

INDUSTRY PROSPERS AT EXPENSE OF AGRICULTURE

The Farmers Only Salvation is Co-operative Marketing

despite increased prices, the purchasing power of wages was 52 percent of the average for 1910 to

Throughout about the same period the capital invested in public service has greatly improved its position. It emerged from a period of ruinous competition and later of government aid to interference in the present happy stage of intelligent understanding and co-operation. Government aid in collecting rates for service which will insure pleasing returns on investment, after liberal allowances for depreciation, is a necessary and wise management which efficient management can devise.

Coincident with all of this, and essential to its development, mechanical engineering sustained by most appealing advertising and stimulated by successful stewardship is making a marvelous record. With it came the astounding growth of centers of trade and better wages for those engaged in the sundry processes of distribution. These workers in turn developed higher standards of living and, having obtained increased wages, are now able to become permanent,

thus enabled to mortgage their future earnings for the purchase, on the installment plan, of houses and automobiles and radios and jewelry and clothes.

The urban industrial and merchandising and building businesses, thus going through the same process of increasing the competition of all who work and induce them to spend all they get and maintain by organization and legislation which make it possible for less capital to get more work done, to continue growing for still more years.

Agriculture, and those engaged in it have been profoundly influenced by these developments.

Farmers and their families have observed the increasing competition

which have become the common session of virtually all who dwell in towns and cities. They too wish might have the same comfort and pleasure in diversions.

By dealing advertising, stimulating the desire to possess, reaches the rural home. The application of scientific salesmanship breaks down the resistance of farm communities to help manufacturers dispose of increased output.

But in increasing their production and in disposing of their output, farmers are entirely outside the chain of urban business. The chain of work—factory, wholesaler, retailer, goes into reverse with a job in agriculture is reached.

If the production of crops were

increased only very slightly, prices dropped to the point where the total return for the big crop may be less than has been obtained in the short crop.

There is no assigning of quota to wheat, cotton and beef and pork in town and city, as prices cover production and sales cost and a margin for all who handle them. No sales conferences to devise a "make or buy" plan.

On March 1, 1927, the combined price of all farm products was only 26 percent above the average five years previous to August, 1926. The average increase was 18 percent in factory wages in New York.

The purchasing power of a unit of farm products during the same year was 18 percent below the average of the five years previous to August, 1926. It was matched with an increase of 18 percent in the purchasing power of wages.

Through this era of great ind prosperity, agriculture continued struggle to survive the effects of a period of overproduction and over which it enjoyed while the world was in progress and for a short time after.

Nothing has been done about largely because farmers have heretofore had something to mortgage the land and thus obtain funds with which to piece out the inadequate returns from the sale of their products.

The aggregate indebtedness of farmers increased greatly who were reluctant to mortgage profitable land. The mortgage indebtedness reached the point where funds to implement annual production cannot so readily as heretofore be obtained through increasing the mortgage debt.

Now in many instances through liquidation and not

left which to improve farm pro-
ducts. If farmers had been free to
bring to mortgage their tools and
other implements, they could have
and labor and thus avoided
forced into the position of a
economic disadvantage under w
in any way dependent upon
ture are laboring.

Labor is entitled to what it
cause it went after it and got
Agriculture will gain little if
things only as it goes after a
them.

So long as agriculture c
contributing to the maintenance
dustrial prosperity by using
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production, the condition o
ers and their families will
steadily worse.

The Kansas Union Farmer

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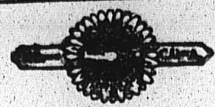
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Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success.

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

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

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



THURSDAY, JULY 28, 1927

DOUBLE-BARREL PROGRESS

Successful co-operation is as much a study of human nature as it is a study of farm business. All business, of course, if successfully carried on, implies a good knowledge of human nature; but co-operative business has it over everything else man has devised, for the variety of interest it contains—and especially for the interest it has for the person interested in the humanitarian side of industry. The very factors which make it necessary for the farmer to co-operate, if he is to compete with industry, also make it difficult for him to do that which he should do.

Just as co-operatives tend toward agricultural prosperity, so they tend very strongly to develop a social democracy in a way that is absolutely impossible where capital is the basis of industry. Farmers are naturally independent and wary of imposing too much trust in the other fellow. Yet they are forced to co-operate with each other in order that agriculture may compete on anything like a fair basis with industry; because industry is very highly organized and becoming more so with each passing year. Forced to co-operate, then, they must become real co-operators or co-operation will fail, for no one yet has devised a way of playing baseball according to football rules.

A co-operator is one who co-operates—and that is not as simple as it sounds, or so foolish perhaps. Co-operation does not mean signing a five-year contract and then kicking about everything connected with the organization for the full five-year period. It really means that the contract is signed as a token, to others in like situation, that at heart the signer does not need a contract to keep him loyal, but that since all the members of a large organization cannot know each other well, each agrees that there should be a common basis of obligation between himself and the others. This is all that a contract really is. The teeth of a contract are only provided for the member who joins outwardly and does not join in spirit. Until mind-reading is further perfected, there will always be such men in every co-operative organization.

Co-operation, then, is a spur to mutual confidence between men and neighbors. It does not breed distrust, though it sometimes brings it to the surface. Open and above board—as it must be to be successfully applied—it inevitably helps those who are co-operating to understand each other better; and from understanding each other better, it is a much shorter step than before to a better understanding of all others. To co-operate is to work together, and no two men ever worked together who did not get better acquainted. Moreover, it is a common truth that nine men out of ten improve on acquaintance rather than become less desirable as friends consequently, co-operation is an incentive to a double-barrelled progress; first, toward greater material prosperity and contentment, and secondly, toward a spiritual prosperity, which is evidenced by an improved citizenship and a more tolerant understanding of others.—The Western Producer, Saskatoon.

LET'S BE FAIR

One of the biggest problems of Agricultural Co-operatives is that of non-co-operating farmers. No movement is apt to secure 100 per cent adherence, but the farm co-operative is susceptible to greater damage from non-members than nearly any other organization. In the first place, when the farmer organizes a marketing agency he wants the benefit to be personal, apparent, direct. So the margins in such an enterprise are usually smaller than have been current, from the very first. This always precipitates a fight. But even where the new business enters the field with the full intention of maintaining the margins, old-line business seeks to protect itself against the newcomer by making more favorable terms with its customers. Clear examples of this are found in the fact that their association advised grain dealers in this state that it would be wise to operate for a time with little or no profit, that the wheat pool might be discredited. Local co-operative elevators have seen 5, and even 10 cents per bushel, added to the local price of wheat when they attempted to operate in behalf of the grower. In many places, when the Farmers Union Creamery opened a new station with a heavy sign up, the card price for butterfat was ignored and as much as 7 or 8 cents per pound advances occurred. Under such conditions some members of the co-operative break over, often even blaming the Association for being so inefficient that they cannot patronize it. But the real support of such opposition is in the non-member. For him it is all to the good. He has no investment, no dues, no obligation. His neighbors are making a market and he is profiting by it. He is making a market and he is profiting by it. He does not want the co-operative to fail. He wants it to continue. But he does not propose to contribute

any part of what he gains by it to its support. He is a real menace to the co-operative program. Prof. M. R. Benedict, of the South Dakota State College, said at the American Institute of Agriculture at Chicago a few days ago:

"In South Dakota, I believe there is a continually increasing desire to see co-operative selling agencies develop, in spite of the fact that many men who have that desire will sell to private dealers, even though they are willing to admit that, were the association out of the field they would get less for their wool."

The farmer is probably less class-conscious than any other group. Some ugly words have been invented to describe the non-participant in other movements—as organized labor. But the non-union farmer is usually a good fellow who is merely so short sighted he cannot see beyond the end of his own nose. He doesn't want to injure himself and his neighbors. Usually he will howl louder than anyone else if the co-operative goes out of the game and the old-line dealers set up margins to recoup losses. He accuses everybody but himself. And yet but for him the co-operative would have had a clear field, have afforded honest prices and practices,

and in the long run worked a greater gain by far than the temporary one he enjoyed. He kept the old line competition alive, and he believed, for his own good. The non-co-operator is a problem. Next to the co-operative member himself he is the biggest problem. The Surplus Control Act proposes to levy the overhead cost of making a fair market upon the whole crop, regardless of who produced it. This would make a fair distribution of costs and gains. But Leo Collins proposes to save the souls of these men who have not joined, by inducing them to join the Union. He proposes that each Local make a list of the non-members who ought to join and subscribe for the Kansas Union Farmer for them. If that should be followed up by personal argument and appeal a very large number of them can be gained. Just as no nation can exist half slave and half free, so no community can go on half Union and half non-Union. One group will prevail. Surely the non-members' sense of farmers, alone, should prompt him to co-operate. He usually doesn't mean to betray his neighbors. And he certainly does not mean to help destroy the very agency which is helping him. We have a right to say to him, Let's be fair in this matter.

GLIMPSES OF CO-OPERATION

CO-OP BANK STARTS

What Cheer, Iowa, will be the location of the first co-operative bank to be established in that state under the new co-operative banking law sponsored by the Farmers Union and passed by the last general assembly.

The new banking act is said to make possible a banking system for service rather than for profit, and the plan under which the establishments will co-operate is familiar to farmers who helped run co-operative elevator, creameries, etc. It is expected that the new plan will be of immense help in rebuilding banking facilities in sections of the state where failures have been heaviest and where farmers are disgusted with the old type of banking.

Thirty-four farmers' co-operative gin companies have been organized this year and received permits. Thirty-three of them were organized by the Farmers Union. Only one was organized without their assistance.—Oklahoma Union Farmer.

The M. F. A. is incorporating its new creamery at Springfield, Mo. This is the first Co-operative Creamery to be established by the M. F. A. in the Ozarks. About \$45,000 of the capital was subscribed in advance of the meeting held July 19, and it was believed that the rest would be forthcoming at that time. The venture has every prospect of great success.

WHEAT POOL SUSPENDS TO GET MORE MEMBERS

Colorado Association Releases Contract Signers Pending Outcome of 60 Per Cent Drive.

With 60 per cent co-operative control of the hard winter wheat area as an objective, the Colorado Wheat Growers' association this week announced the release of its members from their present marketing agreements pending the building up of larger pool volume through the sign-up campaign now being made by the Colorado Director of Markets of office in co-operation with a committee of prominent businessmen and wheat producers throughout the state.

The release of members from the present pool, according to association directors, has been primarily for the purpose of eliminating pool expenses until such time as the volume of the compensated wheat is sufficient to guarantee increased marketing advantages with substantial reduction of expenses. Members, however, may still individually sell their 1927 crop through the association if they so desire and thereby secure the bargaining advantage of the Southwest Co-operative Wheat Marketing Association, which is owned jointly by the pools of Kansas, Oklahoma, Nebraska and Colorado.

Sign-Up Now On

Work of securing the 60 per cent sign-up for the Colorado wheat pool has been started under the direction of Ben H. King, assistant director of markets and the campaign will be carried on through the summer on a volunteer drive basis. It is not expected that the 60 per cent sign-up in the four hard winter wheat states will be secured before next year.

"The wheat pools have been instrumental in raising the basic level of prices and in cutting down the marginal spread between country elevators and terminal markets," declared Dr. Plummer, president of the association. "At the same time the farmers who have not joined the pool have secured the benefits of the pool influence without contributing to the overhead expenses of the organization. It is our present effort to secure sufficient volume in the hard winter pool so that the members will obtain price advantages not to be gained by the outsider and so that the cost of pool operation will be cut to a figure corresponding with the Canadian pool cost of about one-half cent per bushel."

Marketing agreements being signed by members of the new pool will become effective upon the securing of 60 per cent of the hard winter wheat crop in the pools. The officials and present board of the Colorado Wheat Growers' association have tendered their resignations to the Director of Markets and the president of the Agricultural College to become effective upon the completion of the sign-up campaign and as soon as the new board of directors and officials are elected and qualified.

REPUBLICAN CONGRESSMAN WARNS LEADERS OF FARM REACTION ON VETO

Opponents to the McNary-Haugen plan are fighting against the principals because they know it will work, according to Republican Congressman Charles Brand of Ohio who sounded a warning to his party at the Northwest Farm Conference in St. Paul last week.

Mr. Brand declared that if satisfactory farm relief does not become a law at the next congress the west and the south will be afflicted by mutual interest in both the farm question and the dry question and opposition to the republican party will be able to avail itself of this great opportunity.

"Of all the opponents to the McNary-Haugen

bill," he said, "I think that Mr. Mellon made the most candid statement. He struck out straight from the shoulder and argued that industry could not afford to have the McNary-Haugen bill in operation."

"The fact of the matter is, the students of the problem who are opposed, are against because they know the measure will work, and raise the prices of farm products and possibly the prices of food, although I do not believe the changes contemplated on wheat will affect the price of bread, or that five cents a pound on cotton will affect the retail price of cotton goods."

South Dakota has a department in its paper called the Children's Nook. The children who "belong" to the department are called Nookies. A recent issue had three full columns of letters from these children. They will be co-operators when they grow up.

BY T. E. HOWARD, COLORADO

President Charles S. Barrett of the National Union called on us at the State Office since the last issue of the Colorado Union Farmer, having been on a tour of the Northwest, he returned to Washington, D. C., via Denver. He stated that the farmers everywhere are recognizing the fact that their own increased labor on their farms was not the thing that would enable them to leave their farms to their sons and daughters, but that organization to their neighbor was more important. He stated that the organization was growing as a result of this final conviction and desired that every member of the Farmers Union in Colorado devote one day in getting his neighbors into the Union.

BASIC AILMENTS

The average farmers earnings have decreased from \$1,570 to \$648 since 1919. This fact, combined with a highly expensive and top-heavy system of distribution, is the basic ailment. Double production costs, netting the farmer only 30 per cent more than before the World War, also is foreign in the prosperity code.

The nation's eyes focused on the farmer last year when official figures denoted only \$10,000,000,000 was received by producers, while consumers paid approximately \$30,000,000,000. This remarkable money gap was not looked upon by large corporations as a good omen.

The kernel of the agricultural problem is in the difference between the value of what a farmer sells and what he buys.

In 1912, Kansas farm hands were paid \$20 to \$25 a month with board; they now get from \$40 to \$50. It now costs \$130 a car to ship hogs to market, whereas it was only \$45 before the war.

The farmer is doing his best to work out these problems and is making progress, but experiences since the war have brought the lack of co-operation into great prominence. In time of war, business organized its corporations, but the farmer neglected to do so. And when the after-war crash came, unorganized agriculture paid for its neglect.

If our farming business is to be recognized and put on a modern footing, it must have a better marketing system. The system should be in control of the producers, who now are subject to highly-organized devices of big business. Agriculture must also set up selling machinery comparable to that of other businesses. Until these things are done and relief given, the average business man will be affected.—Arthur Capper in Forbes magazine.

THE KANSAS WHEAT CROP

This office is not a clearing house for crop statistics, and we are not "experts." But we do have reports and information concerning wheat yields, and these indicate that the Kansas crop cannot exceed one hundred million bushels. Recent reports, revising upward the previous estimates, have served to depress the markets. The bulk of the wheat is marketed long before estimates are verified. Overestimates lower the market during the period of heaviest farm sales, and later advances do the grower relatively little good. It seems at times as though a rivalry exists between the Agricultural Departments of separate states as to which can claim the most for its particular state. And the more sensational the claim the wider the publicity it commands. Kansas is a great state, but its agriculture is not aided by circus-poster-and-steam-caldrop advertising. The reason, they say, for lighter receipts of wheat at central markets, as compared to last year, is only that the farmer's holding it. He has pushed his new Cadillac out in the rain and has filled the garage with wheat. That is a better story than this, taken from an authentic source: "On investigation we found that the need for seed wheat was so great in the west that part of the state that * * * it will take practically one million bushels to supply seed to farmers who are unable to finance their own seed requirements." The excessive farm storage, which is necessary to account for the failure of heavy receipts to materialize, is largely a fiction of some over-action imagination.

REFLECTIONS

OUR WAR IN NICARAGUA

The news dispatches indicate that "one of the fiercest battles in the history of Nicaragua" took place Sunday morning, July 17. It was a glorious battle. President Coolidge called such action "police duty" in a recent speech. It cannot be war, for under the constitution only congress has power to declare war, and congress has not acted. Indeed, Nicaragua has given no cause for war. So we are merely policing a bit. Says the report:

"My machine guns were sending forth death everywhere. A 'Browning' on the Comandancia closed the approaches. Two Lewis guns raked the yard. American sharpshooters kept the corners clear. Anyone so imprudent as to cross met death."

"The hosts of Sandino sweep on, attempting to capture the park, to use the stone wall for protection. It is now daylight—the Americans have not retreated an inch. The constabulary maintain their positions. The American sharpshooters are piling up the dead."

"Rufio Marin falls seriously wounded at the corner where seven men have been killed. Rufio is a young man of good appearance and the right hand of Sandino. With his death there is some confusion."

"It is 10 a. m. Two airplanes are seen. They fly low and fire on Sandino's forces, and fly away. We all know they will come back with more bombs and planes and the people become frightened. Non-combatants ask me to speak to Sandino, requesting him to retire for the sake of humanity. This I know he will not do."

"Five airplanes are seen at 3 p. m. They approach in battle formation; then they get in line, flying low, and open fire with their machine guns. They drop bombs on Sandino's army, which now is beginning to retreat."

"The explosions of several bombs are heard, consecutively. It was as if hell broke loose—quick explosions, then a heavy thundering one, some-

thing indescribable. The bombardment lasts about 30 minutes."

"Five p. m.—Everything is quiet. All rush into the streets to congratulate Captain Hatfield and Lieutenants Darnell and Bleisner and their brave men for their heroic defense. They are blackened with gun powder from 17 hours of continuous fighting."

"On the Comandancia floor I see a marine dead—the only casualty among the Americans."

Tom McNeal, in his Passing Comment, tells of the causes which led to the revolt.

"Finally an American corporation saw an opportunity to make money by exploiting the resources of Nicaragua through its railroads and other public utilities, and proceeded to organize a government in the interest of this corporation which had its corporate home in Connecticut. The present president, Diaz, was elevated from a clerkship to that presidency and thru him this corporation obtained control of practically all of the public utilities in Nicaragua."

After he had retired from the presidency there came a time when a president was elected, who was unfriendly to this corporation and who seemed to have an ambition to get the control of these utilities back into the hands of the Nicaraguan government. He had to get out of the country. The vice-president, Sacasa, seemed to entertain the rather natural impression that in the absence of the president the vice-directorate of the corporation did not have enough power to control the Nicaraguan congress and that body declared that Sacasa was not legally elected, and put Diaz back in power. Then came the revolution."

To support Diaz, who otherwise would last as long as the proverbial lump of snow in the place which theology has now abolished, the United States has a "police force" in Nicaragua.

SENATOR NORRIS SAYS:

"I do believe that our present Latin-American policy is contrary to every sound American tradition. We are in Nicaragua, sustaining in power a government there that in reality we originally put in power. We are there without the consent of the people of Nicaragua and, as far as I know, without any right, moral or legal. We have, as a matter of fact, participated in a civil war in a foreign country by taking up one side of the controversy and lending moral and military assistance. I do not, myself, understand how such a policy can be justified. If it can, then we have a right to go in to every country on this hemisphere and take sides wherever there is a controversy in the election of officials, or, if a revolution occurs, to select the side that in our judgment ought to prevail and then send our Army and Navy to back up our desires."

Lexington and Concord were glorious. Let no foreigner put his yoke upon us—we believe in freedom, that all just governments derive their authority from the consent of the governed." Ho Hum! Are the fish biting today?

A CONFESSION AND A THREAT, BUT NOT TOO MUCH OF EITHER

Governor Ben S. Paulen, of Kansas, chief executive of this Great State for some time past, declares in an interview in the Kansas City Star that "the railroads and the associated industries are riding for a hard fall. One or two more sessions of the legislature like the last one, and they will have the people ready for a revolution." At any rate this robbery of the people to a extent suggesting revolution as the only remedy has not occurred without the most vigorous opposition on the part of the governor. How heroically he has stood by the people! Or has he merely stood by? But it is a good confession and a bold threat.

principles of the Union, but in the honesty and ability of its officers to carry out these principles.

At the end of the first year of the present administration which we made our report of the condition of the Union, at the State meeting held in Emporia, we were able to show the delegates that the Union, really, was still in existence, its indebtedness paid and a few dollars in the treasury. The increase in membership during that year was not very great. It is needless to say that the report was received very enthusiastically, in fact the delegates were surprised to hear that the Union could have made such progress in a year. The financial showing made at that meeting restored confidence in the future usefulness of the Union and the delegates returned to their homes, firmly believing that the Union could be made an instrument of great good to the farmers of the state. That this belief was well founded will be seen by the splendid achievements of the Union since that time.

What is the condition of the National and State Union at this time?

The National Union, according to President Barrett's report, has 3,000,000 and is organized in 22 states. Its officers are now making every effort, possible, to introduce its principles into other states and we hope that in the near future all the grain and stock growing states will be enrolled in its roster.

The financial condition of the National Union is very satisfactory at this time. It is looked on as the greatest farmers organization that ever existed; and its influence, on all public questions concerning the welfare of farmers is very marked. The annual address of President Barrett is now published, as a whole or in part in more than 3,000 newspapers and magazines; and they have been commented on very favorably. In fact the only criticisms of the work accomplished by the Union comes from the class of men (the middle men) whose business interests are endangered by the carrying out of the principles of the Union.

(Continued in next issue)

LIFE'S MIRROR

There are loyal hearts, there are faithful brave,
There are souls that are pure and true;
Then give to the world the best you have,
And the best will come back to you.

Give love and love to your heart will flow,
A strength in your utmost need;
Have faith, and a score of hearts will show
Their faith in your word and deed.

Give truth, and your gift will be paid in kind,
And honor will honor meet;
And a smile that is sweet will surely find
A smile that is just as sweet.

Give pity and sorrow to those who mourn,
You will gather in flowers again.
The scattered seeds from your thoughts outborne,
Though the sowing seems in vain.

For life is the mirror of king and slave,
'Tis just what you are and do;
Then give to the world the best you have,
And the best will come back to you.

—Madeline S. Bridges (Mary Ainge de Vere, 1844-1920.)

SOMETIME

The Road of Life leads its home-aways. Man goeth to his long home. Some men prefer to go to the dilapidated shack of a ruined life and a warped soul. Others wait to arrive at the pearly gates of the house not made with hands. But all men must go to the house of their own making.

Whatever a man is, he isn't one who can smirk at ease while receiving a long drawn out compliment.

FIFTEEN YEARS AGO

The Farmers Union.
Salina, Kansas.
Vol. 4. October 1911. No. 8
A SHORT HISTORY OF THE FARMERS' UNION IN KANSAS AND WHAT IT HAS ACCOMPLISHED

We have received letters of inquiry from several of the organizers, now in the field (asking for some statistics to show what the Farmers Union has done, and what it contemplates doing in the near future. Its numerical strength both in the State and Nation. The extent of territory it extends over and a great many other questions, some of which are ridiculous.

The Farmers Union was introduced into Kansas about six years ago, or shortly after originated in Texas, by H. N. Gaines and James Butler of Topeka, both men of ability. Both of these men were very successful in the work of organizing the Farmers.

In a very short time the organization had spread over a considerable of (Gaines and Butler) were making good money in extending the organization into new territory. At that time the two men, together in friendship, as two in a bed, as the saying goes. They were both working, you know, for the welfare of the farmer and not for the money there was in it for themselves. (We have so many doing the same thing now.) Neither Gaines nor Butler were farmers but nevertheless they were very successful as organizers of farmers; and in a short time they claimed to have 5,000 members in Kansas; and the organization was admitted to the National Farmers Union as a chartered state organization, which entitled it to elect a full quota of state officers. A Mr. McQuillion was the first state president and Milo Mitchell the first secretary.

About this time, or shortly after, the Gaines and Butler friendship became estranged. It is not necessary to state what caused the estrangement; and they commenced to exchange bouquets that were not, however, as sweet as they might have been. President McQuillion got mixed up in the brawl in some way—we never knew just how. Things got so lively at this time that the National Farmers Union for some time was unable to locate definitely, nor anybody else for that matter.

We only belonged to the Union a short time when the charter was annulled.

President Barrett called a delegate meeting to meet, we forgot the date, in December, in the city of Hutchinson. We were a delegate at that convention. We remember well the lively time we had at that convention. However, after the usual amount of business was exhausted, a truce was arranged. The State officers resigned. New officers were elected, the charter restored and every delegate believed the difficulty was satisfactorily settled.

Both Gaines and Butler, at this time, dropped out of the Union.

E. H. Hewins was elected president and Alvin Allen secretary-treasurer. Hewins and Allen did not give very well, and Allen resigned before his term of office expired. E. N. Rodgers, Treasurer, at Hewins' request, Hewins and Rodgers did not live very harmoniously together. I was one of the Board of Directors during the Hewins administration and I am happy to say that I never served with a better man than the executive committee of the Hewins administration. During the Hewins administration the Farmers Union paper was established. It was started as a subscription paper, but it did not prove to be a paying venture.

At the close of the Hewins administration, the Farmers Union of Kansas started out with such great

promises, was about ready for the undertaker. The membership had dropped down from 7,000 or more to 1,500 and the indebtedness amounted to \$1,200,000. Indeed there was but very little hope of reconstructing the Farmers Union of Kansas at this time.

The next State meeting was held in Salina, and if I remember rightly, there was only about 130 delegates present, and most of them represented locals that were recently organized.

Osborne, Ottawa, Saline, Hodgeman, Ford, Shawnee, Lincoln, Marion, Crawford, Logan, Barber, Russell and one or two others, the quarters of the delegates at this time were represented there. The number of delegates at this convention was much smaller than at the previous convention; but what was lacking in number was made up in brains and determination.

The absorbing question at this convention was how to reconstruct the Union. The great struggle was over the adoption of the amendment to the constitution or I might say the adoption of the new constitution. I was chairman of the constitution committee and being on the Executive committee the previous year, I believed that the Union could be resuscitated if certain amendments to the constitution would be adopted. So with that in view I prepared the amendments. They were adopted by the balance of the committee; but when they were reported to the delegates they were not received so favorably. The proposed raise in the dues was met with strong opposition; but I knew, and so did the other members of the committee know, that if the small membership at that time could not be met, not to say anything about paying off the inherited debt of \$1,200.

Finally the report of the constitutional committee was adopted, or as we said before, the new constitution. The constitution that we adopted at that meeting, with only a few changes, in the constitution we still have; and the splendid growth the Union has made numerically and financially, since that time shows, beyond any doubt, that the constitution adopted at the 1st Salina meeting met the requirements of the organization.

The receipts of the organization were not so great the first year after the adoption of the new constitution as they were previously, on account of the falling off in membership; but the expenses were cut down to a minimum. I will mention some things here that but few, if any of the members know, and it is this—I had to stand personally responsible for the indebtedness contracted during the first 6 months of my administration as president. Every item was charged to me. The Farmers Union as an organization had no financial standing. Things are different now. The Farmers Union of Kansas has a financial standing equal to any of the other State Unions and a great deal better than most of them.

In writing this short history of the Union in Kansas from the time of its commencement under Gaines and Butler, up to the time when we assumed the management of it in February, 1909, we do not mean to cast any reflection on any of its past officers but we do it, simply to show that whatever results the Union can show at this time, has been accomplished in the last three years, I might say in the last two years; because it was only after the end of the first year of the present administration that confidence in the existence of the Union was established; and, even then, most of the members that joined during the Gaines and Butler management dropped out. For instance Osage county had about 1,000 members at that time, now it has but very few. Some other counties show equally the disastrous effects of lack of confidence; not in the prin-

The Country Woman

THE PRAYER OF THE FARM WOMAN

"Oh, God, give me patience! But give me patience and insight, too, that mine may not be the unseeing patience of the dumb animal that makes a treadmill of its days. Give me sweetness of heart, and strength, and loyalty, and increase my sense of service, that I may realize the value of that which I do daily for the sake of others. Keep alive in me that sharpness of vision which makes me thrill to the early song of the birds, the noon light on the great green fields, the dusky blue place of twilight. "Keep ever in my soul a sense of the perspective, that my kettles and dishcloth may not obscure the beauty of the rose blooming outside of my door, the quiver of the leaves in the summer wind, and the classic purity of the snow on the valleys and hills. Let me be keenly sensitive to all tender and beautiful thoughts, all uplifting ideals, all soul-broadening dreams. Make me perceive the beauty of this, Thy world, and grant me ever-deepening perception of the best in every man, woman and child with whom I come in contact. Help me to live each day bravely, simply, justly—and at night give me the healing benediction of that sweet and dreamless sleep that follows a well-spent day, Amen."—Mrs. H. E. Gillette.

HOME HINTS

(By Aunt Aggie of K. S. A. C.) Many a housewife is letting her vacuum cleaner loaf on the job, allowing it to do only part time work when it should be doing duty regularly.

True she has it clean the rugs and draperies. But that is about all. And the reason may be that the attachments, devised to make it do the attached work of a brush and other implements, are called "extras." That name may have given people the mistaken idea that the housewife can easily do without them.

One of these "extras" should do duty as a piano cleaner. Many a piano is tuned when it needs a thorough cleaning. Dust has settled on the sounding board, the strings and the felted hammers, all to the detriment of the tonal quality of the instrument. And when those hammers are dust laden they become tempting food for moths. Then the injured parts have to be refelted at some expense, or else the piano sounds "tinny."

A piano really should be gone over thoroughly, inside and out, every three months. With a vacuum cleaner this can be done in a few minutes.

An attachment will clean that rim of dust from the tops of door and window frames, picture moldings and high cupboards. It will poke its nose into the tufting of upholstered furniture and mattresses. It will whisk off the dust on the wall paper, on the tops of your books.

The cleaner itself ever minus those attachments could be used more. For instance it can be drafted to dry freshly painted woodwork and varnished floors. Remove the dust bag, let the motor run a few minutes so as to get all dust out, then place the cleaner where the breeze will play over the damp surfaces.

Turned on damp clothes, it will soon have them ready for ironing—a good thing to remember when one is washing dainty garments which should be dried quickly and which might be ruined by the strong sunshine. After a shampoo it will dry one's hair.

Do you want to rid the room of flies or mosquitoes? Sprinkle into a pan a good insect powder, turn into the pan the breeze from the cleaner. No insect can live in the smothering dust.

Want to deodorize the room? Then dip some strips of cloth into equal parts of turpentine and warm water, with a little oil of lavender to give a pleasing odor, and turn on the cleaner minus the dust bag. After letting the breeze blow into the rugs a few minutes the house will smell refreshingly sweet again.

LAUGH OUT AT SOUP—IT'S LIQUID HEALTH

(By Richard S. Bond)

Have you ever heard a housewife lamenting over the fact that some of her neighbors seem to live on soup? "I can't see how they live," she will say. "They have soup, soup, and then more soup—and yet, strange to say, the children are the healthiest little chaps around."

"Can't they afford anything else?" someone will ask.

"Perhaps not," is the reply. "It's a shame, isn't it? That of living on soup—always the same old thing."

The family that eats heavily of soup needs no pity—whether pover-

ty makes this economical dish a necessity, or whether wisdom is responsible for its constant serving.

Soup is by no means a tiresome dish—for there are as many varieties, flavors and forms of soup as there are of vegetables, meats or breads. The chestnut soup is as different from the Russian Borscht, as Turkish soup is from Bouillabaisse—and each of these delicious first dishes is entirely different from the soups commonly served by American families. Even with our own common soups, however, there is a wide difference. Tomato soup is by no means like vegetable soup, nor is consomme like cream of celery.

Yet all soups fall under one of two classifications or groups—those made from meat stock and those made without. Among the former, we have bouillon, broths and consommé, while among the latter are vegetable soups, stews, chowders and creams.

All soups are healthful, particularly those in which many vegetables, or much of one vegetable appears. In fact, in many homes, the only method by which the housewife manages to give her family the full benefit of the minerals and salts of vegetables, is by serving soup. In other cases, the vegetables are boiled until their health-giving qualities are soaked from them. The water is poured down the kitchen sink, and what is left is served at the table. In soup, all of the minerals and salts that are soaked from the potatoes, beans, peas, carrots, or whatever may be in the soup, are brought to the table and sipped from the side of a spoon.

—really, we should call it a medicine spoon, that is dipped time and time again into a pleasing, healthful, first-course dish.

Not only does the dish of appetizing soup increase the amount of minerals and salt obtained, but it whets the appetite for the courses to follow, unless it is taken in large quantities. If a heavy meal is to follow, a light soup like a bouillon or consommé is in order, but where the next course is a light one, the heavier, more nutritious soup should be served.

It is quite easily seen, therefore, that soup is a very desirable dish indeed—one that Americans should cultivate more and more. In Europe, housewives have learned to appreciate the soup pot much more than we do here. In France, particularly, it seems to be simmering over the fire constantly. Here they do not throw away the bit of celery, the half tomato left over or the little onion that is found in the bottom of the bag.

These health givers are dropped into the family soup kettle, to add another bit of flavor to that savory dish that is constantly being served.

Americans should learn to use new soups, so that they may vary their old favorites from time to time. Here are recipes for new tomato and potato soups that may prove pleasing.

Both contain vegetables. Both are well-flavored. Both are made more attractive and more nourishing by the addition of a small quantity of quick-cooking tapioca. Incidentally, two level tablespoons of this quick-cooking tapioca added to a quart of any kind of soup about fifteen minutes before removing from the stove greatly improve its flavor and add to its nourishing qualities.

Now for the recipes, which can be best appreciated when they are tried out:

Tomato Bisque

1 pint strained red tomatoes
2 level tablespoons butter
2 level tablespoons quick-cooking tapioca

1 1/2 pints hot milk or cream
Pinch of baking soda
Salt, pepper and sugar to taste.

To the strained tomatoes add butter, quick-cooking tapioca, salt, pepper, sugar and baking soda and cook in minutes in a double boiler. When ready to serve stir the hot soup gradually INTO milk or cream which has been heated to the boiling point. (Never stir the milk into the tomato as it may curdle.)

Serve with croutons, toast, or crackers.

Canned tomato soup may be used in this recipe by cooking two level tablespoons quick-cooking tapioca and a pinch of baking soda in 1 1/2 pints of milk or cream for 15 minutes, and then adding the soup which has been previously heated to boiling.

Tapioca Potato Soup

2 medium sized potatoes
1 onion
2 cups hot water
1 level tablespoon butter

1 level tablespoon quick-cooking tapioca
3 cups hot milk
Salt and pepper

Pare and cut potatoes and onion in



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GINGHAMS FOR EVERYDAY WEAR

Gingham is an old-fashioned cotton fabric, but the women of a generation ago did not know gingham in the ten or more varieties to be found on the counters of the department store today. The Bureau of Home Economics of the United States Department of Agriculture explains that the common characteristic of all types of gingham is that the yarns are dyed before weaving, or the cotton is dyed before the yarns are spun. This helps to insure fastness of color and produce a fiber dyed throughout the cloth.

Add the salmon, flaked with a fork. Cook for five minutes and add butter, seasoning, and egg well beaten. Serve hot on toast or crackers.

That three-quarters of a cup of salmon may have been all right at lunch, but if two or three friends dropped in for lunch, the housewife would perhaps feel embarrassed. This recipe, however, will furnish six liberal portions of a delightful creamed salmon dish that no housewife need hesitate to serve to guests. It is dainty, appetizing, and far more nutritious than the fish alone would be. In addition to the healthful tapioca, it furnishes milk, butter and eggs.

Although tapioca is being used extensively now for stews, omelets, rabbits and such dishes as the one we have just dealt with at length, it is, after all, in the minds of most women, a dessert food.

Probably it would be used more often, if women knew of more recipes. They hesitate to serve it too often for fear of the cry of sameness that might arise from husband or children.

A tapioca cream or pudding may be varied, however, without following a different recipe at all. Merely make some slight change in the flavoring, or in the fruit used, and a new dessert appears immediately. Again I shall explain my meaning by quoting a favorite tapioca cream recipe, and then showing how it may be varied in a dozen different ways:

Tapioca Cream

1 quart hot milk
1-3 cup quick-cooking tapioca
1-2 cup sugar

1 egg
Pinch of salt
Flavoring

Cook tapioca and salt 15 minutes in hot milk in double boiler, stirring frequently. Add one tablespoon of cold water to the egg yolk and beat well. At the end of 15 minutes stir the egg yolk and sugar slowly into the milk and tapioca. Cook until it begins to thicken like custard.

Remove from heat and whip the beaten egg white. Add vanilla, orange or any flavoring desired. The white of egg may be used as meringue if preferred.

This is delicious poured cold over any fruit or berries, either fresh or canned. Raisins, prunes, figs, dates or nuts may be stirred into it while cooking.

The above clearly shows the possible variations. An orange tapioca cream will taste much different than a prune tapioca cream, while a plain cream flavored with vanilla will instantly be changed.

By remembering this basic recipe, and also remembering

Many times within the past year or two have I had the pleasure of telling the readers of this magazine about pleasing desserts, crisp salads, healthful drinks and of other table delicacies.

Never, so far as I can remember, have I touched upon a food that has been increasing in popularity, so rapidly of late that it is a wonder to me that I have neglected it with you.

I refer to tapioca. Not to the old style pearl tapioca, that after much soaking our grandmothers used for puddings alone, but to the modern quick-cooking tapioca that is being used for soups, cereals, pie thickeners, rabbits, omelets, stews, desserts—for almost all kinds of dishes it seems.

Doubtless this will surprise some of my readers, who know of tapioca cream or tapioca pudding, but wonder how this food product could be used for soup or for cereal. In spite of my surprise, however, two level table-

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spoons of quick-cooking tapioca added to a quart of any kind of soup about fifteen minutes before removing from the stove greatly improve its flavor and add to its nourishing qualities. As for cooked cereal, the combination of this tapioca and any cooked cereal is delicious. Use equal quantities of each and cook the usual time.

There are several reasons why tapioca dishes should be served. In the first place, tapioca itself is very rich in easily-digested carbohydrates, so that tapioca dishes make an excellent and healthful food. Secondly, tapioca blends with a great number of other healthful foods, particularly with many that contain minerals and salts that most of us need. In the third place, a tapioca dish is an economical dish, particularly one where tapioca is used as an extending food—where a little cooked ham, or part of a can of salmon may be extended, or "stretched" into a satisfactory course for luncheon or dinner. Perhaps a recipe will make my meaning more clear here than anything else, so I shall give an excellent recipe in which the fish appears. This dish will make a very pleasing change for the Friday luncheon:

Tapioca Creamed Salmon

3-4 cup milk
1-2 cup water
2 level tablespoons quick-cooking tapioca

3-4 cup salmon
1 tablespoon butter
1 egg (if desired)
Salt and pepper

Heat the milk and water in a double boiler, add the quick-cooking tapioca and cook for ten minutes, stirring frequently.

Add the salmon, flaked with a fork. Cook for five minutes and add butter, seasoning, and egg well beaten. Serve hot on toast or crackers.

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DELIGHTFUL TAPIOCA DISHES—AND WHY YOU SHOULD SERVE THEM

(By Betty Barclay)

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