest in their association somebody will "do it to them" instead of for them.

But what can the grower-member do in order to intelligently direct his association? The first thing that he must do is to become intelligently informed. The best way to get this information is to join with his neighbors and meet regularly once a month at some convenient meeting place for the study of co-operative marketing in general and the affairs of his association in particular. He should see that a delegate is sent from his local meeting to the county meeting at least once a month and that this delegate brings back real information in regard to the affairs of the association. Much information can be obtained from fellow growers in such meetings but the information that cannot be thus obtained can be obtained from the Board of Directors and the management. There are, of course, a few business details such as the amount of product on hand and matters of prices that cannot always be given out immediately, but most of the facts in regard to the operation of the association can be easily obtained through the channels mentioned. Unless members are willing to meet at least once or twice a month and study their association and help direct it, they cannot expect their association to succeed. Co-operative marketing is a process of education. The more intensively it is studied by members the fewer are the mistakes that will be made and the quicker will the process be learned.

When we say that a co-operative association should be intelligently directed by its members we mean intelligently. Members can create a whole lot of trouble and embarassment by unintelligently trying to direct. The suggestions of locals and members must be based on information, so the first duty of members should be to become informed.

PITTSBURGH LANDS BIG BIG MEETING OF CO-OPERATIVE MILKMEN

The Seventh annual meeting of the National Milk Producers Federation will be held in Pitsburgh, Pa., November 8 and 9.. This announcement was made today at the Washington Headquarters of the Federation.

"The meeting will go to Pittsburgh on the invitation of the Dairymen's Cooperative Sales Company, our member organization in that territory supplying Pittsburgh with its requirements for dairy products," said Charles W.. Holman, secretary of the Federation. "A battery of distinguished speakers and internationally known experts on cooperative milk marketing will afford a program of unusual interest and importance. We expect 2,000 in attendance at this meeting of the Federation. It will be the greatest and the most useful in the history of the movement.

"The National Milk Producers' Federation represents 26 important cooperative dairy organizations. They include 25 regional cooperative fluid milk marketing corporations whose memberships are composed of men who live on the farms and produce the milk, and one state-wide organization of approximately 250 farmer-owned cooperative creameries.

"The National Milk Producers' Federation is a non-trading organization. It serves as a clearing house for interchange of useful information among its member units, and acts as their representative in matters of national and regional importance where they have a common interest. It has been particularly active of late years in legislative fights, both in federal and state legislatures, and has scored a number of important victories. Among the successful fights waged by the Federation may be listed the passage of the Capper-Volstead Cooperative Act which authorized agricultural associations to form and do business in interstate commerce; securing reasonable protective tariffs on dairy products and vegetable oils which come into competition with American-produced products, and the passage of the Voigt anti-filled Milk Act, which had a stormy career through the 67th congress, and is remembered by the general public as the bill which sank the ship subsidy legislatoin.

"About 250,000 milk farmers are represented in the list of associaitions which comprise the Federation. These farmers sell, annually, from $250,000,000 to $300,000,000 worth of milk."

GARDEN VERSUS TIN CANS

When profit margins are close the successful business man shaves cost of production all he possibly can. Perhaps it's only a penny here and a penny there but in the aggregate they count up and go a long way toward keeping the balance on the right side of the ledger. The same way with the successful farmer. "Take care of the nickles and the dollars will take care of themselves," never was truer than when spoken of farming, and one good way to take care of nickles at this time of the year is to have a plentiful supply of home grown fruits and vegetables. Besides, there is a lot of satisfaction in having at hand, a good variety of fresh, healthful vegetables . They beat all hollow the tin-canned stuff or the little dabs brought home in paper sacks.

An exhortation of this kind is not needed on many Kansas farms in early spring when garden enthusiasm runs rampant. But the testing time comes a little later usually at the beginning of summer when the first days of hot, dry weather begin to tell on the growing garden stuff. And then with the heat and steady field work to contend with, the men of the famliy are inclined to let the garden shift for itself,, provided the women do not keep up the good work. Under such circumstances let us plead with the head of the house to the extent at least of getting a few lengths of pipe with the necessary connections, and lay them from the windmill or storage tank to the best part of the garden. A little water at the right time will do wonders to revive the garden as well as the enthusiasm of those who take it upon themselves to care for it.

Economists tell us it is possible for the average family to produce 60 percent of its food needs, figured in costs, right on the farm. And that, in this day of high living costs and disparity of prices between farm products and purchased goods, is no mean item.

Act co-operatively and the victory will be ours.

KANSAS UNION FARMER WEEKLY EXCHANGE

of members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 5 cents a word per issue; four or more insertions 4 cents a word. Count words in headings, as "For Sale!" or "Wanted to Buy", and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

FARM FOR SALE

FOR SALE—A CHOICE SUBURBAN HOME of forty acres. Well improved. References: Charles Simpson and John Tromble, both of Salina. H. D Collins, Erie, Kansas. Neosho County 49

SEEDS

ALFALFA $7.00 BUSHEL; SWEET clover $7.00; Grimm alfalfa $22.00. All seed shipped from eastern Kansas. Satisfaction or money back. M. C. Meier, Salina, Kansas. 45-tf

STOCK

IF YOU WANT HOLSTEIN OR GUERNsey calves, either sex, practically pure bred, write Edgewood Farms, Whitewater, Wis. 51*

REGISTERED DUROC JERSEYS
Immuned, boars and bred sows, years time
VALLEY SPRING STOCK FARM
Bloomington, Kansas.

FINANCIAL

6 Per Cent—FARM LOANS—6 Per Cent
THE M. E. FORD AGENCY
Salina, Kansas

KODAK FINISHING

ANY SIZE 6 EXPOSURE FILM DEveloped and 6 prints 40c. Reprints 50c per dozen. Coin or stamps. Mail Order Film Company, Salina, Kansas 52-tf

POULTRY

CHOICE SILVER LACED WYANDOTTE cockerels. Early hatch, prize winners, $2.50. D. Norton, Herington, Kansas. 22-tf

PERSONAL

Handsome lady of means; would marry if suited. (Stamp) Violet—Box 787, Dennison, Ohio.

WEALTHY, PRETTY, AFFECTIONATE girl, would marry. Write enclosing envelop. Doris Dawn, South Euclid, Ohio.

PET STOCK

FOR SALE—4 male White Rat Terrier pups $4.00 a piece. Geo. Taylor, Oak Hill, Kansas. 49*

LIVESTOCK REMEDIES

DON'T LET YOUR COWS AND HORSES die, order a bottle of Seth Owens Colic and Impaction Treatment. 8 doses prepaid for $2.50. Money refunded if not satisfied. Agents wanted. George Distributing Co., Tonasket, Wash. 50*

HELP WANTED

WANTED—WOMEN-GIRLS. LEARN Gown making at home. $35.00 week. Many openings. Learn while earning. Sample lessons free. Write Immediately. Franklin Institute, Dept. A-562, Rochester, N. Y. 51*

VACANCIES CONSTANTLY—U. S. GOVernment positions. $95-$250 month. Men-women 18 up. Steady. Vacations. List positions free. Write today sure. Franklin Institute, Dept. A-81, Rochester, N. Y. 51*

MANAGER FARMERS' STORE open for position August 1st. Twenty years experience, good for twenty more. A pusher who knows the business. Address "Pep" care of Farmers Union, Salina, Kansas. 50*

YOUR OWN FIRM
Will Give You
BETTER PRICES
BETTER FILLS
BETTER SERVICE
Try Them
Farmers' Union Live Stock Co.
406-8-10 Livestock Exchange
Kansas City, Mo.

FARMERS' UNION DIRECTORY

NATIONAL OFFICERS
C. S. Barrett, Pres. .... Union City, Ga.
E. L. Harrison, Vice. Pres., Lexington, Ky.
A. C. Davis, Secretary .. Gravette, Ark.
W. C. Lansdon, Lecturer .. Salina, Kans.

BOARD OF DIRECTORS
John Tromble ..... Salina, Kansas
C. J. Osborne ..... Omaha, Nebr.
Geo. M. Bowles .....Lynchburg, Va.
J. M. Collins ..... Denver, Colo.
J. W. Batcheller .... Mission Hill, S. D.

KANSAS OFFICERS
John Tromble, Pres. ..... Salina
W. C. Lansdon, Vice Pres. ..... Salina
C. E. Brasted, Secretary ..... Salina
Grant Bliss, Treasurer ..... Woodston
J. A. Scheel, Conductor ..... Emporia
M. O. Glessner, Lecturer ..... Salina

DIRECTORS
W. P. Lambertson ..... Fairview
O. M. Lippert ..... Bison
W. C. Anderson ..... Wellington
C. E. Huff ..... Oronoque
C. E. Henderson ..... Kincaid

LECTURE BUREAU
M. O. Glessner .....State Lecturer
W. C. Lansdon ..... Salina
Hon. John Tromble ..... Salina

Farmers' Union Jobbing Association, 106 New England Bldg. W. C., Mo.

Farmers' Union Live Stock Commission 40-6-8-10 Live Stock Exchg. Bldg. K. C. Mo.

Farmers' Union Mutual Insurance Co. Salina, Kansas

Farmers' Union Auditing Association.
Thomas B. Dunn, Salina

Farmers Union Wheat Marketing Association.
Kansas City, Mo.

Kansas Union Farmer,
Salina, Kansas.

FOR SALE AT A BARGAIN

Seven passenger Willys-Six in good condition with four brand new Kelly-Springfield Cord Tires. An ideal family car. For full particulars and price address W. C. Lansdon, Salina, Kansas, Box 48.

The Farmers
National Bank
SALINA, KANSAS

Solicits Your Business
Oldest Bank In Saline County

SALINA SANITARIUM
J. M. GAUME, M. D.
Specialist rectal and colon diseases
Also Sulphur Baths for Rheumatism
Piles cured without the knife
Little or no detention from business
Phone 2000, Salina, Kansas
Call or write for further information in the statute book. 18

$5.00 A THOUSAND
LETTER HEADS
OR ENVELOPES
Printed and Mailed You the Same Day as Order is Received.
CENTRAL KANSAS PUBLISHING CO., Salina, Kan.

WANTED
ELEVATOR MANAGER
Employment Department
Farmers Union Jobbing Ass'n.
106 New England Bldg.
Kansas City, Mo.

MARKET WHEAT ORDERLY

A square pool is turning wheat into round Money

For Kansas Signers

Add your name to the pooling list and forget Market Worry

F. U. Co-Operative Wheat Marketing Assn.
101 New England Bldg.
Kansas City, Mo.

FARMERS BUY 150 MILLION PAIRS OF SHOES

How greatly the importance of the prosperity of the farmer and that of the merchant inter-relate is well illustrated by a pamphlet recently issued by the Agricultural Publishers Association. This phamplet emphasizes the importance of the farm papers as a medium for advertising the wares of the merchants.

There are in the United States fifteen thousand towns and small communities that are dependent on farm trade for their existence. The retail merchants in these trading centers sell to a population of fifty million. Each year they sell approximately 150 million pairs of shoes, 50 million suits of clothing, 84 millon pounds of white lead and 500 million sacks of flour. Other merchandise of all kinds is sold in the same gigantic proportions to the rural market.

Although we would like to stress this buying power in order that our advertisers and advertisers in other papers may see the value of using farm papers for their publicity, we see in these figures another picture.

What happens when these 50 million purchasers have their incomes reduced by reason of smaller crop production or a smaller price for their crops? Will they then buy in as gigantic quantities as shown above? It is hardly probable that they will. Yet, the buiness men and the merchants are doing very little to see that the buying power of their best customers are kept at that level where they can increase their purchases. As a matter of fact, there are a great many merchants who think of the co-operative marketing system as an anarchistic device, whereas it has proven not only the salvation of the farmer but also of these thousands of merchants.

Here in Tuscon, Pima County and in other communities of Arizona, we are faced by the continual inactivity and apathy of the farmers to organize in co-operative marketing associations. Our merchants are feeling this lack of co-operation. They are seeing fewer and fewer of the farmer's dollars. It is about time that the local merchants organize themselves for the purpose of organizing the farmer, for the farmer's benefit and for their own.—Arizona Cattleman and Farmer.

FARMERS GET LESS, CONSUMERS PAY MORE FOR FARM PRODUCE

Reports from the Bureau of Labor Statistics of the Department of Labor for the month of May 15 to June 15, were in the tenor of all those for the last year—the cost of living in the cities is rising. According to the digest of the Bureau's latest report published by the New York Herald, a Republican newspaper, "the cost of living is gradually increasing in some localities, while in others it is hardly perceptble."

In Washington the seat of the national government, and official residence of President Harding, the increase for the month was about 3 per cent. In eighteen of the twenty-three cities covered by the report there was a rise of from about one-half of 1 per cent to 8 per cent.

While the residents of the cities and towns were paying more for their food and clothing, the prices paid to producers of grain, milk, eggs, meats, and vegetables were lower than they were in the same month of last year—a fact shown by the Department of Agriculture.

THIRTY CO-OPERATIVE WOOL SALES HELD IN TENNESSEE

Farmers of 32 Tennessee counties have held 30 co-operative wool sales this season, pooling a total of 235,000 pounds of wool, compared with 136,000 pounds in 16 sales in 1922, and 133,000 pounds in 12 sales in 1921. The highest price received was 52 3-8 cents for clear wool in the pool at Hartsville. From this the price ranged down to as low as 27 cents for burry wool. Average prices for clear wool for the three years have been as follows: 1921, 19 cents; 1922, 40 cents; 1923, 50 cents. The largest pool 40,000 pounds, was in Bedford county and the clear wool sold for 52 cents. Lincoln county, which pooled 8,000 pounds last year, had 24,000 pounds and received 51 1-2 cents for clear wool. Williamson county, pooling for the first time, consigned 11,000 pounds.

Don't penalize the fast growing, vigorous healthy chick by using it for a fryer. These make the early layers and best breding stock, say the poultry workers of the State College and Department of Agriculture.

FARMERS CLASSIFIED AD

Use This Form — It Saves Delay

Mail This to
THE KANSAS UNION FARMER
Salina, Kansas

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

Fill This Please!
Your Count of ad.....Words
No. times to run.....
Amount enclosed $.....
Place under heading of .....

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

NOTE: Count your name and address as part of advertisement

Department of Practical Co-Operation

State speakers will be present and address Farmers' Union meetings as indicated below. Requests for speakers within ho date list should take into consideration the schedules already made.

UNION MEETING NOTICES

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

To Local Secretaries And The Membership In General

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

C. E. Brasted, Secretary.

The regular meeting of the Crawford County Farmers' Union will be held on the last Tuesday of each month throughout the year except when this date falls on a Legal Holiday.

A. C. BROWN, Co. Pres.

CRAWFORD COUNTY MEETINGS AT GIRARD KANSAS

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

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

UNION LOCAL NO. 2019

Blaine O'Connor, Sec.

Regular meetings on the first and third Thursdays of each month, at 7:30 p. m.

—J. R. Horton, Pres.

ORDER PRESIDENT BARRETT'S BOOK

We now have a supply of the books "Uncle Reuben's Activities in Washington," on hand and can fill orders direct from this office.

Make remittance of $2.00 to C. E. Brasted, Salina.

C. E. Brasted, Secretary.

POTTAWATOMIE COUNTY QUARTERLY MEETING

The regular quarterly meeting of the Pottawatomie County Farmers' Union will be held at Westmoreland, Kansas, August 15. The meeting will be called at 1 oclock prompt. Locals see that all delegates are present and have the proper credentials.

T. V. HEPTIG, Sec'y.

GEARY COUNTY ANNUAL PICNIC AUGUST 23rd

The Geary County Farmers' Union will hold its annual picnic at Logan's Grove, Junction City, on Thursday, August 23rd. All Farmers' Union members are invited to attend.

ALFRED HOTTON, Pres.

ANNUAL PICNIC DOUGLAS COUNTY

No. 10 Worden and High Prairie Farmers' Union locals of Douglas County will hold their annual picnic in G. W. Pitts' grove, 7 miles northwest of Baldwin, on August 15th. Governor Davis will be the principal speaker.

A team from the Boys Industrial School at Topeka will be present, and there will be two base ball games and other contests will be held.

Everybody welcome.

CHAS. J. GLEASON,
GEO. WARNER, Com.

FARNKLIN LOCAL HOLDS GOOD MEETING

Franklin Local No. 1532 of Douglas County met the first Friday evening in July. Minutes of the previous meeting were read and approved. The secretary was instructed to send for a dozen copies of the constitution and they will be distributed among the members to read. I think each local should study the by-laws so that they would know what is required of them, and then if some difficulty arises, they will know how to proceed to set things aright in a legal way.

Miss Anna Schutz was selected to make a banner for the Franklin local to be exhibited at the county fair. The program committee is Mr. P. White and Mr. Walters. Mr. Childres, Mr. Tuttle and Mr. Haden were appointed to look after the parade from Franklin local.

Mrs. Robert White was chosen to read an essay at our next meeting.

Franklin Local took second prize in the county contest, which they appreciate very much. I think that if there is ever another contest, we will try and see if we can not do a little better and win first.

G. W. Hardtarfer made a report of the county meeting. Mrs. Eggart, an old member of our local now living in California, was present and gave a very interesting report of how they farmed out in California.

The meeting was then turned over to the program committee. A darky song was well rendered by two young ladies, and a darkey play was given by two of the ladies and three men, which kept the audience in an uproar. Mrs. Chambers and son, Carl, gave a very beautiful piano and violin duet. One of the best features of the program was a solo rendered by Carl Chambers who has been blind since five years old.

We then were treated to all of the ice cream and wafers we could eat. We only hold our meetings the first Friday in each month, and always have a full house. Visitors are always welcome.

MRS. G. W. HARDTARFER.

STATE FARMERS UNION SCHOOL

I am for the Farmers School.

I am for Salina, as the place.

I am for a three day session, the first year, because of the drive of work, in the fall, in this wheat state.

I am for making haste slowly. Cut and dry.

If we can cut down our work, can readjust ourselves, to a smaller acreage, then we may increase the length of our school term.

When we have found ourselves; found out what to do and how; then I am for five such schools in the state.

The whole Farmers Union program is an educational problem. We have gone a long way in the last ten years in the business of laying foundations.

The Rochdale system is seventy-seven years old. How old does an idea, a basic principle, have to be, before it can enter college?

Yours truly,
W. F. RAMSAY.

Hunter, Kansas.

USE YOUR BRAINS.

It is immensely encouraging to review the history of the Farmers' Union for the past year and note the many wonderful things that have been accomplished, and while so doing be made to realize that at least a few of the farmers have begun to use their thinking power which has so long lain dormant.

But yet there remains so many idle minds, which if given the opportunity by their possessors, would not only startle them but the whole world by their power to solve the problems that are being thrust upon the farming class of people every day, to be solved, and that can only be solved by them.

The mistake of the farmers of today as well as of the past is that "they let someone else take care of their business for them." They let the business men be the boss, general manager, chief clerk, and, last of all private secretary, and they receive wages smaller than those paid the office boy. In other words, they use their muscles and produce the wealth of the world, and the business men use their brains and take it. And, after all, can we blame them for so doing Do we not take all we can get for our services? Of course we do: then can we blame them for doing the same thing which we would do if we were in their place? Most certainly not. The fault is ours, we are the ones who are failing to do our duties and of course we are the ones who are having to suffer for it. Through their greed they are taking more than belongs to them but at the same time we are letting them do it. They could not if we were not willing for them to do so. Theirs is the sin of committance and ours is the sin of noncommittance, and in my opinion ours is just as bad as theirs.

The only sane and sensible thing the farmers can do is to get to work using their brains in a way to bring results. They have used it long enough to fuss about the way the world is going; thinking like that does not stimulate or help the mind in any way, only weakens it as things of a vile nature are always weakening whether they affect the brain or body, and in this crisis, as never before in the history of the world, we, the Farmers' Union, need thinking men, strong men, men who are willing to let the trifles of the past be buried and forgotten and come together in one strong body and do some of the most sane thinking that has ever been done before in the history of the world by any class of men or women. Ours is a cause which must be heeded. Our boys and girls have worked too hard, gone poorly clad and uneducated long enough. We have awakened to the fact at last, and we, the Farmers' Union, are here to fight the battle to the finish, or as long as the red blood of our forefathers flows within our veins. And while so doing we are not only protecting our children, wives and mothers as God intended for us to do, but we are honoring the brave men and women of so long ago who fought and gave their lives for the cause which we are now upholding. And uphold it we must or give our lives as they have done, for when they wrote up the constitution of these great states they did not intend that a few monied men should govern them at a sacrifice of all others, and we must not let it be so, if it is within our power to prevent it, and we can do it if we will only use the mind which the Great God and Father of all gave us to use.

I wonder if it has ever occurred to us that probably the burdens and hardships we have had to bear for past centuries are but the chastisements which God promised to give if we neglected our duties? And has it ever occurred to us that we are dishonoring Him in neglecting them the way we have done in the past? Do you think He will approve of us and give us extra power to do things if we are too indolent to use that which he has already given us? Of course not; at least he has never promised to do such a thing. Then let us cease to think because someone else has all the money that they are the only ones who are in the wrong, but let us "about face" and look into our own lives and try to find and correct the faults we find there. We owe this much: First of all, to God himself for giving us the power to do things; next, to ourselves, wives and children, and, last of all, to all humanity at large.—Arkansas Union Farmer.

SCANDINAVIAN CO-OPERATORS HIT NEW HIGH MARK

Like the Vikings of old—invading and conquering before them the three great north European kindoms—modern cooperators are fast becoming the new rulers in business and commece. Their joint international trading co-operative—operating between Denmark, Norway and Sweden—increased its business last year by a half million dollars. While this figure may not startle sophisticated Wall Street, that glibly talks in billions, it nevertheless represents a very important advance in the strength and influence of the Scandinavian co-operative movement.

In the face of falling prices and of growing unemployment, the yearly trade of the Northern Co-operative Wholesale in 1921, which totalled $2,277,000, increased to $2,882,000 in 1922. The increasing hardships of 1922, which were not strong enough to daunt the spirit of the determined co-operators of these countries, are still trying to block their way in 1923, but the latest news sent the All American Co-operative Commission promises a new high water mark for Scandanivian co-operation.

Co-operatives within each of the three countries are also climbing up. The Norwegian Co-operative Wholesale Society's sales last year amounted to well over $3,730,000, as compared with $3,350,000. Deposits in the banking department have been increased by $586,000. In the same way the output of the various factories run by the Norwegian Wholesale Co-operative have been increased.

Though comparatvely young at the game, Scandinavian co-operators are showing their old-time co-operative neighbors a new spirit of enterprise and determination.

SAYS IT IMPOSSIBLE TO SECURE HARVEST HELP

Editor Kansas Union Farmer:

I wish you would put just a few lines in your paper. What has become of the farm boys or help? There are hundreds and hundreds of acres of wheat and oats lying in the windrows, not shocked, and these heavy rains will spoil it for us. We can't get help at all. We tried to get the grading or road gang to stop long enough to help us harvest our crops, but they refused. You see all the young men driving by in swell cars and large trucks.

It is nothing to see women and girls and babies in buggies in the northeastern Kansas wheat fields. Another sight is to see some old farmer all by himself trying hard to feed the world, running the binder, cut the first round, and then let his four horse team stand while he, the poor old farmer, goes back over the field and throws out the bundles so he can get started to cut. And the worst is yet to come—to market his wheat at 60c per bushel, if he is not in the pool.

Can you picture anyone more faithful than the old stay by the farm farmer, and they refuse to help us at 50c per hour. What is going to become of us poor farmers? What good is money or roads or cars if you have nothing to eat?

I wish you would put this in your paper so all the people will read it. I think Ford spoiled all of the farm boys. Capper is the only farmer man we farmers have. Also our Farmers Union paper.

Please tell us some way we farmers can get help if we are willing to pay for it.

Yours truly,
JAKE WOODS.

Seneca, Kansas.

THE CONTRAST

Not long ago I visited the Farmers' Union Co-operative Agricultural Bank at Conway.

That bank is supported by farmers' credit, and it protects the farmers' credit. In fact, the only way the farmer can protect his own credit is to bank with it himself, use it for himself, instead of letting the other fellow bank with it and use it for himself.

To illustrate, the bank furnished the money, which represented the farmers' credit, to buy two carloads of flour and feed. With interest they paid the bank, they paid to themselves on the use of their own credit. The money made in the transaction by buying at whalesale instead of retail went to the farmers by using their own credir for themselves.

Under the old way the commercial bank using the farmers' credit would have loaned the money which represents the farmers' credit to some middle man or speculator. The interest paid for the use of the money would have been profit to the bank.

The middle man would have bought the two carloads of flour and feed and retailed it to the farmers on credit at a big profit. The bank and the middle man would have both made profits on the farmer's credit, and the farmer would have lost on both transactions.

That is not all—the bank bought the two carloads of flour and feed through the Farmers' Union State Exchange. The farmers who are stockholders in the co-operative bank are also stockholders in the Farmers Union State Exchange, using their own credit, both in banking and in buying, and make a profit in both transactions.

You people who are prating so much about helping the farmer, I want to ask you is there any way to beat that?

The farmer has quit listening to all that foolishness and has gone to helping himself. And some of these Farm Bureau NUTS say because he is helping himself he is getting RADICAL.

I have seen many kinds of nuts—McNutts, walnuts, hazelnuts, cocoanuts and peanuts; they all have to be CRACKED before you can get anything out of them.

CRACK 5em, boys, CRACK 'em.—Arkansas Union Farmer.

CANADIAN FARMERS' DEBTS.

Representatives of the Canadian Council of Agriculture, appearing before a committee of the Canadian House of Commons recently, showed the seriousness of the condition in which Dominion farmers find themselves. With regard to indebtedness we find the following as reported by the representative in the Grain Growers' Guide, Winnipeg:

"G. F. Edwards endeavored to convey an appreciable conception of the difficulties through western agriculture, especially that in Saskatchewan, labored by pointing to the vast accumulation of debt in that province and the number of sales for taxes that had taken place in communities that might fairly be considered representative. At the outset he pointed out that there was little incentive to the farmers to misrepresent conditions, for in proportion as they were set forth as bad would be the value of his holding be depreciated. He however, had to admit that he found the morale of the western farmers very low, owing to adverse conditions.

"In two representative rural municipalities in Saskatchewan, in 1919, 274 quarter-sections had been advertised for sale for taxes and 53 actually sold: in 1920, 228 had been advertised and 19 sold; in 1921, the figures were 427 and 121; in 1922, they were 618 and 195. In one municipality of 600 farmers there have been 73 sheriff's seizures, and the figures showed that the situation was getting worse instead of better. Asked by Mr. Sales if it was not a fact that some schools had been closed because there had not been enough money to pay the taxes. Mr. Edwards said that in some cases the government had some cases that had to take steps to keep the schools open.

"Dealing with debts owing to banks, loan companies, merchants and others, Mr. Edwards expressed the view that they had reached such a sum that it was doubtful whether they could be liquidated under the present disparity in prices which so reduced returns to farmers. He gave an example of a district of about 1500 people, which last year shipped out about 325,000 bushels of wheat. In it the indebtedness to banks was $250,000, to the machine companies $80,000; to storekeepers, $125,000; to certain outside dealers, $60,000; with another $20,000 of debt owed among the peoplet themselves, nor did this include mortgages. It was true that Saskatchewan had a big crop of wheat last year, about 280,000,000 bushels; but the average price secured by the farmer was only 80 cents, while according to the Provincial Department of Agriculture it cost 70 cents to raise it, so that ten cents a bushel profit left only $28,000,000.

"At a conference held in Regina last year on the question of debts, the representative of the retail merchants said that they had $100,000,000 on their books, the companies in the Saskatchewan Loan Association had $100,000,000 and it was probable that the total mortgage indebtedness of the province was $125,000,000. The amount of uncollected taxes in 288 rural municipalities at the en dof December was $8,368,000 there being then 73 still to report. Debts to implement companies ran between $25,000,000 and $30,000,000 and as large amounts were owing to banks, it was probable that the total indebtedness was $400,000,000."

Report of Committee On Credit Trading

Co-operatives Should Use Trading Books Paid For in Advance

PART II

Many societies are led away from true co-operative principles in their efforts to avoid credit trading. They practice many of the plans and schemes that are in common use for attracting cash business. If those directing the business clearly recognize that such work is not co-operative, it might be of considerable benefit. But if they do not clearly understand this, they are apt to depend largely upon these methods and neglect the more important educational features of Co-operation. For instance, premiums will bring cash business, but they play upon the weakness of the buyer—the hope of getting something for nothing. The most shallow business man knows this is impossible. It is apt to encourage extravagant buying. Tons upon tons of worthless baking powder, extracts, etc., have been sold on the premium plan. This encouragement of careless or extravagant buying weakens the co-operative fibre of the society. Discounts for cash are sometimes used. It all take advantage of the discount it ceases to be any special benefit. If only a part of the members take advantage of it, it is apt to create friction among the members. Combination orders of groceries will sometime clear up old stock, a part of which will waste in the housewifes cabinet instead of on the grocery shelves. But it is still a waste, and the store has only succeeded in making a better record while the loss to the membership has not been lessened. Most plans for attracting cash trade have some of these or other defects. Co-operative managers have a failing which in some respects is pardonable. They follow too clogely the sales method of the profit-taking store. They can, however, form selling plans of their own that will educate and at the same time give the members better values. The marking down of seasonable goods at the beginning of a season is a good leader. Inducing the customers to buy in quantities is beneficial to both store and costumers.

The most successful plan of avoiding credit trading is a very bold one. Pay in advance. Trading coupons or books of varying denominations are used. Customers buy these trade mediums, paying five, ten, twenty dollars or more in advance. Stores operated on this plan make a most remarkable showing in Central Pennsylvania. They have little trouble in keeping their stores on a cash basis by the use of these trading books. We have tried almost every form of trading devices with this pay-in-advance plan. We have used the ordinary coupon book in which coupons are detached as purchases are made. These do not give satisfaction. Often the coupons are not true count, being more or less than the denomination of the book. Mistakes are usually made and difficult to correct. We have tried the trading card in which the amount is punched by the clerk. Mistakes are also made and difficult to correct in this form. We have also tried the coupon book. In this form the purchases are entered by pen or pencil and the amount of the purchases detached in coupons or punched in a card inside of book cover. The purpose of this book is to provide a checking of accounts. But often the amount of charges made and the amount of coupons detached do not agree and it is difficult to satisfactorily adjust the matter. We find that a simple trading book is the best. A small book with light cover on which is printed name of society denomination of book, blank line for name of member and another for signature of manager. Inside the back cover is a detachable card which is a duplicate of the front cover of the book. When the member buys a book of whatever denomination he wishes the manager fills in blank spaces on cover and detachable card. Detaches the card, files it for stores record and gives the member the book. This completes the transaction as far as purchasing the book is concerned. Two methods of computing the purchases on these books have been tried. One is the addition method in which the articles purchased by the members are charged and totaled. Additional purchases are entered under this total and added, giving a new total. This is continued until the total amount of purchases equal the face value of the book. The book is then punched or one corner slipped by clerk and returned to the member. The member files these books as a record of his purchases from the store. The other is the subtraction method in which the amount of the book is set at the head of the dollar column of the first page. Purchases are totaled as made and substracted from the face value of the book until the book is drawn out. We have found but little advantage of one of these methods over the other. The manager files the detachable cards in consecutive order. This is continued until the end of the quarter, when the cards are totaled; a record made of the total and the card is filed for checking with the members' books if any complaint is made. We have also tried the duplicate cash slip plan and the cash register coupons. Neither of these have given as much satisfaction as the plain trading book, paid for in advance.

Four years of experience by some of our stores with this pay-in-advance plan has proved beyond doubt that it possess many merits. It makes failure almost impossible. It simplifies bookkeeping, cultivates thrift on the part of the membership, keeps the business in a condition that enables the board of directors and the managers to plan with a degree of certainty, that is impossible when a business is conducted on a credit basis or even the pay as you buy plan. The store, being paid in advance, is never short of capital. Its capital is liquid and makes possible an easy and rapid turn-over. The members are never in debt and are always hopeful. It is educational because it encourages thrift, teaches the value of money, makes debt impossible, and causes the buyer to buy discriminatingly. It eliminates much bookkeeping. A customer always knows his standing with the store. It inspires confidence among the members. They are never called upon to raise money to satisfy pressing creditors. It brings home to them a necessary fact that they must protect their interest behind the counter.

Strikes are very exhaustive and often make it impossible for members to buy for cash. Generally the stores are forced to give credit as strike relief. This has a strong tendency toward discontinuing cash in advance trading. The virility of stores that are able to adhere to the plan is remarkable. They have passed through all of the industrial troubles steel strikes, coal strikes, railroad strikes, suspensions, lockouts, etc., and are still keeping afloat. We cannot too strongly recommend this plan.

This can be done by issuing only permanent stock and not permitting the use of stock as a trading basis. Inu some societies ordinary stock is issued and members are permitted to buy on credit to the extent or to a certain percentage of their holdings in ordinary stock. In the work in Central Pennsylvania credit is not allowed on a basis of stock holdings. The societies are organized with permanent stock only. The members understand that they are not entitled to any credit. It requires less initial investment to do business with permanent stock only and pay in advance. The members finally see the value of cash trading.

The very fact that merchants, particularly co-operativve associations, are always seeking means to avoid credit trading, proves that it is economically unsound. Every Co-operator, clearly recognizing this, should devote his time and energies to the development of fundamentals instead of devising makeshifts. Inculcate this in the minds of the membership and credit trading will be passed entirely to banks and credit associatons where it properly belongs. Temporizing may bring immediate financial results, but it does little or nothing towards establishing the principles of Co-operation. Let us avoid using these claptraps of commercialism. They should never be used excepting in urgent emergencies, and then they should be handled with same care as poisons. The temptations that beset us are many, but there is only one way to resist them and that is by removing them. If we believe Co-operation is the solution of the consumers' problem, we should educate our membership and all will be well. Credit trading, as well as the other burdens of unsound economics, will pass away and co-operative trading will become a science instead of a lottery in life's necessities.

Kill All Flies! THEY SPREAD DISEASE

placed anywhere, DAISY FLY KILLER attracts and kills all flies. Neat, clean, ornamental, convenient and cheap. Lasts all season. Made of metal, can't spill or tip over; will not soil or injure anything. Guaranteed

DAISY FLY KILLER at your dealer or 5 by EXPRESS, prepaid, $1.25.

HAROLD SOMERS, 150 De Kalb Ave., Brooklyn, N. Y.

Rheumatism

A Remarkable Home Treatment Given by One Who Had It

In the year 1893 I was attacked by Muscular and Sub-Acute Rheumatism. I suffered as only those who are thus afflicted know for over three years. I tried remedy after remedy, but such relief as I obtained was only temporary Finally, I found a treatment that cured me completely and such a pitiful condition has never returned. I have given it to a number who were terribly afflicted, even bedridden, some of them seventy to eighty years old, and the results were the same as in my own case.

I want every sufferer from any form of muscular and sub-acute (swelling at the joints) rheumatism, to try the great value of my improved "Home Treatment" for its remarkable healing power. Don't send a cent; simply mail your name and address, and I will send it free to try. After you have used it, and it has proven itself to be that long-looked-for means of getting rid of such forms of rheumatism, you may send the price of it, One Dollar, but understand I do not want your money unless you are perfectly satisfied to send it. Isn't that fair? Why suffer any longer, when relief is thus offered you free? Don't delay. Write today.

Mark H Jackson, 100-J. Durston Bldg., Syracuse, N. Y.

Mr. Jackson is responsible; above statement true.

Grain Bins

WE ARE DISTRIBUTORS
—OF—
"BUCKEYE" AND "JAYHAWK" STEEL BINS

ASK YOUR FARMERS' UNION DEALERS OR WRITE US FOR FULL INFORMATION

Farmers' Union Jobbing Ass'n
Department "M"
Kansas City, Missouri

Fresh peas are delicious when picked at the right time. MONOGRAM, ROYAL "W" and HY-LO peas are picked and packed at the proper time to retain the delicate flavor of tender peas—not one hard one in a hundred cans.

WATSON WHOLESALE GROCERY
SALINA, KANSAS

Planters State Bank

Salina, Kansas

By the decision of the Supreme Court of the United States upholding the Guaranty Law, your deposit in this bank is made as safe as a

Government Bond

OFFICERS AND DIRECTORS

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

INSURANCE

Farmers' Union Member—

Your own Insurance Company gives you absolute protection at lowest cost.

Your own Company has greater resources, in proportion to insurance in force, than any other state-wide mutual company in Kansas.

Your Hail Insurance Company is the biggest and strongest Mutual Hail Company in Kansas, and the lowest in actual cost.

Get in line.

The Farmers' Union Mutual Insurance Company of Kansas

FRANK D. BECKER, Secretary
SALINA, KANSAS

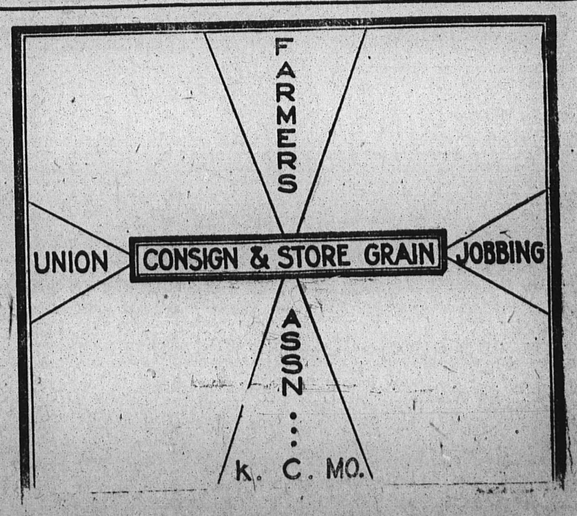
C. E. BRASTED, President — GRANT BLISS, Treasurer
W. C. WHITNEY, Vice President — CHAS. SIMPSON, Field Rep.

PRICE LIST OF LOCAL SUPPLIES

Application cards.....20 for 5c	County Secy's Receipt Books 25c
Credential blanks.....10 for 5c	Secretary's Minute Books....50c
Dimit blanks.....21 for 10c	Farmers' Union Buttons.....25c
Off cards.....12 for 20c	Farmers' Union Song Leaflets, per dozen 10c
Constitutions 5c	Business Manuals, now used instead of Ritual, each.....5c
Local Sec'y's Receipt Books..25c	

Cash must accompany order. This is necessary to save expense in postage and labor

WRITE

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

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