THE KANSAS UNION FARMER

Organization :-: Education :-: Co-operation

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The International Institute of Agriculture at Rome

United States Sends Nine Delegates to Rome to Represent This Government in International Parley on Condition of Agriculture of the World

(By O. M. Kile in Farmers National Magazine)

On Saturday, April 19th, nine official delegates appointed by the United States Government sailed from New York, to attend the seventh biennial session of the International Institute of Agriculture at Rome, Italy.

What is this foreign institution that commands such marked attention from American agricultural interests? What does it do? How is it supported? What does this select delegation hope to accomplish at Rome?

Back about the beginning of the present century a philosopher-farmer of California — David Lubin, by name—came to Washington with an idea which he proceeded to lay before our government officials. His idea was that since agriculture is a world-wide industry, it is highly important that somewhere in the world there be a central clearing house through which information about the agriculture of all the world may be readily available to all the world. He conceived it to be highly important that the wheat growers of Argentina or Australia or the United States know with fair accuracy at seeding time how much wheat is on hand in the world, what the wheat crop prospects are in other lands and what the probable demand would be. Mr. Lubin believed, also, that knowledge developed in one country as to best means of coping with plant diseases and insects should be made quickly and readily available to other countries. In short, he proposed that the United States take the lead in arriving at an agreement with other nations whereby an international institution be set up, perferably at Washington, to accomplish these purposes.

But the Congress of that day either lacked vision, feared international complications or was, perhaps, merely in an economical mood. At any rate Congress would have none of it. The Lubin idea was turned down.

Lubin's Persistence Wins.

But David Lubin was a man of dogged determination. He carried the idea abroad. He presented it at the principal courts of Europe only to be disappointed one time after another. His experiences remind one of the wanderings of that other seller of an idea., Christopher Columbus, who 400 years before traveled much the same course from court to court trying to find a backer for his plans which were to reach beyond the seas.

Finally in 1905, King Victor Emmanuel, of Italy, agreed to sponsor David Lubin's idea. He called a conference of nations to consider the proposal. This resulted in an international agreement and the development of a working plan. The King of Italy built a beautiful marble structure in Rome to house the Institue and provided an annual gift of about $60,000 for maintenance. Each nation adhering to the agreement pays an annual fee and supports its own permanent delegate, who resides in Rome.

Today 62 governments hold membership in the Institute and help support the work. This represents 96 per cent of the world's total land area and 97 per cent of the world's population. A large international staff is maintained and a valuable world's agricultural reporting service provided.

World Reports Available.

Today you may sit in your home and read in the newspaper or hear over your radiophone the news that India, perhaps, has a short wheat crop, that Australia is experiencing a severe drought, or possibly that New Zealand is about to ship great quantities of butter. Usually these statements are summarized and interpreted to show the influence of these distant factors upon our own markets or prices.

Do you realize, I wonder, the world-wide organization and machinery back of these few simple statements occupying perhaps a paragraph or two in the newspapers?

It means that in each of these 62 countries figures are gathered at regular intervals, generally once a month showing acreages sown to the staple crops, growing conditions, preliminary harvest estimates and, later, actual yields. It means that these figures must all be assembled and tabulated each month at the International Institute of Agriculture at Rome, usually by telegraph. The Institute then transmits the summarized figures to the member nations by telegraph, provided the receiver is willing to pay the charges. The figures destined for the United States are telegraphed to our Naval Station at Paris. The navy then radiographs the report to Washington where it is delivered to the Department of Agriculture. The department picks out the interesting features and releases them to the press. At five o'clock on the same day, this information is broadcasted by radio from the various stations of the Department of Agriculture and all who have receiving sets may hear. Later the complete data comes by mail in printed form.

Service Extensive and Valuable.

While this international crop reporting service is the most important work of the Institute, it has a variety of other jobs to do. Since plant and animal diseases are no respectors of national boundary lines, it was agreed that the Institue should devote considerable energy to developing means of control and in bringing about among nations agreements designed to prevent the spread of these diseases.

Special studies of economic and marketing problems are constantly being made. By pioneering in this field the Institute was able to render us valuable service in 1913 when we were seeking information on which to base our Federal Farm Loan Act. During the past few years it has been possible to keep in touch with farmer's cooperative developments the world over, by following the publications of the Institute. The Yearbook of Statistics gives complete crop data and the International Yearbook of Agricultural Legislation keeps our leaders posted on significant foreign trends of interest to agriculture. Another valuable service to our investigators consists in assembling and reviewing all the world's new publications dealing with the improvement of the science and practice of agriculture. All publications are issued in at least two languages —English and French.

While the Permanent Committee consisting of the resident delegates, have direct charge of administering the work, yet the body known as the General Assembly outlines the program and policies to be followed. The General Assembly meets every two years and is made up of delegates appointed from the different member countries. The number of votes allotted to each country varies with the size of the country and the amount of its contribution to the funds of the Institute. It is this meeting which our nineteen delegates are now en route to attend.

American Delegates Carry New Proposals

A list of seven proposals, to be made to the convention, was adopted by the delegates here before sailing, and while in conference with the "Committee of One Hundred" appointed to bring the work of the Institute to the attention of American commercial and agricultural interests. Chief among the proposals adopted, are: (1) that the Institute give more attention to the study of agricultural economics, farm management, land policies and marketing problems. (2) that greater use of the telegraph be made in speeding up the collecting and dissemination of crop figures; (3) that all weights and measures be translated to American equivalents in the Institute publications to be distributed in Canada or the United States; (4) that steps be taken toward admitting large farm organization in the various countries to a kind of associate membership in the Institute.

The delegation two years ago was successful in having English made one of the official languages of the Institute. Previously all speeches were given in French. Now all are given in both languages.

Valuable Forum for Farmer Problems.

The International Institute of Agriculture has done much valuable work in the relatively few years of its existence. But there is a far bigger work ahead if it can be materialized. There is no good reason why the Institute should not eventually serve the agricultural nations of the world in very much the same way that our trade associations serve their industries. The first step is to put out reliable statistics on production and consumption. From this there should eventually develop a plan of adjusting production in the various nations so as to eliminate ruinous competition—just as the trade association brings about the result even among keen competitors.

The Institute needs a just appreciation of its achievements and also of its possibilities. At a time when it is essential both to economic and to political stability that the conservative and constructive forces of the country be fostered, the International Institute of Agriculture affords an international forum where farmers can make their voices heard on phases of international policies affecting their special problems. In the delegate to the Permanent Committee of the Institute each country has a potential Ambassador of Agriculture accredited to an international court. The delegate can be regarded as a liaison officer whose duty is is to keep not only this government but also the great agricultural associations of his country in touch with world developments which affect their interests.

The International Institute of Agriculture is symbolic of that close cooperation between the Old World and the New in the field of economic activities, and of that union of practical common-sense with lofty idealism which alone can solve the problems of the transition and reconstruction period through which the world is passing.

David Lubin's idea was a good one. It is to be regretted only that our legislators of his day lacked the vision to secure the location of this institution at Washington instead of permitting it to go to Rome.

Attention, Members and Insurance Agents!

TO THE MEMBERS OF THE FARMERS UNION AND TO THE LOCAL AGENTS OF THE FARMERS UNION INSURANCE COMPANIES, ESPECIALLY:

These are reports being received at the Farmers Union Insurance office from many points of the state that a representative of the United Hail Company is telling the agents of the Farmers Union Insurance Company that arrangements have been made by and between the Farmers Union Hail Insurance Company and the United Hail Company whereby they are to work together.

As president of the Farmers Union Insurance Companies, I take this means to inform the members of the Farmers Union and the agents of the Farmers Union Hail Insurance Company that no such agreement has been made or even contemplated by the Farmers Union Insurance Companies.

That no one has any authority to make such statement; and furthermore anyone making such statements that such arrangements have been made, is stating something that is wholly untrue. We expect to and we are going ahead in our way as usual, and feel fully capable to conduct our own business.

It has also been reported that we, the Farmers Union Hail Insurance Company, did not want the hail business this year, and had recommended that a part at least be given to the United Hail Company. Such represntations are absolutely false. We are not recommending the United Hail Insurance Company, nor any Hail Insurance company but their own to the members of The Farmers Union.

THE FARMERS UNION INSURANCE COMPANIES,
By C. E. Brasted, President.

WHAT PLACE HAS THE FARMERS UNION IN YOUR COMUNITY AND WHAT DO YOU THINK OF IT?

The Kansas Farmers Union has a place in every community and our membership should see to it that it is respected. It is a plan based upon the Golden Rule and is trying to do things on the square.

Today nearly every community has some form of Farmers Union Enterprise. Some are making great successes and some are not getting along so well but in every case the Organization is clean cut and trying to do things worth while.

Now there seems to be a feeling in many communities and in the minds of many business men that a Farmers Union enterprise is a menace to a community. Instances have been related where men have deliberately connived to keep the Farmers Union from getting established in a town. They are looked upon as "undesirable" when as a matter of fact the men behind the Farmers Union are recognized as among the most respected in the community. Still it is said that "the Farmers Union cannot make a success in business and should not be permitted to try." Just a few weeks ago the writer listened to a story where a strong bunch of farmers tried to lease a building in which to start a store but the business men deliberately blocked them from getting the building. Not because they could say anything against the men behind the plan nor that they could say anything against the plan af the Farmers Union, but they simply did not want to tolerate a Farmers Union enterprise in the town.

Not only do men try to keep the Farmers Union out of business but instances are known where they have tried to put them out of business after they have established their cooperative stores etc. They will lose money by underselling in order that they may create dissention among the membership. Instances have been related where elevators pay more than the wheat is worth to a member of the Farmers Union in order that the other members may feel that their organization is not worth while.

The Farmers Union is a plan based upon the Golden Rule and Justice and stands for the best things in every community. It is created to make conditions better for its membership and to harm none.

The man or clique of men who would deliberately set about to wreck a Farmers Union enterprise are, in the opinion of the writer, undesirable citizens for any community to have. And the Farmers Union members in any community who have conclusive evidence of such action on the part of men outside of the Farmers Union should make it hot for them.

As was said above, the Farmers Union is a clean cut and unselfish organization, it stands for the best of things. It would fail in its purpose rather than injure any one or any cause. It has its own field of service and intends to work out its problems regardless of opposition.

Our members should see to it that the Farmers Union is respected in every community or get licked in the attempt.

A FARMERS UNION MEMBER.

THE MAIN REASON.

According to Secretary Wallace, figures collected by the Department of Agriculture show that, in the fifteen principal wheat growing states, more than ten per cent of the farmers lost their farms during the year, 1923; and that 16.28 per cent more "retained possession of their farms or property through the leniency of creditors."

Grand averages are usually misleading; and the foregoing figures make no exception. Bad as conditions were for the wheat farmers generally, these statistics showing a percentage of failures in excess of twenty-five were unduly swelled by the records of four states. Forty per cent of the farmers of Colorado and South Dakota lost out; so did fifty per cent of North Dakotans and sixty per cent of Montana's growers.

Still the average remains high enough and sufficiently depressing. It is no wonder that banks close and industry lags in states whose farmers go broke in blocks; and it is no wonder that various and sundry plans are devised as agencies to offset such a condition.

Unlike corn, wheat moves to market. It does not stay on the farm to be converted into other food products or to be used as feed for farm animals. It goes to the miller to be made into flour; and the flour goes to the baker to be made into bread. Whether the destination be a mill in this country or a ship for overseas, the ultimate end of the wheat is the same—flour for bread.

What does the farmer get out of a loaf of bread? The answer to that question will give the main reason for the farmers' distress.

The wheat crop of 1923 sold, at the farm, for $725,500,000.

In the form of bread, at retail city prices, that crop would have sold over the counter for $4,429,000,000.

The American farmer got less than one-sixth of what the American grocer or retail baker got for the bread that was made from the flour.

For every hundred dollars' worth of bread sold over the counter, the farmers got $16.37. For every nine cent loaf he got less than a cent and a half.

The man who puts his all, his investment in land, his brains and his energies through long months, into the production of the wheat, the man who gambled with the elements and took his chance with storm and drought, that man got $16.37, while the baker, if a wholesaler, got $35.03; and the retailer, whether groceryman or baker, got $22.22 more.

This is not a desultory instance of high prices at a restaurant. It is the experience of the whole country tabulated for easy digestion. And it gives the outstanding reason for agricultural disquiet.

High tariffs defraud farmers; chaotic conditions abroad close agricultural markets; credit discrepancies militate against the original producer; but the culminating atrocity is injustice of the distribution of returns.

That is why this paper so constantly returns to the subject of cooperation, cooperation of purchasing, of producing, of selling, of distributing.

The farmers would have less ills to face, if they and the consumer could be brought more closely together. If the farmer could have received for his wheat last year what the baker got for his service in making bread out of the farmers' wheat flour, there would be today no need of wheat-aid legislation; but to the contrary the American wheat farmers would be rolling in wealth and looking for investments.— Southern Planter.

Wanted—Another Good Scarecrow



Success Dark Tobacco Pool Shows Result of Cooperative Marketing

13,000 New Members Sign Since First of Year to Sell Co-operatively—Attacked By Dealers to Discourage Wheat Campaign in United States and Canada

"The Dark Tobacco Association is in better shape financially today than it has been since it was started," says Geoffrey Morgan, secretary of the Kentucky Farm Bureau Federation. Tobacco sales, he says, have been moving rapidly and at good price in spite of the shaky conditions of European governments, who are almost the only buyers of dark tobacco.

Mr. Morgan was so enthusiastic over the success of the Dark Tobacco pool that on the first day of March he accepted a position as its field service director. "Jeff" Morgan is still serving as secretary of the Kentucky farm bureau, and will continue to do so until a suitable successor can be found.

Attacked by Dealers.

Propaganda regarding the tobacco pool has been circulated in Kansas, Indiana, and Canada for the purpose of discouraging the wheat sign-up campaign according to Mr. Morgan, who offers personally to give full information to any questions that may be asked. He desires to answer all the propaganda and can be addressed in care of the Dark Tobacco Growers Cooperative Association, Hopkinville, Ky.

While in the Indiana "pocket" recently, the editor of the Indiana Wheat Pool News heard an attack upon the tobacco pool by dealers from loose leaf floors in Kentucky. In order to verify or disprove the attack the editor went personally to Hopkinsville, the headquarters of the pool, and there found absolute and unquestionable proof of the falsity of every charge he heard.

Efficiently Operated

The management of the tobacco pool declared that their books and records were public property, and extended the editor the unrestricted access to the files. Vouchers, participation receipts, cancelled checks letters, and even sales sheets were laid open.

The Dark Tobacco association is one of the most remarkable business institutions in existence. No factory or industry works with much greater an appearance of efficiency and dispatch than the offices of the tobacco pool. About 40 bookkeepers care for the accounts of more than 70,000 members. Every pound of tobacco is "in sight' on the records of the office from the time it is delivered to a warehouse until it is sold and shipped to a manufacturer.

Handle 200,000,000 Pounds.

This is one of the greatest tobacco concerns of the world, doing a business of nearly 200 million pounds annually—and the most remarkable thing about it is that every man in the office is employed by the growers to work with the growers instead of against them in the markets of the world. Tobacco growers who are not members also pay, but they pay the private dealers, who, of course, work in their own interest and against the growers' interest in the markets.

Hopkinsville is the largest dark fired tobacco market in the world. It was interesting to see the great loose leaf floors of private dealers—relatively empty. Their business has been cut in half—because 70,286 dark tobacco producers are cooperating with each other and are selling their product under the new plan. It was easy to understand why there should be opposition—bitter opposition —to the tobacco pool. Speculative tobacco dealers are being forced to the wall by modern cooperative selling, and the dealers are howling. Down to the last ditch, "pin-hookers" and speculators are resorting to any tactics short of the criminal code.

They Stick Together.

The greatest tribute that can be paid to the growers of western Kentucky is the fact that they have remained practically 100 per cent loyal during the terrific fight waged against them by the tobacco buyers for the past year. Thousands of dollars have been spent in the effort to break the association; hundreds of dealers have been watching day in and day out for an opportunity to knife the management. But through it all the tobacco growers have stuck together, all the stronger and better organized because of the competition and fight.

The Dark Tobacco association also has been made the target of the grain and produce industries of the country. Publications representing the dealers of these two classes have "let the cat out of the bag." The speculators and unnecessary middlemen for months have realized that the farmers' movement to organize wheat and produce is coming and their securiety is threathened. The Ddark Tobacco association handles a commodity which depends upon foreign governments for sales and was therefore considered the weakest of the great cooperative marketing associations of the country. Grain and produce interests have therefore focussed their attention on the "black patch" of Kentucky in an effort to destroy the pool. They intended to break the association and then use it as an example of failure wherever cooperative marketing is considered by growers. In the "black patch," therefore growers have had to fight not only their local buyers but also two outside national industries.

Saved by Strong Contract.

Fortunately, the attack has failed; the growers have won; and the poolers are daily becoming better united than ever. It is just another example of what the binding contract means to a cooperative. If it had been a voluntary association it would have split asunder at the first appearance of attack, but because every grower was bound with a contract, each grower knew that his neighbor had to stick—and they all stuck together, and pulled through the fight.

Selfish opponents of cooperative marketing are still forced to talk through their hats. They still have no example of failure of a cooperative commodity marketing association organized under the standard contract. Every one is a success! Not a single exception can be found.

13,000 New Signers.

But let's turn back to the office of the association that has withstood such violent warfare. The Indiana Wheat Pool News editor was interested in their books. First he wanted to learn what the membership thinks of the tobacco cooperative. A startling fact came to light.

January 1, 1923, there were 57,000 signers of the contract. Now there are 70,286—not counting those who have signed up during the past two or three weeks, for someone is joining every day. These facts showed themselves by actual reference to the files. This represents an increase of 22 per cent. At the same rate of increase it will be less than two years before every producer of tobacco in the "black patch" is a pooler.

No better proof of the benefit of the pool could be found than the fact that growers are so enthusiastic over it that they have brought in new signers to such an extent that the membership has been increased 22 per cent. It is getting results.

Get Bigger Profits.

Along with the increase in the membership comes an increase in the volume of crop received. It is being delivered to association warehouses sooner and quicker than ever before; there is less lagging. This indicates clearly the confidence of the growers that they will receive high prices as the result of their pool. In the dark fired district, for instance, 15,257,150 pounds were delivered in the first five weeks this year, as against only 10,212,925 pounds during the first five weeks last year. This is an increase of more than 5,000,000 pounds.

But money talks loudest to the growers. Profit is the one result that counts. When trading opened January 5, 1921 on the loose leaf tobacco floors in Hopkinsville—the largest dark fired tobacco market in the world—the average was $8 a hundred pounds. The pool's general average for the entire season during the first year's operation was something over $14.50 a hundred.—Wheat Growers Journal.

PROFIT TO PRODUCER BY SELLING ON PROTEIN CONTENT

Selling of wheat by grade and chemical analysis for protein content so the producer gets the advantage of growing high-grade wheat is one of the chief advantages of cooperative marketing of the product. Under the old dumping system, wheat was sold by the farmer strictly on the basis of grade, while the brokers re-sold to the mills on the basis of protein content. Very often, in the past, there has been a variation of seven to twenty cents a bushel, in favor of the grain buyers, by buying from the farmer on the purely grade basis, and selling to mills on protein content.

Under the co-operative marketing system, the farmer, instead of a broker, is given the financial benefit of producing wheat which is high in protein content. Samples of his wheat are taken and tested, and if the grain is of high quality, he receives a higher price for it than his neighbor who prouces inferior wheat.

Fred Wells of Minneapolis, of Peavey & Co., one of the largest grain buying firms in the country, is authority for the statment that the difference in favor of the grain buyer is from 7 to 20 cents a bushel on wheat which is bought from farmers on the basis of grade alone, and resold to mills according to protein Mr. Wells also has made the statement that his firm handles wheat for 3½ cents a bushel, and shows a net profit of 1½ cents for every bushel handled at that price.

Assuming Mr. Wells' figures to be authentic, it must stand to reason that the farmer is going to benefit by cooperative marketing, where the wheat is purchased from him on the basis of protein content. Likewise, farmers elevators which handle association wheat for 3 cents a bushel, should show a net profit of one cent per bushel handled.

CORN AND SOYS DO WELL WHEN PLANTED TOGETHER

Frank Meyers, Cherokee county, is a firm believer in the soybean. In a field of corn last year, Mr. Meyers planted soybeans at the rate of from six to 10 beans per hill. The corn in this field was as good or better than any other corn in the community, and in addition a splendid crop of beans was produced. Mr. Meyers holds that soybeans seeded in this manner will not detract from the corn and will produce a lot of good feed and fertility.

Use Union Want Ads.

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

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

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

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

ADVERTISING RATES ON APPLICATION

THURSDAY, MAY 22, 1924.

FORD AND THE FARMERS.

Quite a good many otherwise level headed farmers have been thinking of Henry Ford for president. Before they commit themselves too fully in that direction it might be well for them to know exactly how the Detroit tinner feels about agriculture.

A few years ago when he was invited to contribute to the cost of the campaign for the control of the cotton boll weevil his secretary sent the southern folks a telegram that read about as follows:

"Mr. Ford cooperates with nobody, contributes to no cause and does not give a damn if he never sells another car in the southern states."

Last fall Ford was invited to participate in the formation of the seed wheat pool for the relief of the farmers of southwestern Kansas who had failed even to get their seed back from last year's crop. The reply was:

"Mr. Ford invests no money in such propositions."

A year or so ago in an interview or in one of the many books that he has hired written Ford declared that the only thing that is wrong with agriculture is that not enough machinery is used. He expressed the belief that it is not necessary for farmers to work more than 29 minutes a day if they work intelligently with Fordson Tractors and other types of labor saving machinery that he and other industrialists are only too willing to supply for a fair price based on the cost of production plus a reasonable profit.

The real truth is that Henry Ford believes that all farmers are fools and that all the officers and workers in farmers' organizations are crooks. He is opposed to every form and type of collective effort either by his own employees, most of whom are foreign born, or by farmers and other working people.

JEWS AND THE GRAIN TRADE.

The organized grain trade is warning the farmers to keep out of cooperative marketing because there are one or two Jews that are interested in the movement. In some way or other the speculators have succeeded in getting Henry Ford to act as their "front" in this particular attack on collective bargaining for the sale of wheat.

There are two or three Jews who are either connected with cooperation directly or have advanced some money to help along. Every one knows that Sapiro is the man who has worked out the legal foundations upon which many of the successful marketing associations rest. There are few people who are simple enough to believe that he has not been paid for his services. Why should he work for nothing? That is exactly what the farmers are trying to keep from doing.

Mr. Bernard Baruch of New York has taken some interest in the cooperative movement but has not actively identified himself with it in any way and has made no considerable contributions for its advancement. Mr. Eugene Meyer has frequently announced himself as favorable to the cooperative merchandising of farm products. As chairman of the War Finance Corporation he has approved several hundreds of millions of dollars of loans to cooperative marketing associations for operating purposes. This policy has deprived the New York banks, assumed to be controlled by Jews, of an enormous volume of very profitable business and does not appear to be in the interest of anyone but the farmers. Meyer has no active personal contact with the cooperative movement. He has neither campaigned for it nor contributed from his supposedly very ample means. Julus Rosenwald, president and principal owner of Sears and Roebuck has loaned the National Advisory Wheat Committee some $15,000 which he expects to get back within a year. He is interested in the welfare of the farmer for two reasons—he is a man who wants to serve humanity in all ways and he is a merchant whose business cannot prosper greatly until the purchasing power of agriculture is restored.

But if the Jews have little personal contact with the cooperative movement the reverse is true of the grain trade. The following are just a few of the names of Jews who are members of the Boards of Trade at Chicago, Kansas City and other grain marketing centers of the United States:

"J. M. Adarn, with Rosenbaum Brothers; L. Alsberg; F. E. Alstrin, with Steing, Alstrin and Co.; H. S. Austrian, Vice President, Rosenbaum Brothers; L. Boche; S. W. Baruch; C. W. Baum; A. Bednorz, with Rosenbaum Grain Corporation; J. Bertovitz; T. Bernstein, with Hirsch, Leinthal and Company; Isaac J. Bloom; Leon J. Bloom; Moses J. Bloom; H. J. Blum; Leo Blumental, with M. Blum and Company; Moses Cohen; W. M. Cohen; Abe Cohen, President of E. A. Straus and Company; M. Dannenburg; C. L. Dreyfus; L. L. Dreyfus; M. S. Eschenburg; Adolph Hertz; Paul Heyman, with Doremus, Daniel and Company; F. W. Jaeger; Nathan Kann; Sam Karger, with J. Rothchild and Company; Mayer Siegfried; Moritz Meckenburg and without being too particular about initials and company connections: Jacobs, Kensch, Klosterman, Koehl, Krieg, Kuhn, Laib, Lichtenberger, Lichtenstern, Lowitz, A. Rosenbaum, Es Rosenbaum, Emmanuel, Rothchild, Schwartz, Schuray, Weitzman, Rosenbaum Brothers, Weinburg, Westheimer, Wolf and many others.

Of course these men may not be Jews. It is just possible that they are using Jewish names as a "front" to protect themselves from the assaults and dangers of cooperative marketing which Henry Ford charges is being organized and promoted by the Jews. The probability, is, however, that every one of these grain merchants is a Jew. It is also certain that many trading houses that carry good Anglo Saxon names are also controlled by the Jews.

It may be safely asserted that where there is one Jew interested in cooperative marketing there are five hundred engaged in operations of some sort on the speculative grain market. The only way to save the wheat growers of America from the tender mercies of the Jewish gamblers in grain is to take the grain all away from them and sell it directly to millers and exporters through selfhelp, cooperative marketing associations.

SUCCESSFUL COOPERATIVE ELEVATORS.

The members of successful cooperative elevators, and there are a few such institutions in Kansas, are quite sure that they have done all that it is possible for producers to do to safeguard their own interests. They are drawing their dividends on their capital and on patronage, they can sell their wheat when it suits them best and they get all their money on the day of sale. All of which is fine but does not even begin to solve the real marketing problem of the wheat growers.

There are only two ways in which a cooperative elevator can earn patronage dividends. The prices paid must be low enough to insure a profit on resales or the elevator must be lucky enough to operate on a rising market over a considerable period of time. In either case not only the profits for the year but the capital stock itself is always in danger of being wiped out by conditions over which the management can have no control. There may be a sudden decline in prices when the house is full of grain with no cars at hand for shipping it out. There may be unwise and disastrous attempts on the part of the manager or board of directors to prevent losses by operations on the option market. There may be dishonest management. Frequently there is incompetent management and direction.

The shareholders of successful cooperative elevators are lucky. Their success has come in spite of the conditions which have ruined thousands of such organizations throughout the west. The local elevator is a necessary link in the cooperative marketing chain. It provides the first step only and should be regarded as a handling or service station. It can never be a part of an orderly marketing system as long as it buys grain to resell. Such purchases must be dumped to the organized grain trade as fast as they are made and at prices over which producers can have no control.

ANOTHER FARMERS ORGANIZATION.

The Kansas City Star which fights cooperative marketing and has never yet had a single friendly word to say about the great system of service and business that has been built up by the Farmers Unions of Kansas and Nebraska recently printed a long news story about a new farmers organization that is being formed in the corn belt states and that calls itself the Farmers National Union of America. The purpose of this new movement, among other things, is to get better prices for corn. The plan is for each farmer to hold one fourth of his corn crop in his crib for four years and every fifth year make no crop at all and sell his accumulated surplus.

This is probably the most foolish proposition that has ever been presented to farmers. Corn held for four years is practically certain to be worthless. There is no way to finance such a plan. There is no marketing machinery suggested. It is plain and easy. All the farmer has to do is to find some way to keep corn for five years without loss from rate, weevils, or other damage and then sell it through the regular channels to the regular grain trade.

One of the most unpleasant features of this new scheme is that its promoters have taken the name of the Farmers Union without permission and without any legal right. This movement will fail and thousands of ill informed or malicious enemies of agricultural organizations will charge that failure to the account of the Farmers' Educational and Cooperative Union of America which has had nothing to do with it.

COOLIDGE AND COOPERATION.

There is every reason to believe that President Coolidge is deeply concerned over the agricultural situation. This is only natural. Himself a farm boy and still the owner of a farm it could not be otherwise. Alone among all the presidents of recent years he has made a profound study of the conditions of agriculture and of the business methods, legislative measures and public opinion and needs through which relief must come. In his girst message to congress he discessed the agricultural emergency and endorsed the cooperative movement.

It was impossible for the president to attend and address the Second Annual Convention of the National Council of Commodity Marketing Associations held in Washington a few weeks ago but he addressed a letter to the secretary of that body in which he discussed cooperative business with clear insight and complete knowledge and again endorsed the movement. In part that letter was as follows:

"I have many times declared my conviction that the development of a powerful Cooperative Movement in this country is one of the needs of this period of economic readjustment. Much has been accomplished along this line in many American communities, but it cannot be said that the cooperative idea has found a very firm lodgment in the actual practice of the great majority of the American people.

"Yet the examples of its advantages which have been set before us in this and other countries are so numerous and impressive that one cannot but wish that every encouragement may be extended to such organizations as your own. In the long run we will all be bettered if we can lessen the burdensome costs of conveying our necessaries from the producer to the consumer.

"There is need for cooperative organizations among agricultural producers to help them both in selling their products for a better price and buying their requirements more cheaply. There is likewise need for organization of the urban consumers to give like benefits. The establishment of a close working relationship between these two groups ought to be the ideal at which the larger Cooperative Movement of the country should aim."

SAVE THE CO-OPERATIVE ELEVATORS

During the past fifteen years the farmers of Kansas have invested a good many millions of dollars in cooperative elevators. Many such enterprises that started out with high hope have failed. Many others are so burdened with debt that their failure is only a question of time. Quite a few are being kept in business because their directors have pledged personal credit for operating funds. Scarcely a week goes by that does not see one or more farmers' elevators pass into the ownership of the organized grain trade and that transfer is almost immediately followed by a reduction of from five to fifteen cents a bushel in the Local price of wheat.

The farmers of Kansas need and must have their own elevators. Such enterprises are far more than mere receiving stations for wheat. They act as shipping associations for live stock. They handle coal, salt, twine, fertilizer and other farmers requirements on margins that mean large savings to the shareholders. Rightly conducted and loyally supported farmers elevators are a cheap insurance against extortionate prices for many things that farmers must have.

Handling wheat is often of much less importance than the other lines of business carried on by a local elevator but in most casses it is the source of most of the losses. Wheat is bought and sold by the elevator on a speculators market. The Manager and the Board of Directors are unable either to fix the prices to be paid to the farmers or that at which they sell the grain that is bought. The result is unavoidable loss and inevitable failure at no distant time.

Every local elevator board of directors in Kansas should not only advocate the pooling plan of handling wheat but should insist that all shareholders become members of the Kansas Cooperative Wheat Marketing Association. That course will save the elevators for the farmers. The Association, by the terms of its contract, must employ cooperative and farmers elevators to handle the pooled grain. That will give each elevator a certain source of income which in most cases will be sufficient alone to pay operating expenses and interest on the stock.

If the cooperative elevator that handles pooled grain is in debt the Board of Directors should convert the money received for handling wheat into a sinking fund for payment of that debt. In most cases the income from other lines of business will be sufficient to pay operating expenses and interest and all the wheat pooling money can be used in buying back the property from the money lenders that now own it.

The strangest part of this whole tangled situation is that many of the Cooperative elevators that are in greatest need of relief are strongly lined up against the pooling plan. This suicidal policy is the result of the false and poisonous propoganda that is being circulated by the organized grain trade? The manager is reached first. Traveling solicitors call on him daily and tell him that the pooling plan is dangerous, that it costs too much, and that it is certain to fail. They also make him believe that if the farmers pool their wheat he is certain to lose his job. The Manager is made the tool of the grain trade and in his turn peddles misrepresentations and misinformation among the members. The result is that thousands of the best cooperators in Kansas have been mislead into opposition to the only sales system that will enable them to save their investments in cooperation and protect themselves against the extortions and graft of the organized grain traders.

It is time for the members of cooperative associations to take this matter into their own hands and line themselves up with the only marketing system that can possibly save their elevators from falling into the hands of the grain trade.

From the very nature of cooperation it can succeed only when those who believe in its merits and in the necessity for such a movement keep working at it all the time.

COMMENT ON WORLD'S NEWS FOR WEEK

Bread
Is Two Per Cent

Cheaper and the price of wheat is sixty per cent lower than when both were selling at peak prices. The millers and the bakers are doing fairly well even though the wheat growers are reduced to virtual bankruptcy. The only reason that millers are not making fortunes out of their business is because they have over extended themselves and have their capital invested in four times the facilities necessary to grind all the wheat required for domestic consumption.

The baking industry appears to be well organized and in position to maintain the high prices that have been charged for bread since the days of three dollar wheat. Unless the Industrial Trade Commission is wrong the present price of bread would justify a two dollar price for wheat. Unless the diet experts are wrong bread at twenty cents a loaf would still be the cheapest food obtainable. There is a chance to give the farmer more for his wheat without increasing the price of bread.

Automobile
Accidents at Railway

Crossings are reported almost every day. Last Sunday a boy drove a car in front of an express train which he had been racing for several miles. Three deaths resulted. Driven with the proper amount of care and at reasonable speed an automobile is much safer than a horse and buggy. Practically all fatal accidents are the result of a complete disregard of law and of common sense.

There is just one way to prevent crossing accidents. Make and enforce a law requiring all automobiles to come to a full stop before crossing a railroad track. The penalty for violation in the first instance should be a reasonably heavy fine, for the second and all subsequent violations cumulative jail sentences.

The Detroit magistrate who turns all violators of the traffic rules over to the probate court for inquiry as to their sanity may have started something worth while.

Methodism
Believes in Peace.

For the whole world. The General Conference now in session advocates the entrance of the United States into some Union of the Nations to secure universal peace. The League of Nations exists and is functioning with success and good Christians of all denominations believe that it or some similar Society of Nations should be supported by our government.

Air
Mail Service

Between New York and San Francisco is about to be established by he federal government. It will cost 24 cents to send a letter clear across the continent by the air mail route. The time will be about 35 hours.

There is no real need for such a service but if the business of the country wants it and is willing to pay it other folks should not object. They will object, however, if it turns out to be a heavy drain on postal revenues paid in for other purposes.

Change
Seems to be a Law

Of life. Not so many years ago railroads and street cars were regarded as the best possible means of travel. The street car systems of even the largest cities are not making very much money now because their business has been taken away from them by automobiles. The interurban lines are losing the fight against the same competition. Local traffic on the railroads is so light during several months of the year that many trains have been abandoned.

Good roads will eventually destroy all interurban railways and drive the regular transportation lines out of the local passenger business. This is a change that may not be altogether an improvement.

Germany
Has had an Election

Resulting in a new legislative body that will agree to the terms for reparations payments suggested by the Dawes commission. This should mean peace and the eventual return of prosperity in Europe. Potentially Germany is still the greatest of all the continental nations of the old world.

If the people have a chance to work, to exercise their natural instincts for thrift and frugality Germany will soon be far more prosperous than any of her neighbors. This is especially true of those nations that still maintain great standing armies at the expense of industry and production. There are few countries rich enough to afford an army of non-producers no matter what sort of uniforms they wear.

Bonus
For Service Men

In the World War will eventually cost the people of the United States $6,700,000,000 if the measure now through congress and waiting for executive approval or veto becomes a law. That is a lot of money for some one to pay and a lot for some others to get. It amounts to a dollar a year for each person in the United States for sixty-one years. It can be paid but only half of it will go to the soldiers. The other half will go to money lenders as interest on the bonds that must be issued to provide the necessary funds.

The measure does not look good to many folks. The soldiers are not strong for it. The taxpayers do not like to come across twice for one purpose and especially they do not like to make such huge interest payments to the non-producers who are always looking for new issues of government securities.

If congress cannot pass the bill over the presidential veto there will still be a chance to pay an adequate bonus without cost to any one unless it might be the well known bondholders. All that ever has been necessary is issue enough green backs to pay the boys what is coming to them. That would kill several birds with one stone. It would provide the bonus; it would moderately inflate the currency and permit the payment of many debts with the same sort of money that was borrowed, and without further legislation it would raise the price of agricultural products.

Coolidge
Is at the Cross Roads

Where he must soon decide on his course in dealing with the legislation that congress will pass up to him during the next two or three weeks. The president does not like the things that congress has done and will continue to do until the end of the session. Will he have the political courage to stand by his convictions and veto legislation that he feels is wrong or will he yield to considerations of political expediency and allow laws to pass that he feels are bad?

No president ever made a more important decision. Have we a man in the White House with the temper and the courage to risk the loss of votes in serving the public welfare?

How fine it would be to be president if it were not for the work, the worry, the responsibility and the obligations of the job.

Law
Is a Mighty Fine

Thing but sometimes even the lawyers are not able to tell exactly what statutes are alive and which ones are dead. Kansas has recently revised all the laws of the state up to and including those that were enacted in 1921. The commission of lawyers that did this work appears to have had broad powers.

Obsolete provisions of acts passed many years ago were eliminated. Obscure passages were re-written. In many cases the chapters of the new revised statutes vary considerably from the original enactments. To remove all doubt of the validity of the revision the last session of the legislature re-enacted it as a whole. As the new book of Kansas law is very bulky, something like 2000 double column pages in fine print it is certain that not a single senator or representative read it through before voting to validate the whole thing.

It now appear that the revision commission inserted some new matter or rewrote some old laws so that they have entirely new meanings. Chester I. Long who helped with the compilation is now testing the whole thing out in the supreme court and insists that no matter what was in the statute books before the new code was adopted the law is now exactly as it was put in the revision by himself and his associates.

From this it appears that a small group of lawyers have rewritten all the Kansas statutes and that the people must accept their work entirely regardless of the intentions of the legislatures that made the lays during a period of sixty years.

Contributors
To the Seed Wheat

Pool that helped the farmers of 14 southwestern Kansas counties out of a bad place last fall may do very well for themselves. They put in $80,000 and have a fifth interest in 98,000 acres of wheat. That part of the state produces grain of high milling value and at present has a good crop prospect. If nothing goes wrong between now and harvest the men who risked $80,000 in supplying seed will probably get about 4,000,000 bushels of wheat for their share. If the price is around a dollar a bushel they will make 500 per cent on their investment which is not at all bad.

If this big crop comes off and the contributors get five dollars for each dollar that they put into the pool it will be possible to prove that money can be made out of Kansas wheat.

Shaw
The English Writer

Admits that he does not want very much from the world. All he asks for is an income $20,000 a year and two houses well furnished and with plenty of servants. One house must be in London and the other in some desirable place in the country. There are a lot of other folks who want no more than the modest requirements outlined by Shaw. The difference that he gets all he desires while the rest of us must plug along with only one house in the country and a small income with which to keep it up.

Relief
For the Farmer

May be voted before congress adjourns. Whether the legislation that gets by will be worth anything to agriculture is another matter. Possibly not unless the farmers themselves regard it as emergency relief and proceed to strengthen their organizations and agencies for self help. Laws that are planned to produce votes are not likely to be worth very much to the producers of crops.

Fishing
Is a Fine Sport

For men who love silence, solitude and reflection. It is not necessary to catch many fish. It is pursuit rather than possession that is profitable. Everything possible should be done to increase the number of fish and fishing places in Kansas. The new game warden seems to be a man of the right sort. He has just secured the conviction of a couple of fish butchers who were found with eighty foot seines in their possession.

There should be a hundred thousand fish ponds in Kansas. They would increase the food supply, furnish a lot of wholesome and healthful recreation and materially modify the climate of the state for the better. One of these days we will realize the importance of impounding the Kansas water that now runs to the Gulf of Mexico and takes so much good dirt with it.

IT COSTS ENTIRELY TOO MUCH TO SELL

By B. F. Yoakum
In the Nation's Business.

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

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

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

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

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

The farmers know the need of an equitable marketing system that will take them to the heart of the big consuming centers. They also know that all the big organizations—industrial and labor—have been able to get what they need for the protection of their respective interests through political power. Therefore, the farmers through their organizations are seeking political influence that will aid them in advancing the best interests of their business. I can't make my meaning any clearer than to quote an extract from a recent letter written to me by a genuine farmer of many years, and influential in one of the large farm organizations of the country whose membership consists only of real and practical farmers. He says:

"Let me assure you that our affiliation with the American Federation of Labor is only in a fraternal way. We are associated together by a common bond of interest. We are laboring for the mutual benefit of both — industrially and politically. I mean both organized and unorganized laboring people. So you see, there is no amalgamation between the Farm Labor Union and the American Federation of Labor! just a mutual working undestanding.

"I have read your Third Series. You bring forth some points in a way that is startling to readers of your articles, and I am proud to say they are going to be a great means in assisting the farmer in receiving equal rights, both industrially and politically."

When the business interests of the country realize that it is costing two dollars to distribute foodstuff, including cost, profits, commissions, etc., to each dollar paid the producer they will realize that it is of paramount importance to their business and the continuation of the country's prosperity that they throw their influence and force towards cooperative work with the farmers, that they may carry on their business with a profit to themselves and under the same general rules that govern other industries. As financial heads and managers of great industrial enterprises, they must know that no business, big or little, can operate on one-third of the dollar others pay for their goods. It can't be done.

SUCCESS OF THE CO-OP.

During the last 10 years land in the district around Elizabeth, Ill., has increased $25 an acre as a result of the famous selling milk co-operatively. For 10 years these farmers have been selling milk and cream through their own organization, the Elizabeth Cooperative Creamery, and the books have steadily increased. — Capper's

Boys' and Girls' Club News

THE SOURCE OF PRESIDENTS

Twenty-nine men have been President of the United States; one, Grover Cleveland, being elected to serve a second term after a successor. Of these 29 men, 15, or more than 51 per cent, were the sons of farmers or planters; 3 were the sons of merchants; 3 of clergymen; 2 of lawyers; 1 of a jurist; 1 of a statesman; 1 of a sexton and constable; 1 of a tanner; 1 of an iron manufacturer and 1 of a physician.

Since a large proportion of the population lived on farms during the early history of this country, it may be that in the future a smaller percentage of our Presidents will come from the farm, but even since the time of Abraham Lincoln, our farm-born Presidents are in the majority.

Club work is training farm boys and girls for citizenship and leadership in a way that no other educational force is doing. Who knows but what some outstanding club member of today will more than likely become the President of this great Republic tomorrow?

THE JOY OF CLUB LEADERSHIP

"Anything that touches the life of children, that deals with the beginning of life, cannot help being hopeful," said Phillip Brooks. "It is as if you should drop something into the fountain which should rush on in the stream and go into the fields and make them richer. It is a joy to do something which shall not merely touch the present, but reach forward into the future.

"He who helps a child helps humanity with a distinctness which no other help given to human creatures can possibly give."

Club leaders and extension agents the country over, who are making the progress of this work the main theme of their lives, employ views which Phillip Brooks has so aptly phrased.

Commercial fields frequently offer alluring financial gains but the growth and development of farm boys and girls through club work returns such thrilling satisfaction as to cause these leaders to make it a life work. And truly it is a great one.

CLUB BOY SETS FAST RUN.

Rolla Brader, Cherokee county club boy, has a real Jersey herd as the result of two and one-half years club work. In 1921 he and nine other boys purchased Jersey heifers and the first county Jersey club was formed. Rolla's heifer soon freshened and within a year paid for herself with her butterfat production. Her first calf was a heifer, as were her second and third. She now has a granddaughter and Rolla has a herd of five Jersey females, all from that humble start only two and one-half years ago. Rolla's pride of ownership is so keen that his family has no anxiety about his losing interest in the farm.

FREE TRIP TO CHICAGO FOR CHAMPION CLUB MEMBERS

Believing boys' and girls' club work to be the most effective in promoting agricultural efficiency and prosperity, the Santa Fe railway company is offering twelve $75 educational trips to the third national boys' and girls' club congress, held at Chicago during the International Livestock exposition, to the county champion club members in the state of Kansas.

Counties traversed by the Santa Fe, and having the services of a full time extension agent, may compete.

The trip will be awarded to the boy or girl making the best record in the crop or livestock improvement projects in each of the winning counties.

CLUB ROUNDUP THIS WEEK

All the boys and girls in Kansas between the ages of 10 and 20 are invited by the state agricultural college to attend the second annual boys' and girls' club roundup at Manhattan May 19-24. The visitors will be under the supervision of the faculty members of the college during the week. Every boy and girl will be required to register and attend classes regularly. Club members will sign up for a definite course for the week.

The program has been arranged so that those attending will be able to choose a particular line of work and receive instruction in iteach day from 9 o'clock in the morning until noon. The following courses are to be offered: farm management, dairy, poultry, crops, animal husbandry, health, foods, clothing, and home management. These courses will be in charge of the regular instructional faculty of the college.

Two demonstration team contests, one in agriculture and one in home economics, will be conducted. The prize in each is a trip to the Interstate fair, held at Sioux City, Iowa, in September.

GIRLS TEACH FORESTRY.

The Crestone Forestry Club, formed in April, 1922, was the first forestry club to be organized in the United States. The idea was suggested by Mr. J. A. Sharp, who was then ranger of the San Isabel Forest, and W. O. Sauder, the County Agent at Center, Colo., at that time, helped to carry out the plan.

In 1923, the club sent three teams to the county fair, and two girls, Dorothy Strauser and Cleo Strader, were chosen to demonstrate at the fair. Their first subject was, "Plants Injurious to Livestock." They described and exhibited specimens of larkspur, Loco, eater hemlock and lupine and described the symptoms following poisoning by these plants. Their second subject was "Forest Protection and Fire Prevention," showing the value of the forests in furnishing lumber, fuel, and holding the snow which furnishes water for Colorado's three million acres of irrigated land, and for city water supplies. They told how the government controls timber cutting by marking trees, and selecting those suitable to the purpose, saving the more valuable timber for building and furniture.

The Forest Service has given the Cretone Club a permit for a site on which to build a forestry cabin. The aim of this club is to teach the young people the value of the forests, the need for protection and conservation also to teach them to identify plants, injurious and helpful.

SUCCESS, NOT FAILURE, OF CO-OP., MOVEMENT IS ALARMING FACTOR

The organized grain traders are very busy in their self-appointed task of warning the farmers against the dangers of cooperative marketing. One of their favorite arguments is that the operations of farmers' sales agencies are excessively costly. The settlement sheets of various of the state agencies for the orderly marketing of wheat are cited and quoted in showing that the average cost of marketing wheat co-operatively is about fourteen cents a bushel, excluding freight. That is about the truth. Each statement rendered to a grower member itemizes all the marketing charges and for the first time the wheat growers know the charges of the various agencies necessary to tranfer wheat from the farms to the mills.

The assumption that 14 cents a bushel is an excessive marketing cost is not true. In 1920 the grain trade had the entire wheat marketing movement in its own hands. In September 1923 the Federal Trade Commission in Volume 4 of its annual report made this statement:

"In 1919 and 1920 there was a sharp advance in the wheat spread to 33.20 cents per bushel. The bulk of that increase was due to an advance of over 5 cents per bushel in the middlemen's charges to 18.89."

From this official statement is is evident that the small wheat co-operatives already functioning are doing business for about five cents a bushel less than was charged by the grain traders when they had the matter all in their own hands.

None of the literature circulated at so much expense by the grain trade undertakes to say what they are charging for their services or to itemize the expenses that they charge up against wheat. Costs of operation are important and are lower in cooperation than through the old system, but a saving of even five cents a bushel already made by cooperatives, is not the real purpose of the growers' movement. The true object that all farmers must keep in mind is to secure control of a volume of wheat sufficiently large to enable them to fix a new and profitable basic price.

The organized grain trade should not be blamed too much for fighting cooperative marketing. The traders have almost as much at risk as the farmers. They have an investment of more than $2,000,000 in memberships on the Kansas City Board of Trade. Their total investments in memberships alone, that is to secure the privilege of trading in wheat and other grains on organized markets in the United States, probably exceeds $50,000,000. Their operating capital must be at least $100,000,000 more. They want to make dividends on their investments.

Propaganda Says Nothing About Grain Trade Costs.

Several circulars have pointed out the high cost of organized cooperative associations. They should also tell something about the high cost of operating the grain trade. Not less than five thousand persons are drawing salaries for handling wheat, salaries that rage all the way from the modest wages of stenographers and other office help to as high as $50,000 a year for expert, high pressure salesmen. Picked at random from a list of the salesmen employed by grain firms in the Kansas City Board of Trade, here are two firms that have six salesmen each. Those of one firm draw annual salaries totaling $81,500 and the salesmen of the other draw $75,000 a year. The first firm pays one man $25,000; one, $20,000; one 18,000; one $7,500; one $6,000 and another, $5,000. The second firm pays its six salesmen these salaries: $25,000, $20,000, $12,000, $8,000, $6,000 and $5,000. It should be remembered that these men do nothing but sell wheat. They leave the buying to another corps of men who are known as buyers. And they are not presidents vice-presidents ,clerks, bookkeepers, stenographers, office boys and a number of other title holders who also draw salaries from these grain firms. Farmers who are worried over the probable salary list of cooperative associations should ask for the annual pay-roll of the grain trade.

The roads of Kansas and of every other wheat growing state are crowded with the cars driven by solicitors for the consignment houses and mills. In this state alone there are more than 200 traveling men employed by the wheat merchants at an average annual cost of not less than $5,000 per man or $1,000,000 a year. These men render absolutely no service to the farmers, but their salaries and expenses are paid out of the proceeds of wheat sales. In five years, the contract period of the Kansas Cooperative Wheat Marketing Association that single item of expense costs the wheat farmers of this state at least $5,000,000. As against this the total expense of organizing the cooperative is absolutely insignificant.

Tolls Taken by Grain Trade From Farmers' Wheat.

Dividends on invested capital, salaries and wages of employees and salesmen, and pay and expenses of traveling men are only a few of the charges that must be paid form the tolls taken by the grain trade from the farmers wheat. There are profits so huge that great fortunes are made yearly in the business. With so much at stake the grain merchants would be fools if they did not do every thing in their power to kill the cooperative movement.

Farmers should do their own thinking about this business. It should be perfectly plain to any thoughtful man that it is not the failure, but the success of the cooperative movement that alarms the organized grain traders.

STILL JEW BAITING.

I observe that Henry Ford's magazine, the Dearborn Independent, is still quite actively engaged in the pleasant sport of Jew baiting; the latest attack is on the farm co-operative organizations, the charge of the Independent being that these organizations are all part of a nationwide, or possibly a world-wide conspiracy on the part of the Jews to get a stranglе hold on the American farmer and the whole agricultural business.

As proof of its contention, the Independent prints the pictures of the men it claims are the leaders in the movement for the organizations, all of them Jews; Aaron Sapiro, Bernard M. Baruch, Eugene Meyer, Jr., Albert D. Lasker, David L. Levy, Otto H. Kahn, Herman Steen, Herbert and Mortimer Fleischhacker and some others.

The series of articles supposedly exposing this conspiracy are written by one Robert Morgan and they are well written. The first one begins as follows:

"The history of Jewish attempts to seize control of the agricultural and horticultural resources and production of America, begins with the employment by the late Harris Weinstock, then head of the California State Market Commission, of a young Jewish attorney, Aaron Sapiro, as counsel for and legal advisor to the commission."

Now, I do not know what the personal motives of these gentlemen are. It may be that they are selfish and principally concerned about personal financial gain, but so far as I am able to judge, the theory advanced by the very brilliant men, Aaron Sapiro and Bernard Baruch, is a correct and workable theory. If not, then our great industrial concerns are on the wrong track and concentration and efficiency of management are an economic mistake. I do not eelieve they are and I am quite sure my readers agree with me.

I take no stock in the Ford theory that there is a gigantic conspiracy amon gthe Jews to get financial control of the world. If more Jews have shown great ability in proportion to the total number of Jews in the country than of our boastful Anglo-Saxon race that is no reason why we should sit about and damn the Jews.

Farm co-operative associations are still in their infancy; they are in the experimental stage; it is too early to reach a definite conclusion concerning their efficiency. I am of the opinion that the correctness of the principle of co-operation has been demonstrated, but this does not prove that every attempt at co-operation will succeed. In fact, many attempts already have failed and other attempts will fail, not because the principle is wrong but because of inefficiency or dishonesty in management. —From "Passing Comment" by T. A. McNeal in Kansas Farmer.

KANSAS HENS AVERAGE 124 EGGS DURING 1923

Last year 203 poultry raisers of Kansas kept records of their flocks. The results show an average production of 123.98 eggs per hen.

During the month of November 1922 the average production per hen was 2.91 eggs, in December of the same year, 4.62; January 7.62; February 8.48; March 14.65; April 16.83; May 17; June 13.28; July 12.38; August 10.90; September 8.97; October 6.41.

Paultry raisers commonly complain that their hens will not lay when the eggs are the highest price. These records in a measure show why prices are high in the winter months and low in the spring. The man who makes the most from his poultry will be the man who gets the high egg production during the months of November, December, and January, according to Kansas State Agricultural college poultry specialists, who point out that this is the period of the year when the old hens are going through the malt and egg production must be maintained from pullets.

Soybeans may be planted with corn to advantage on many fields in the eastern fifth of Kansas. On most farms in the central and western part of the state it is doubtful if soybeans will prove a profitable crop planted in this way.

KANSAS CITY HAY MARKET.

The receipts of hay continue light and we do not look for much change in prices during the balance of the season. The market is steady with prices unchanged with the exception of Prairie hay, which is quoted unchanged to fifty cents lower.

Receipts this week:

Prairie	131 cars
Alfalfa	104
Timothy	66 "
Clover Mixed	7 "
Straw	2 "

Receipts last week were 325 cars and last year 277 cars.

Nominal Quotations May 16.

Prairie:
No. 1—$18.50-14.50.
No. 2—$11.00-13.00.
No. 3—$6.50-10.50.

Alfalfa:
Choice—$25.50-27.50.
No. 1—$24.00-25.00.
Standard—$18.50-23.50.
No .2—$13.00-18.00.
No. 3—$9.00-12.50.

Timothy:
No. 1—$19.50-20.00.
Standard—$18.50-19.00
No. 2—$16.00-18.00.
No. 3—$11.00-15.50.

Clover Mixed:
Light—$19.00-20.00.
No. 1—$17.00-18.50.
No. 2—$12.00-16.50.

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

Straw—$7.00-7.50.

SCORE VICTORY AGAINST BINDWEED

Despite the fact that land infested with bindweed is often abandoned because the owner believes it impossible to exterminate. Wm. Dietz, Sumner county farmer, has entirely rid his farm of this weed. Mr. Dietz used three methods of extermination. On the smaller patches he applied salt at the rate of about one pound to the square foot. Mr. Dietz does not recommend such a method however. Although he applied the salt 10 years ago he has not yet produced a crop on the land so treated. Two or three acre patches of bindweed he successfully exterminated in about three years by placing hogs on the patch.

A twenty acre field was rid of the pest by the intensive cultivation method. He plowed the patches early in the spring, then went over them from three to four times a month throughout the remainder of the summer using a knife weeder which cut the plants about four inches below the surface. Following this practice from three to four years, Mr. Dietz declared will entirely kill the weeds.

KENTISH FARMERS MARKET WOOL COOPERATIVELY

An experiment in cooperative wool marketing in England is described in the Kentish Estates Journal for April. The article states that a society known as the Kent Wool Growers, Limited, was organized with 75 members in 1920, for the purpose of selling wool cooperatively, and has now grown to 400 members. Valuable assistance was rendered by the Agricultural Organization Society and the simple model rules of that society were adopted. Each member is required to hold at least one share of stock and may hold as many as 200 shares. Necessary funds are provided by a bank on the security of the wool itself, backed by a personal guarantee to a certain amount by some of the leading members. Wool is received in roomy storage houses at Ashford, the center of the wool producing area of the county, and advances somewhat less than the market price are made to members on delivery. Prices secured show a marked increase over those secured by individual selling. In 1920 about 25,000 fleeces were handled; in 1923 the membership was nearly 100,000, and larger storage houses are being built. The 611 shares of stock held by the 75 original members have grown to 1,454 shares.

DOUBLE ACREAGE OF TREATED POTATO SEED IN DOUGLAS CO.

The percentage of treating seed has been increased approximately 50 per cent over last year in Douglas county. A hot formaldehyde potato treating apparatus was set up by the farm bureau and 4,000 bushel of seed treated.

Bankers in the county have been urged to write grower patrons recommending them to treat their seed. He reports splendid cooperation in the part of the bankers.

Plant seed corn that produced in your own locality. Home grown seed of an acclimated variety and of good quality will outyield seed introduced from other localities. This is especially true if seed is moved from a more favorable to a less favorable corn growing region.

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

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Invest your funds in the Capital Stock of the

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Avoid unnecessary expense of stock solicitors by Mailing us your subscription

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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

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Watson's Best Berries are just what the Brand Indicates—They Are the

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WATSON WHOLESALE GROCERY

SALINA, KANSAS

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Application cards .....20 or 5c
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Farmers Union Buttons.....25c
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Business Manuals, now used instead of Ritual, each.....5c
Farmers' Union Song Books published by Jobbing Assn. 20c
published by Hackney 25c
published by Texas 30c

Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor

WRITE

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

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

KANSAS UNION FARMER WEEKLY EXCHANGE

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

FARMS WANTED

FARM WANTED NEAR SCHOOL at spot cash price. Mean business. FULLER, Wichita, Kansas.

RANCH TO EXCHANGE FOR FARM—improved 2240 acres situated in Baca County, Colorado. For price and description write R. S. Liggett, Ottawa, Kansas. 41

FARM WANTED FROM OWNER: Write immediately, Raymond Smith, Maplewood, Mo. 42*

SALESMEN WANTED

"Buy a share of Farmers Union Bank Stock."

FEMALE HELP WANTED.

GIRLS — WOMEN — WANTED. Learn Gown Making at home. Sample lessons free. Write immediately Franklin Institute, Dept L 559, Rochester, N. Y. 42*

PROFESSIONAL SERVICES

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

SITUATION WANTED

WANTED—POSITION AS MANAGER of Farmers Elevators, by a middle aged man who has successfully managed Farmers Elevators eleven years and never had a loss. Thoroughly competent to manage any business in the State. Address Box 246, Chase, Kansas. 42*

BABY CHICKS.

QUALITY CHIX—9c UP; 12 KINDS. Guaranteed delivery. Valuable chick information FREE. Quality Poultry Farms, Box 215 B, Windsor, Mo. 42*

BABY CHICKS FROM HEAVY LAYERS. The laying kind are the paying kind. Rocks, Reds, Orpingtons, Leghorns, Anconas, Brahmas, Wyandottes and Langshans. Prices reasonable, postpaid; 100 pct. delivery guaranteed. Circular free. PORTER CHICK CO., Dept. D. Winfield, Kansas. 42*

HATCHING EGGS

ROSE COMB RHODE ISLAND REDS—Prize winning stock, eggs $4.00-100. June chix 12½ cents. postpaid. Lucy Ruppenthal, Lucas, Kansas. 44*

PUREBRED BLACK LANGSHANS CULLED FLOCKS, eggs 15-$150, 100-$6.00. Chicks 16 cts prepaid. Bertha King, Solomon, Kansas 42*

MAMMOTH PEKIN DUCK EGGS One Dollar dozen postpaid. Mrs. F. J. Kingston, Hoisington, Kansas 42*

CHOICE SINGLE COMB DARK BROWN Leghorn eggs, heavy layers, hundred $4.50 prepaid. Herman Kaiser, Phillipsburg, Kansas. 41*

SEEDS

RECLEANED SEED—SUMAC CANE $1.15 bu., SUDAN Seed 10c lb., Sacked F. O. B. Wilson Farmers Elevator Co., Wilson, Kansas. 42

SUDAN $3.00 bu; Millet $1.00; Caneseed 80c; alfalfa $8.00; sweet clover $8.00; sacks free. If you want carlots ask us for prices. If you have seeds to sell send us samples for bid. we buy and sell thousands of bushels daily. Meier Grain and Produce Co., Salina, Kans. 38-tf

STOCK

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

MACHINERY

FOR SALE TWENTY HORSE Rumley Steam engine. Alvin Pelmann, Vassar, Kansas. 41*

FOR SALE: AVERY 40-80 1920 Model tractor, in good condition. F. A. and H. L. Burmeister, Holyrood, Kansas. 41*

WANTED—WAGON OR TRUCK SCALE Fairbanks-Morse preferred. Write 44. B. Cox, Secretary, Goodrich Local, Goodrich, Kansas. 35tf.

TOBACCO FOR SALE

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

MISCELLANEOUS

REPLACE THAT WORN OUT PITMAN BOX on your mowing machine with a JENNINGS AUTOMATIC FEED. Uses hard oil. Simple to install. Special price $1.00 prepaid. Send your order today to Cameron Sales Agency, Box 48, Salina, Kansas.

$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.

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Farmers' Union Jobbing Association, 106, New England Bldg., K. C., Mo.
602 Grain Exchange Bldg., Omaha, Nebr.

Farmers' Union Live Stock Commission 406-8-10 Live Stock Exchg. Bldg. Kansas City, Mo.
Live Stock Exchange Bldg., Wichita, Kan.

Farmers' Union Mutual Insurance Co. Salina, Kansas.

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

Farmers' Union Wheat Marketing Assn. Kansas City, Mo.

Farmers' Union State Bank, Kansas City, Mo.

Kansas Union Farmer, Salina, Kansas.

The forehanded gardener will make a small planting in the vegetable garden of such tender plants as corn and beans during this week. It would not be practicable to make the season's planting at this time but a 50-foot row of beans and a 1000 foot row of corn may enable the grower to have these delicacies a week or so earlier in the seasson.

NEW CONSTITUTIONS READY ABOUT JUNE 5th

In as much as we are receiving requests for constitutions and by-laws, I am taking this means to advise those asking for them that the Board has just recently canvassed the Referendum Ballots, and the new constitutions will be ready about June 5th.

C. E. BRASTED, Secretary.

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.
Wichita, Kansas

The Farmers National Bank
SALINA, KANSAS
Solicits Your Business
Oldest Bank in Saline County

YOU NEED —
Binder Twine with Which to Harvest Your Grain.

WE SELL—
Binder Twine and

WE BUY—
The Grain Which You Have To Sell.

WRITE US

FARMERS UNION JOBBING ASSN.

106 New England Bldg.
Kansas City, Missouri

FARMERS CLASSIFIED AD USE THIS FORM—IT SAVES DELAY

Mail This To

THE KANSAS UNION FARMER
Salina, Kansas

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

Fill This Please!

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

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

NOTE: Count your name and address as part of advertisement

Department of Practical Co-Operation

UNION MEETING NOTICES

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

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

A. C. BROWN, Co. Pres.

UNION LOCAL NO. 278.

Regular meetings on second and fourth Thursday each month.

Charles Crossardt, Sec.

SILVERDALE LOCAL NO. 2051.

Silverdale Local No. 2051 meets every second and fourth Wednesday in themonth at the Silverdale School House.

J. F. Lewis, Sec.

NEWBERRY LOCAL NO. 1922.

Newberry Local No. 1922 meets regularly, the first and third Monday nights of each month. The members make the union what is is. You help make it a success in every way by doing more than your part and attending these meetings.

R. J. Muckenthaler,
Sec'y-Treas.

UNION LOCAL NO. 2019.

Regular meetings on the second and fourth Fridays of each month, at 7:30 p. m.

Geo. Speed, Pres.
Alice Kendall, Sec.

CARLETON LOCAL NO. 1911.

Regular meetings on the 2nd and 4th Wednesdays of each month.

J. Humbarger, Pres.
R. J. Logan, Sec.

CLEVELAND LOCAL NO. 364.

Cleveland Local No. 364, Neosho County, will hold their regular meetings on the third Tuesday of every month. Come out and boost. Don't stay home and kick.

George J. Schoenhofer Sec.

PLEASANT VALLEY LOCAL

Pleasant Valley Locay Union No. 1309 meets every first and third Wednesday evening of each month.

E. J. Kissinger, Pres.
W. T. Flinn, Sec.-Treas.

NEOSHA COUNTY QUARTERLY MEETINGS

The regular quarterly meetings of the Neosha County Farmers Union will be held in the I. O. O. F. hall in Erie, Kansas on the second Saturday of the following months: March, June, September and December.

E. G. Clark, Pres.
J. O. Foust, Sec.

LIVINGSTON LOCAL NO. 1984.

Livingston Local No. 1984 meets regularly on the first and third Friday nights of each month at Livingston School House. A short program is prepared for each night.

Clyde B. Wells, Sec.

GIRARD LOCAL NO. 494.

Girard Local No. 494 meets in Union Hall over the Crawford County State Bank in Girard, Kansas on the second and fourth Tuesday of each month at 7:30 p. m.

W. D. McClaskey, Pres.
Roy W. Holland, Sec.

BROGAN LOCAL NO. 226.

Brogan Local No. 226 meets on the second and fourth Thursdays of each month. Visitors are always welcome.

George Baumgartner Sec.

PRETTY CREEK LOCAL 1652.

Pretty Creek Local No. 1652 meets every first and third Wednesday of each month at the Hinerville School house. Come out. Don't stay home and kick.

H. C. Mathies, Sec.-Treas.

FONTANA LOCAL 1789.

Fontana Local No. 1789 will meet the first and third Friday nights regularly.

All members should be present.

W. A. Booze, Sec.-Treas.
W. H. Slyter, Pres.

NOTICE OF QUARTERLY MEETING.

The second quarterly meeting of Riley County Farmers Union No. 45 will be held at Randolph, Kansas, Saturday, May 24, 1924 beginning at 10 o'clock a. m. Each local is requested to send a full delegation, and all members are invited to attend.

Gust Larson, Secretary.

REPUBLIC COUNTY QUARTERLY MEETING.

The second quarterly meeting of the Republic County Farmers Union will be held at Scandia Wednesday, June 11, at 1 o'clock.

Please have your delegates present.

Chas. Hanzlick, Co. Sec.-Treas.
G. R. Bundy, Co. Pres.

NOTICE MIAMI QUARTERLY MEETING.

The Miami County Farmers Union No. 59 wil hold its next quarterly meeting at Paola on the 24th day of May at 1 o'clock sharp. All Locals are requested to have a full delegation as important business will be before the Union.

W. Slyter, Pres.
W. J. Prescott, Sec.

NEMAHA COUNTY MEETING.

The postponed meeting of the Nemaha County Farmers Union at Kelly, Kansas wil be held at Kelly on May the 31st, 1924 at 10 a. m..

Local secretaries will please select their delegates to attend this meeting. W. P. Lambertson will be with us as well as Mrs. Alice Williams. Every Union member should boost and make this meeting a 100 percent meeting.

Joel Strahm,
County Sec.-Treas.

RESOLUTION AGAINST PAIGE BILL

Baldwin, Kansas, May 15, 1924

Editor The Kansas Union Farmer:

Please urge through the columns of The Kansas Union Farmer that all Farmer Union locals send resolutions to their representatives in congress urging them to use their utmost influence to prevent the passage of the Paige Bill now before congress, proposing a radical increase in Parcel Post rates.

The resolutions from our local follow:

Resolved, that we, the members of High Prairie Farmers Union Local No. 752, 60 members strong, are strictly opposed to the increase of Parcel Post rates as proposed by the Paige Bill now pending before congress.

Be it further Resolved, that we earnestly urge that you use your utmost influence to prevent the passage of this bill.

E. E. Pardee, H. H. Ulrich,
C. J. Gleason, Com.

HONOR ROLL.

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

Bellview — 2042—John T. Anderson, Sec. 52 paid for 1924 — 100 per cent.

Burmeister — 943 — Roy Hunter, Ellsworth sec. 24 members paid for 1924 — 100 per cent.

Athelstone Central—1171— Ralph Heikes, Wakefield, Sec.—12 members paid for 1924.—100 per cent.

Summit—1574—Mrs. Alice Ames, Madison, Sec. — 30 paid for 1924—100 per cent.

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

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

Rydal — 763 — G. S. Duncan, Belleville, Sec. 22 members paid for for 1924 — 100 per cent.

Prairie College — 1227 — I. P. Bruening, Robinson, Sec. 29 members paid for 1924 — 100 per cent.

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

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

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

Point Lookout, 1072. Jno. Hoffhines, Esbon—all members paid for 1924—100 per cent.

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

Independence, 1419—Hugh Winslow Sec., Wellington, Kans.—19 paid for 1924—100 per cent.

Liberty, 925 — Ed. Mog, Sec. — 42 members paid for 1924. 100 per cent.

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

Walnut Grove — 1808—Robert J. Meyer, Girard, Secretary—100%.

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

New Hope—1834—S. Tibble, Cedar Point, Secretary, 8 members— 100%.

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

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

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

Olve Hill—1120—A. F. Braun,—Clay Center, Sec.—36 members, 100% Coin—1657—S. M. Beason, Orion, Secretary—7 members, 100%

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

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

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

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

1803—Maple Grove—Howard Timberman, secretary, Hepler, Five members, 100 per cent.

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

1669—Highland—Roy L. Lee, secretary, Paola, 80 male members, 56 female members, 100 per cent.

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

Prairie Star—944—E. W. Podlena secretary, Wilson, 15 members, 100

Herynk 1427—Henry Eden, Sec., 13 members, 100%.

Koeber 914—F. A. Korber, Seneca, secretary, 21 members, 100%.

Hobo 1497—W. C. Coffman, Madison, secretary, 22 members. 100%.

Eagle Star—928—C. G. Conrad, Du Bois, Nebraska, secretary. 21 members— 100%.

Eureka—911—Harvey Strahm, Sabetha, Kansas, secretary, 37 members 100 %.

WHAT BETTER CROPS HAVE DONE

(By L. E. Call in Kansas Farmer)

Kansas agriculture had its beginning about 75 year ago. After the passage of the Kansas-Nebraska bill in 1854 settlers flocked into the state. These new settlers brought with them seeds of the crops they had grown in the country from which they came. Spring wheat from the New England states, soft winter wheat from Pennslvania, Virginia, Ohio, Kentucky and Missouri, corn from Illinois, Iowa, Indiana and Ohio and oats from the Northern and Northeastern United States. Alfalfa was introduced from California about 1870. Sweet sorghums appear to have been grown to some extent as early as 1880, kafir as early as 1885 and milo sometime previous to 1900.

More recent introductions are Sudan grass in 1909 and feterita in 1913. In all cases these new crops did not become of commercial importance until several years after their introduction. When it is known that we now grow about a million acres of alfalfa, 1½ million acres of sorghums, and 200,000 acres of Sudan grass, it will be realized that Kansas agriculture, so far as crops are concerned, is very different today from what is was 50 years ago and that is has profited much from the introduction of these new crops.

An Old Time Farm Idea.

Another point of considerable importance is the very general belief among farmers in the value of changing seed. Many of the early failures were attributed to the "running out" of seed and as a consquence new seed oats, corn, wheat, sorghums and alfalfa were introduced and used in preference to the home grown seed which by that time perhaps had become somewhat acclimated to conditions. In most cases the best we can do is guess at or estimate the importance of new crops and new practices brought about by changed beliefs.

Turkey winter wheat was not introduced until about 1878, and was not grown extensively until in the Eighties. Spring wheat and soft winter wheat were the only available sorts. Early records show that large acreages of spring wheat were sown even in Eastern Kansas as late as 1880, with losses that may easily be imagined when one is reminded that in experiments at Manhattan, the average yield of spring wheat for 18 years is only 8.7 bushels an acre on ground that, in the same period, produced 32 bushels of winter wheat. In a similar experiment at Hays in Ellis county, for 12 years spring wheat produced 4.8 bushels and winter wheat 17 bushels an acre.

In a 12-year test at Manhattan, Turkey wheat has outyielded Fulcaster, one of the est soft wheats, by nearly 5 bushels an acre and Kanred wheat in the same period has outyielded Turkey by 3.5 bushels an acre.

In other words, if Kansas farmers could do no better than use the varieties of 50 years ago, they would be planting a considerable portion of the acreage now in wheat to spring wheat with no prospects of no more than a third as much wheat as is now possible and the remainder to soft wheat which probably would yield only about two-thirds as much as the varieties of hard wheats that are now used.

Even greater improvements have been made in growing oats. The varieties grown in early days were of the large white oats, medium late or late in maturing similar to the oats that are now grown in the North. Our summers are hot and dry and a white late-maturing oat is certain to suffer.

The introduction of Red Texas oats from the South, brought about a remarkable improvement because of ther ability to stand higher temperatures. Even after the advent of the Red oats, however, white oats were frequently grown because they were much plumper, heavier and better appearing than the dark colored, light weight Kansas grown Texas variety. It was not at all uncommon for a farmer to buy oats for feed from a local grain or feed dealer, take them home and seed them under the mistaken belief that a high test weight, fine appearance and their origin in a cooler climate was the best of evidence that they were good seed.

Kherson or Sixty-Day oats were introduced from Russia about 1900 and have been and are still grown to a considerable extant in the northern part of Kansas. No doubt some improvement was brought about by their introduction. The latest and most striking improvement in oats is the introduction and dissemination of a strain of Fulghums oats from the South known as Kanota which matures a week earlier than Red Texas, averages about 4 pounds higher in test weight, and yields 10 bushels more an acre. Experiments at the Kansas Agricultural Experiment Station indicate an average yield for Kanota of 47.5 bushels an acre as compared with 38.3 for Red Texas and about 27 bushels an acre for late or medium maturing white oats. In other words, it is possible to grow nearly twice as much of oats an acre as would be the case were it necessary to use the seed that was generally used 50 years ago.

Corn probably more than any other crop has suffered from the belief in changing seed. It would be impossible to make any reasonably accurate estimate of the losses caused by this practice but it is known that until about 1905 large quantities of seed corn were shipped into the state every year. It is now known that seed brought in from other states will not yield as much as home grown seed by 5 or 6 bushels an acre. In addition, varieties particularly adapted to Kansas conditions have been produced which make it possible to grow corn cheaper than ever before.

Pride of Saline, a white variety developed on a Central Kansas farm, has outyielded the most generally grown varieties, Reid's Yellow Dent and Boone County White, by 6.5 bushels an acre in a six-year test.

Sorghums Replace Much Corn

The sorghums have replaced about 1½ million acres of corn in the central and western parts of the state with increases in yields of silage and grain from 50 to 75 per cent as shown by experiments at Manhattan and Hays.

It probably is not too much to claim that improved varieties and better seed have made possible a reasonably profitable agriculture on 40 per cent of the acreage now in crops but would not be cropped were it necessary to depend upon the seed generally used 50 years ago. A comparison of the varieties generally grown with the best ones available, indicates that 15 per cent could be added to the present acre yields without much additional expense. Certainly it is not too much to say that the reputation which Kansas has in some quarters as the original home of drouths, hot winds, cinch bugs, grasshoppers and crop failures due in a large part to poor seed of poorly adapted crops. Hot winds and drouth (extremes excepted) can be overcome by drouth resistant and drouth evading varieties; chinch bugs attack first the most severely weak growing and poorly adapted crops; and grasshoppers are particularly injurious to crops which mature late. Kansas has not know a complete or a statewide crop failure in 20 years. While there are other factors of undoubted importance, it cannot be denied that better crops are one of the important improvements which the last 50 years has brought about.

AUDIT MADISON COOPERATIVE ASSOCIATION SHOWS EXCELLENT CONDITION.

Balance Sheet taken from the audit report of an audit conducted by the Kansas Farmers Union Auditing Association for the Farmers Union Cooperative Association, Madison, Kansas. Geo. M. Pratt, manager.

BALANCE SHEET

"Assets"

FIXED ASSETS:		
Store Building	$4,107.84	
Furniture and Fixtures	1,427.39	
Lot and scales	725.71	
Grain bins and elevator	845.45	
		$ 7,106.39
CURRENT ASSETS:		
Cash	440.68	
Bank Account	578.13	
Certificates of Deposit	1.580.00	
Accounts Receivable.....	858.00	
Otis Stanley Secretary	18.13	
Farmers Union Job Ass'n	2.63	
Inventory	6.857.31	
		10,334.88
DEFERRED CHARGES:		
Prepaid Insurance	60.80	
Prepaid Rent	37.50	
Accrued Interest	9.80	
		108.10
Investments		60.00
		$17,609.37

"Liabilities"

FIXED LIABILITIES:		
Capital Stock		6,970.00
CURRENT LIABILITIES:		
Accounts Payable		966.83
ACCRUED LIABILITIES:		
Taxes	169.14	
Salaries and Labor	233.60	
Expense	21.25	
		423.99
Reserve for depreciation		801.11
SURPLUS:		
Balance from last year.....	2,947.23	
Profits this year	5,500.21	
		8,447.44
		$17,609.37

CO-OP. MARKET NOT A 'CURE-ALL'

Declares Moser of Texas; Marketing Is Vital to Everybody

Concordia, Kansas—Now that the marketing of farm products is not only of importance to the farmer, but is also of vital importance to the city man." This is the declaration of C. O. Moser of Dallas, Texas, secretary of the American Cotton Growers Exchange, in the final address of his tour in behalf of the 44,000,000 bushel wheat pool here. Mr. Moser appeared before audiences of farmers and merchants at four points, Winfield, Clay Center, Belleville and Concordia.

"The time and manner of marketing agricultural products, and the price, affects every one in every community," he declared. "The present system of marketing seems to have created prosperity in the cities, but has left the country dry. Tremendous building programs and improvements are being carried out in the cities, while a new house in the country is a rarity. The depression of values in the country cannot help but extend to the cities before very long and unless there is a change in agricultural conditions, city values will be in the same shape as our farm values.

"Co-operative marketing is not a 'cure-all.' It is offered as a remedy for some of our ills. There are two distinct parts to agriculture; one is production, the other is marketing. Practically all of the efforts of the United States government, various states, agricultural schools, bankers associations and chambers of commerce have been to increase production. We have been taught about good seed, preparation of soil, fertilizer, proper methods of cultivation and harvesting. What good are all these things if you can't sell your product at a profit? This part of our education has been overloooked. Selling your individual crop to organized middlemen when you don't know how to grade it and don't know the value of it if you could grade it and marketing it at the wrong season must be stopped.

The South has practically a monopoly on the supply of cotton—something the world has to have—yet the grower has gotten poorer every year because he does not know how to sell his product. Every state in the South now has a co-operative cotton growers association. These associations are bound together in a central organization known as the American Cotton Growers Exchange."

"The cotton farmer now realizes that he has been paying all the salaries of all the middlemen in the past and that they were working for the other fellow and against him. All of the associations are growing rapidly.

"The cotton farmer is handling his business in a business-like way as every business in the world should be handled."

COTTON BACK INTO KANSAS.

INDEPENDENCE, Kas.—Approximately fifteen hundred acres of cotton will be planted this spring by the farmers of Montgomery County, according to Ben F. Lies, secretary of the chamber of commerce here. One hundred and seventy-five acres were planted in the county last spring. A small gin was built at Independence last summer and the erection of a larger one this year is planned. In co-operation with the Kansas State Agricultural colle, the Deming Ranch in Labette County last year grew ten acres of cotton in variety tests. Some promising results were obtained, but in some ways the seasonal conditions were more favorable than can be expected every year.

Such is the story of the beginning of another attempt to grow cotton in Southern Kansas. The biennial reports of the Kansas State board of agriculture show that from the early '80s to 1909 cotton in amounts varying from twenty to nine hundred acres was grown yearly in Labette, Wilson, Montgomery, Chautauqua and Neosho coutnties. After 1909 no figures for cotton are given.

Better Price Than Grain.

This renewed interest in cotton is not hard to account for. Market prices for cereals are relatively low. Cotton growers are getting 30 cents a pound, nearly three times the prewar normal price.

The indications are that the high price for cotton will continue for some time. America produces 50 to 60 per cent o fthe world's cotton crop. The normal world demand for American raw cotton is about 12 million bales. The production each year for the last three seasons has been only 10 million bales or less. This reduction has been due not to a decreased acreage, but to a lower yield per acre, and the lower yield per acre has been brought about largely by the ravages of the boll weevil.

It is possible, although not certain, that the failure to produce cotton profitably as far north as Southern Kansas has been due to a lack of knowledge of the right cultural methods. The cotton grower in the northern limit of cotton production and the grower in the boll weevil section face the same problem, maturing the greatest amount of cotton in the shortest time possible. For each it is a race, one against an early frost, the other against the boll weevil. The grower under severe boll weevil attacks has found that he can win out only by planting on fertile, well drained soils, by using good seed of early maturing varieties, by spacing thickly and by cultivating frequently, all of which hasten the maturing of the cotton.

Experts not Enthusiastic.

Experts in the United States department of agriculture who know cotton and have studied this question place most emphasis upon planting thickly on good soil and cultivating frequently, but are not enthusiastic about the prospects of cotton becoming a profitable crop in Southern Kansas, frankly admitting that it is still in the experimental stage. The agricultural college is conducting experiments again this year. It seems best that prospective cotton growers proceed cautiously and on a small scale in attempting to grow the crop until the results of the college experiments are amounced and until growers learn to know the cotton plant.

WYOMING COOPERATIVE HELPS BUILD A CITY

In ancient days imperial conquerors used to be the city builders. Today humble cooperators have taken over their job. And they are making a success of it, too.

Out in Wyoming is a little city called Laramie. Laramie may not be famous today. It doesn't boast of more than 6,500 souls within its bounds. But Laramie is going to be famous, and the reason is that a great cooperative society is busy at work building for Laramie's future.

The Albany Mutual Building Association believes in Laramie's possibilities, and in helping the working people to grow up with the city. It is busily building up Laramie by pooling the savings of many and lending the money at a low interest rate to working people for home building. This cooperative Building Association has a capital stock of $5,416,700. In 1923 it paid up $249,739.78 of matured stock and the interest on that stock, the greater part of which was paid to local stockholder who promptly put it to work again by depositing the money in the Association as savings. During the past year 125 individuals loans amounting to $224,096 were made. This amount amount of money, nearly a quarter of a million dollars, went to build or buy new homes, make improvements, or pay off mortgages on homes already owned, and was all spent right in the city of Laramie. In short, in one year this cooperative society put nearly half a million dollars to the work of city building.

By eliminiating all needless expenditures and parasitic hanger-on, the Albany Society is able to offer funds to borrowers at the lowest rates in the community. Moreover, it is steadilly reducing these rates, for the cooperative is not primarily interested in making money, — it wants to serve. In 1923 the average premium on the money loaned to borrowers was .2311 per cent, while in the previous year it was .2925 per cent. At the same time the earnings of the cooperative were not materially affected.

Two classes of members belong to the Society, saving members and borrowing members. The former use the cooperative as a place to deposit their little savings. The borrowers use the cooperative as a place where they may go for help in buying, building, or repairing a home or for any other useful, producing purpose, and at the same time repay their loans systematically with their savings. The members save money together; they lend money to each other; they divide their profits with each other; they work together to help each other.

That's why Laramie is going to be famous some day!

FARMERS' CREAMERIES HAVE SELLING AGENCY IN CHICAGO

Organized in 1917, the Chicago Equity Union Exchange is a selling agency for creameries and elevators affiliated with the Farmers' Equity Union. Its outstanding capital stock, amounting to $10,300, is held by such organizations. During 1923 the exchange marketed butter produced by centralized creameries at Aberdeen, S. Dak.; Orleans, Nebr.; Limon,Colo.; and Lima, Ohio, the last having been organized in September of 1923.

A total of 188 cars, containing 48,754 tubs of butter, was marketed during 1923, the greater part being handled on the Chicago market. The number of cars handled for each of the creameries was: Aberdeen, 80; Orleans, 67; Limon, 33; Lima, 8. Total receipts from sales of butter amounted to $1,259,276, with average prices on a yearly basis varying from 41.25c a pound for Orleans butter to 41.55c for Aberdeen butter. Other receipts brought the total volume of business for the year to approximately $1,400,000.

Selling commissions received by the exchange amounted to $15,400 for 1923. During the year the exchange earned $3,982 above expenses, this added to the balance in the surplus account gave a surplus of $4,481.

According to a statement of the secretary, the Equity Union Exchange was the first farmers' organization to obtain membership on the Chicago Mercantile Exchange.

Cutworms in gardens can be destroyed by poisoning them with poisoned bran mash. This material is prepared in small quantities for garden use by thoroughly mixing one ounce of Paris green or white arsenic with one pound of bran. To this is added three ounces of syrup, one and one-half pints of water, and one-fourth of an orange which is chopped up into small bits. As soon as the cutworms appear, sow or scatter this poison bran mash thinly along the rows or around the plants to be protected. Since cutworms generally feed at night the best results will be had by putting this material out in the evening.

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