

Would "Intelligent Guidance" Be  
Solution of the Farmers' Problem?

The Following Article From the Pen of Edwin McKnight Offers  
Advice to Farmers and Is Worth Reading and Discussing  
—Whether His Method Is Sound Remains  
To Be Seen

The farmers of the United States are a large number of manufacturers with an enormous productive capacity in the aggregate of their different lines. They manufacture their wares without any orders obtained before hand from their consuming customers, as to the quantities required or prices to be paid therefor. They have not the slightest idea how much they should produce or will produce or how much money they should receive or will receive therefor.

They manufacture all they can and have done so ever since Noah built the Ark. Agriculturists only know how much they will get for their production after they have made it. When they over-produce, they receive what their customers are willing to pay, and frequently find out that they cannot sell at any price whatsoever. They violate all the rules of economics.

Imagine a large clothing corporation, manufacturing five million dollars worth of clothing without a single order obtained from the retail dealer therefor. Then imagine the same corporation going around begging the retailer to buy its cost plus a profit for the clothing. Would that corporation be a going concern very long?

Is it strange that the tillers of the soil do not make much of a money success of their business? Will it ever be possible for them to change their farming methods of uncertainty to ways of certainty?

Are there not good and sufficient reasons for enterprising young men refusing to engage in agriculture? Is there not some means by which American farmers can be lifted out of the quagmire of uncertainty as to the amount of compensation which they are to receive? There certainly is.

The Cost Plus a Reasonable Profit Price

It consists in finding a practical way to obtain a cost plus a reasonable profit price for their farm production in each and every year. The cost of all labor, of transportation, of storage, of interest on investment, taxes, insurance against the elements, an allowance for depreciation, and a reasonable profit are the principal items which in the aggregate make up a cost plus a reasonable profit price.

Economics

Economics, that science which treats of the development of material sources of the production, the preservation and the distribution of wealth and of the means and the method of living well for the State, the family, and the individual, teaches the farmer that, owing to their perishable nature, he can obtain the cost plus a reasonable profit for his farm products only by limiting the amounts produced to the seasonal quantity demands of marketable and willing to pay such profitable prices therefor.

Profitable and Unprofitable Production

When the farmer follows his economic mentor as to quantity of production, he awaits him; but when he exceeds the quantity ordered by his economic master, an unprofitable production always is his punishment.

Intelligent Guidance

Farmers can avoid unprofitable production by obeying an intelligent guidance directing and limiting the acreage sown. They can receive this intelligent advice through corporation or association organized and financed by the United States Government or in default thereof by themselves. Nearly all the various kinds of manufacturing in the United States, outside of the farming industry are now organized into corporations. The agriculturists are therefore up against organized capital, as represented by such corporations, and also organized labor as represented by the labor union.

Let us consider first the wheat producers, and remember that the same principles would apply to the cotton grower, the tobacco farmer, the truck gardener, and all the others. The United States wheat growers should have a corporation immediately, such as the United States Grain Corporation, or a well organized association with large capital, and with headquarters located in the centrally situated city. The officers, board of directors and employees should be honest, capable men, expert economists, statisticians, experienced wheat growing farmers and rail merchants. This corporation or association should have three separate and distinct departments, an information department, a production department and a sales department.

The information department should have as its principal object the ascertaining, through the county bureau agents, the officers of the granges, the managers of the wheat growers' cooperative organizations, and other necessary and capable employees at least three months before any wheat is sown, exactly how many acres the farmer intended to sow, and how many bushels of wheat he expected to harvest from the acreage so sown.

It should also find out the amount of what required for home consumption, and the quantity of the foreign markets would be likely to want, and be able to pay for; and then should make known to the wheat farmer, as the amount so obtained to guide them in the total acreage to be sown.

The production department taking into consideration the estimates of the information department, also the opinions of expert economists and statisticians, and the yield per acre after making allowance for the uncontrollable conditions, and further considering the requirements of the consumers at home, the export demands, all the surplus on hand if any, could form a reasonable accurate opinion as to whether or not there would be an unprofitable production of wheat at the following harvest time, if the wheat grower sowed the acreage they intended. If such were likely to happen, the production department should advise them to sow a certain per cent less acreage sufficient to prevent such a condition.

If it should appear that the intended acreage would not supply the total demand, then the department should direct the wheat farmers to increase the acreage by a certain per cent sufficient to equalize production with consumption, supply with demand.

Fixing the Price

In each and every year, prior to marketing time, the production department should fix and advise a cost plus a reasonable profit price for a bushel of wheat at a minimum price. The price should be increased slightly each month after the harvest, sufficient to allow for interest, insurance and storage.

The sales department should aid in obtaining the cost plus a reasonable profit price by assisting in securing transportation, credit, loans, storage, and by directing an orderly marketing of wheat.

President Tromble  
In Washington  
Gives Testimony In Mistletoe  
Yard Hearing Before Secretary  
Of Agriculture

Washington—With both sides representing the case as one of the great importance to the hog-raisers of Kansas and Missouri, dual arguments were made before Secretary of Agriculture Wallace, Monday, August 21, on the Mistletoe stockyards controversy at Kansas City, Kan.

I. N. Watson, attorney for Kansas City Livestock Exchange, J. P. Swift, representing a committee from the exchange, John Tromble of Salina, head of the Farmers' Union, and Sherman P. Houston of Maita Bend, Mo., representing the Missouri Live Stock Association, appeared to ask that the department put the Mistletoe or Fowler yards, owned by Armour & Co., under the same regulations and supervision as the public stockyards at Kansas City.

R. F. Feagans and Alexander Reichman, both of Chicago, attorneys for Armour & Co., argued that there was no complaint from the farmer over the way the Mistletoe yards were operated and no order should be issued against them, as they were private yards conducted in a manner entirely satisfactory to the public.

Decision in a Few Days

This case, perhaps the most important brought since the passage of the packer and stockyards control act, has been pending for months. Testimony was taken at length at Kansas City, a commissioner's finding of fact has been made; briefs have been submitted by both sides, and for more than two hours Secretary Wallace heard the matter argued. At the close of the hearing, he took the case under advisement. The decision will come within a few days.

Mr. Watson, appearing for the Kansas City Live Stock Exchange, contended that with several hundred thousand head of hogs being bought at the Mistletoe yards annually, they, in fact, constituted a public yard and should be supervised the same as the Kansas City stockyards. Secretary Wallace indicated that the legal authorities of the agricultural department did not consider the yards as public yards, but that they proceeded with the case on the basis of the fact that the Armour-owned yards nevertheless, if it was shown the general market was influenced unfavorably or competition destroyed by the way they were operated.

Effect of "Selected Shippers"

Watson contended that by having "selected shippers" throughout Kansas and Missouri send their hogs direct to the Armour yards, it destroyed competition in the country and lessened competition in the open market at Kansas City. Farmers shipped their hogs to the Mistletoe yards "on faith," he said, and had to take the packer's word on weighing, feeding, grading and price. If Armour & Co. were permitted to operate such private yards, there was no reason why the other packers should not be destroyed.

In rebuttal, attorneys for Armour said that the complaint against the Mistletoe yards came from the commission men, who did not receive commissions on the hogs, rather than from the farmers; that the yards had operated for years with hundreds of thousands of hogs being purchased annually in them, and the farmers would quit shipping to the yards if they did not get a fair deal. In spite of the fight of the commission men of Kansas City on the yards, they contended shipments were continuing at the old volume, showing satisfaction of the farmer.

Want Rule to Apply to All

Finally, they argued that if an order was made against the Mistletoe yards it would have to apply to all private yards of the independent packers in towns where there was no public market. They charged the commission men of Kansas City wanted the Mistletoe yards closed, not regulated. Watson, later denied this, saying all the commission men asked was that the government check and supervise transactions at the Mistletoe yards as it did at the big yard, especially as the farmer had no one to watch his interests at the Mistletoe yards.

Closing the arguments, John Tromble representing the Farmers' Union, said his organization had no interest in either the packer or commission men; that it feared destruction of the "open market" and competition in country buying of hogs if the Mistletoe plan was taken up by other packers. "We farmers want a square deal from you, Mr. Secretary," he said, "and we are sure we are going to get it."

GRAIN COMPANY HEAD

An upward movement in grain prices is in prospect, says President George E. Marcy of the Armour Grain company, in a signed statement. "The situation," he declared, "promises to be of such financial benefit to the American farmer that he will be in a position to materially and substantially improve general business conditions."

An orderly and gradual marketing of existing wheat stocks will end the present depressed price conditions, and there are tremendous economic factors at work to force slower and more stable marketing. A settlement of the coal strike will leave fewer cars for movement of grain, and the expected improvement in general business conditions should further affect the amount of equipment available. "Apparently," Europe will need around 100,000,000 bushels more wheat than last year, and leading United States bankers seem to be a unit in favoring help which will put Europe on its industrial feet and allow the natives to buy such food as they need. This will probably result in a continued big demand for American products.

"The farmer is now in a position to hold his grain for reasonable prices. With the farmer wisely holding back his grain and economic conditions working toward the same result, the end of the present low prices for farm products seems in sight, and as prices for grain go up better business conditions throughout the whole country will follow."

RULE 10 AND QUITTERS

In the organization of Danish Co-operative Societies, Rule 10 of the by-laws says:

"Any person who is a member at the beginning of a period or becomes a member during the period is bound to remain a member and observe his duties as such during the whole period, but can withdraw after the expiration of a period, if he has given notice to that effect one year ahead, if such notice has not been given the person is considered a permanent member for the next period, and so on."

PROTECTING THE PIG CROP

Give pigs special care after they have received double treatment against cholera. Through lowered resistance at this time they may get sick.

THE ORDER MARKETING

If the banks were certain that the price of wheat would not decrease but would advance slightly in the future, no difficulty would be experienced by the wheat growers in obtaining sufficient loans so as to carry the wheat for an orderly marketing; as all would not try at the same time to sell early, there would be no dependent fluctuations in price in the markets, harmful alike to the producer and the consumer, and beneficial to the speculator.

If there happened to be a surplus of wheat harvested in any year, there would be no difficulty in carrying such surplus over to the next year, because all would know the acreage could then be curtailed sufficient to prevent unprofitable production; and the cost plus a reasonable profit price could be maintained.

The stabilizing of the price of food products in each year would be very beneficial to the consumer. It would eliminate some middlemen and all speculation, and would cause the production of an abundance of food of high quality. If we should succeed in stabilizing the price of wheat, in this country, other nations would be likely to endeavor to follow our example.

The Chicago Wheat Exchange

Mills would not need the Chicago Wheat Exchange to hedge in to prevent losses, if they could depend upon the price of wheat.

Farmers Purchasing Power Less  
In 1922 Than In Pre-War Period

Secretary Henry C. Wallace in Address at Leesburgh Va., Declares  
Farmers Will Curtail Production If Necessary to Earn  
A Living Wage On the Farm

In the course of a talk at Leesburgh, Va., Monday afternoon, Secretary of Agriculture Wallace said:

"It is worth while to compare wages in the organized industries with the wages received by the farmer, as represented in the price he gets for the things he grows. A value of income whether it be in the form of wages or of money received for sales of products, is represented not in dollars and cents but in what that income will buy by its purchasing power."

"Take the average wage received by the coal miner, the mining industry of coal. In 1913 this wage per ton would buy 1.4 bushels of corn in Iowa; in 1921 it would buy 2.5 bushels of corn in Iowa. In 1913 the average wage would buy 7 of a bushel of wheat in North Dakota; in 1921 it would buy 1.3 bushels of wheat in North Dakota; in 1913 it would buy 4.7 pounds of cotton in Texas; in 1921 8.5 pounds. In 1913 7 pounds of hog in Nebraska; in 1921 14 pounds. In 1913 .8 of a bushel of potatoes in New York; in 1921 1.2 bushels. In 1913 11 pounds of sheep in Wyoming; in 1921 18 pounds. In 1913 1.6 bushels of oats in Illinois; in 1921 3.1 bushels. In 1913 2.4 pounds of butter in Missouri; in 1921 3.2 pounds."

"Taking the average yearly earnings of railroad employees, we find that in 1913 the yearly wage would buy 1492 bushels of corn in Iowa, and in 1921 412 bushels. It would buy 1023 bushels of wheat in North Dakota in 1913; in 1921 1466 bushels. In 1913 it would buy 6449 pounds of cotton in Texas; and in 1921 13,934 pounds. It would buy in 1913 102 hundredweight of hogs in Nebraska; and in 1921 267 hundredweight of sheep in Wyoming; in 1913; and in 1921 295 hundredweight. In 1913 it would buy 1 bushels of potatoes in New York; in 1921 1.6 bushels. In 1913 2174 bushels of oats in Illinois; in 1921 5109 bushels. In 1913 3309 pounds of butter in Missouri; in 1921 5285 pounds."

In 1913 the freight revenue per ton mile received by the railroads would buy 1.4 bushels of corn in Iowa; in 1921 this revenue per ton mile would buy 3.1 bushels of corn in Iowa. In 1913 1 bushel of wheat in North Dakota; in 1921 1.1 bushels. In 1913 6.1 pounds of cotton in Texas; in 1921 1.1 bushels. In 1913 6.1 pounds of cotton in Texas; in 1921 1.1 bushels. In 1913 10 pounds of hogs in Nebraska; in 1921 18 pounds. In 1913 1 bushel of potatoes in New York; in 1921 1.5 bushels. In 1913 14 pounds of sheep in Wyoming; in 1921 22 pounds. In 1913 2.1 bushels of oats in Illinois; in 1921 3.1 bushels. In 1913 2.4 pounds of butter in Missouri; in 1921 3.2 pounds."

In 1913 the price of a ton of coal 4.0 bushels of corn would buy 2.4 bushels of corn in Iowa in 1921 6.2 bushels; in July 1922, 9.3 bushels. It would buy in 1913 1.7 bushels of wheat in North Dakota; in 1921 2.2 bushels; in July 1922 4.4 bushels. In 1913 1.7 bushels of oats in Illinois; in 1921 3.1 bushels. In 1913 4.7 pounds of cotton in Texas; in 1921 8.5 pounds; in July 1922, 22.9 pounds. In 1913 16 pounds of hogs in Nebraska; in 1921 36 pounds; in July 1922, 53 pounds. In 1913 1.3 bushels of potatoes in New York; in 1921 2.6 bushels; in July 1922 4.7 bushels. In 1913 24 pounds of sheep in Wyoming; in 1921 45 pounds; in July 1922 70 pounds. In 1913 2.5 bushels of oats in Illinois; in 1921 3.1 bushels. In 1913 14.2 bushels. In 1913 5.4 pounds of butter in Missouri; in 1921 8 pounds; in July 1922 16.1 pounds."

In fairness it should be noted that before the corn wheat, hog, sheep, cotton, butter, or other farm products get to the consumer's table, good deal has been added to the price the farmer receives. This margin between the farmer and the consumer has considerably increased during the past eight years but it is also fair to note that a good deal of this increase has been due to the increase in the wages paid the people who handle these products. What these figures show is that the wages of the farmer, as represented by the prices paid for his crops, are lower than his wages were before the war, measured in purchasing power, while the wages of the workman, and especially in organized industries, are considerably higher than they were before the war, whether measured in dollars or cents or in purchasing power. The purchasing power of the railway employee in 1913 was 51 per cent greater than in 1921. The purchasing power of the wages of the coal miner in 1921 was 30 per cent greater than in 1913. The purchasing power of the farm hand who works for wages in 1921 was 4 per cent less than 1913, while the purchasing power of the farmer himself was, on the average, from 25 to 45 per cent less than in 1913.

In short, the farmers of the country, numbering almost one-third of our entire population, have borne together the heaviest burden of deflation. They have endeavored to get relief by all lawful means. They have petitioned congress and to every other agency which they thought might be able to help them, but while making these efforts to avoid their heavy losses they have not struck. They have not created disorders. They have kept on producing and in the face of extraordinarily low prices, have this year grown one of the largest crops in our entire history. The farmer believes

in law and order. He believes in government. He believes in fairness between man and man. He believes in working hard and producing efficiently.

If other groups would do as the farmer has done, our economic troubles would soon be over. Prices would soon be adjusted to their normal relationships. There would be work for everybody and at just wages.

But there are too many people who seem to be thinking only of themselves and how they can profit at the expense of the community at large, and especially at the expense of the farmer. The farmer is sick and tired of this sort of business. He is disgusted with these recurring disputes between capital and labor, especially as connected with the essential industries. He sees no reason why such disputes cannot and should not be settled in an orderly and lawful way and without the interruptions of service which cost him so dearly.

The farmer recognizes his obligation to produce food for people must eat to live. He demands that both the owners of the coal mines and the coal miners recognize their equal obligations to produce coal, and he demands the management of the railroads and the railroad workmen recognize also their obligation to keep trains moving, for unless the food he produces is moved promptly to market the people will starve.

If the various groups in this country are determined to prey upon one another and abandon law and order for strong arm methods, the farmer can take care of himself. He can reduce his production to his own needs. He can follow the example of some others and refuse to sell what he produces. But he does not believe in that sort of thing. He knows that such a policy would bring about in this great republic exactly the same sort of conditions that exist in Russia.

The farmer calls upon capital and labor to cease their petty bickerings and resume production, trusting to American institutions and the American sense of fair play to see that justice is done to both of them.

SCHILLING ADVOCATES

MARKET ORGANIZATION

Mr. W. F. Schilling, president of the Twin City Milk Producers of Minneapolis and St. Paul, has come out in no uncertain terms advocating the organization of co-operative marketing concerns to dispose of the farm products. In a recent address to the Chicago milk producers, Schilling said:

"Without cooperative marketing you are only getting surplus prices for your production. With co-operative marketing we are getting fluid milk prices for our milk that is used for milk purposes, and we avoid any surplus whatever by diverting the surpluses, and while obnoxious to every crop not needed in the cities to our own plants, where it is made into butter and cheese. We have 14 plants."

"When we had only a bargaining association the dealers made the price and we had to accept it, just as every bargaining association has had to do. If we didn't like the price all we could do was howl. That is how we learned that we would never get anywhere if we depended upon a bargaining association to get us prices for milk. We turned 'round' to a marketing company, built our plants, took care of our own surplus, and we are in position to get a price from the dealer that is equal to what the milk is worth."

"The surplus is what makes the price. You must prepare to handle this surplus yourselves, or you are not merchandising your product. If you make the dealer handle the surplus, you will get surplus prices for all your milk, just as you are now doing. That is why plants are necessary and why a marketing company is necessary."

"The dealers are not fools. They will use you as long as they can. If you have no surplus plants, no contracts, no control, your milk and money, you will be treated ever so much as the dealer who has no money. We found this out in our section years ago. This co-operation has brought to the farmer a section a better price for their milk in proportion to what it costs to produce it, than in any other like territory of America. At the same time we have won the confidence of the people of St. Paul and Minneapolis because they are receiving cheaper milk than any similar territory in the country. And they talk about surplus prices. Why, there isn't any such animal up our way. There is ten times as much milk as St. Paul and Minneapolis can consume in our territory, but we have no surplus milk thrown away—just as we have a marketing company that carries it. You have a surplus problem because you have not a marketing company. Our 14 plants and our warehouses are all taking care of our surplus problem."—Equity Union Exchange.

Farmers Purchasing Power Less  
In 1922 Than In Pre-War Period

Secretary Henry C. Wallace in Address at Leesburgh Va., Declares  
Farmers Will Curtail Production If Necessary to Earn  
A Living Wage On the Farm

In the course of a talk at Leesburgh, Va., Monday afternoon, Secretary of Agriculture Wallace said:

"It is worth while to compare wages in the organized industries with the wages received by the farmer, as represented in the price he gets for the things he grows. A value of income whether it be in the form of wages or of money received for sales of products, is represented not in dollars and cents but in what that income will buy by its purchasing power."

"Take the average wage received by the coal miner, the mining industry of coal. In 1913 this wage per ton would buy 1.4 bushels of corn in Iowa; in 1921 it would buy 2.5 bushels of corn in Iowa. In 1913 the average wage would buy 7 of a bushel of wheat in North Dakota; in 1921 it would buy 1.3 bushels of wheat in North Dakota; in 1913 it would buy 4.7 pounds of cotton in Texas; in 1921 8.5 pounds. In 1913 7 pounds of hog in Nebraska; in 1921 14 pounds. In 1913 .8 of a bushel of potatoes in New York; in 1921 1.2 bushels. In 1913 11 pounds of sheep in Wyoming; in 1921 18 pounds. In 1913 1.6 bushels of oats in Illinois; in 1921 3.1 bushels. In 1913 2.4 pounds of butter in Missouri; in 1921 3.2 pounds."

"Taking the average yearly earnings of railroad employees, we find that in 1913 the yearly wage would buy 1492 bushels of corn in Iowa, and in 1921 412 bushels. It would buy 1023 bushels of wheat in North Dakota in 1913; in 1921 1466 bushels. In 1913 it would buy 6449 pounds of cotton in Texas; and in 1921 13,934 pounds. It would buy in 1913 102 hundredweight of hogs in Nebraska; and in 1921 267 hundredweight of sheep in Wyoming; in 1913; and in 1921 295 hundredweight. In 1913 it would buy 1 bushels of potatoes in New York; in 1921 1.6 bushels. In 1913 2174 bushels of oats in Illinois; in 1921 5109 bushels. In 1913 3309 pounds of butter in Missouri; in 1921 5285 pounds."

In 1913 the freight revenue per ton mile received by the railroads would buy 1.4 bushels of corn in Iowa; in 1921 this revenue per ton mile would buy 3.1 bushels of corn in Iowa. In 1913 1 bushel of wheat in North Dakota; in 1921 1.1 bushels. In 1913 6.1 pounds of cotton in Texas; in 1921 1.1 bushels. In 1913 6.1 pounds of cotton in Texas; in 1921 1.1 bushels. In 1913 10 pounds of hogs in Nebraska; in 1921 18 pounds. In 1913 1 bushel of potatoes in New York; in 1921 1.5 bushels. In 1913 14 pounds of sheep in Wyoming; in 1921 22 pounds. In 1913 2.1 bushels of oats in Illinois; in 1921 3.1 bushels. In 1913 2.4 pounds of butter in Missouri; in 1921 3.2 pounds."

In 1913 the price of a ton of coal 4.0 bushels of corn would buy 2.4 bushels of corn in Iowa in 1921 6.2 bushels; in July 1922, 9.3 bushels. It would buy in 1913 1.7 bushels of wheat in North Dakota; in 1921 2.2 bushels; in July 1922 4.4 bushels. In 1913 1.7 bushels of oats in Illinois; in 1921 3.1 bushels. In 1913 14.2 bushels. In 1913 5.4 pounds of butter in Missouri; in 1921 8 pounds; in July 1922 16.1 pounds."

In fairness it should be noted that before the corn wheat, hog, sheep, cotton, butter, or other farm products get to the consumer's table, good deal has been added to the price the farmer receives. This margin between the farmer and the consumer has considerably increased during the past eight years but it is also fair to note that a good deal of this increase has been due to the increase in the wages paid the people who handle these products. What these figures show is that the wages of the farmer, as represented by the prices paid for his crops, are lower than his wages were before the war, measured in purchasing power, while the wages of the workman, and especially in organized industries, are considerably higher than they were before the war, whether measured in dollars or cents or in purchasing power. The purchasing power of the railway employee in 1913 was 51 per cent greater than in 1921. The purchasing power of the wages of the coal miner in 1921 was 30 per cent greater than in 1913. The purchasing power of the farm hand who works for wages in 1921 was 4 per cent less than 1913, while the purchasing power of the farmer himself was, on the average, from 25 to 45 per cent less than in 1913.

In short, the farmers of the country, numbering almost one-third of our entire population, have borne together the heaviest burden of deflation. They have endeavored to get relief by all lawful means. They have petitioned congress and to every other agency which they thought might be able to help them, but while making these efforts to avoid their heavy losses they have not struck. They have not created disorders. They have kept on producing and in the face of extraordinarily low prices, have this year grown one of the largest crops in our entire history. The farmer believes

in law and order. He believes in government. He believes in fairness between man and man. He believes in working hard and producing efficiently.

If other groups would do as the farmer has done, our economic troubles would soon be over. Prices would soon be adjusted to their normal relationships. There would be work for everybody and at just wages.

But there are too many people who seem to be thinking only of themselves and how they can profit at the expense of the community at large, and especially at the expense of the farmer. The farmer is sick and tired of this sort of business. He is disgusted with these recurring disputes between capital and labor, especially as connected with the essential industries. He sees no reason why such disputes cannot and should not be settled in an orderly and lawful way and without the interruptions of service which cost him so dearly.

The farmer recognizes his obligation to produce food for people must eat to live. He demands that both the owners of the coal mines and the coal miners recognize their equal obligations to produce coal, and he demands the management of the railroads and the railroad workmen recognize also their obligation to keep trains moving, for unless the food he produces is moved promptly to market the people will starve.

If the various groups in this country are determined to prey upon one another and abandon law and order for strong arm methods, the farmer can take care of himself. He can reduce his production to his own needs. He can follow the example of some others and refuse to sell what he produces. But he does not believe in that sort of thing. He knows that such a policy would bring about in this great republic exactly the same sort of conditions that exist in Russia.

The farmer calls upon capital and labor to cease their petty bickerings and resume production, trusting to American institutions and the American sense of fair play to see that justice is done to both of them.

SCHILLING ADVOCATES

MARKET ORGANIZATION

Mr. W. F. Schilling, president of the Twin City Milk Producers of Minneapolis and St. Paul, has come out in no uncertain terms advocating the organization of co-operative marketing concerns to dispose of the farm products. In a recent address to the Chicago milk producers, Schilling said:

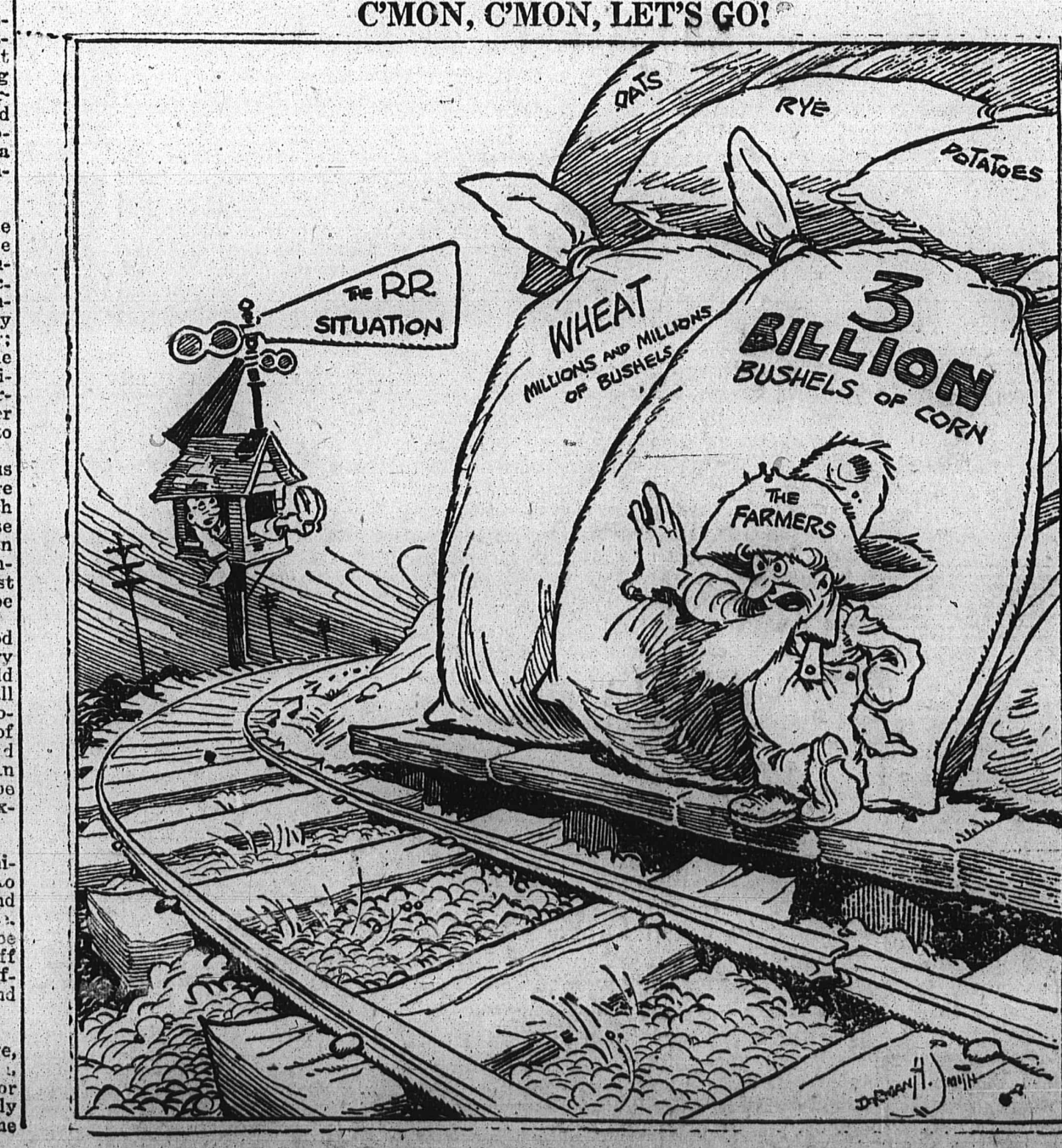
"Without cooperative marketing you are only getting surplus prices for your production. With co-operative marketing we are getting fluid milk prices for our milk that is used for milk purposes, and we avoid any surplus whatever by diverting the surpluses, and while obnoxious to every crop not needed in the cities to our own plants, where it is made into butter and cheese. We have 14 plants."

"When we had only a bargaining association the dealers made the price and we had to accept it, just as every bargaining association has had to do. If we didn't like the price all we could do was howl. That is how we learned that we would never get anywhere if we depended upon a bargaining association to get us prices for milk. We turned 'round' to a marketing company, built our plants, took care of our own surplus, and we are in position to get a price from the dealer that is equal to what the milk is worth."

"The surplus is what makes the price. You must prepare to handle this surplus yourselves, or you are not merchandising your product. If you make the dealer handle the surplus, you will get surplus prices for all your milk, just as you are now doing. That is why plants are necessary and why a marketing company is necessary."

"The dealers are not fools. They will use you as long as they can. If you have no surplus plants, no contracts, no control, your milk and money, you will be treated ever so much as the dealer who has no money. We found this out in our section years ago. This co-operation has brought to the farmer a section a better price for their milk in proportion to what it costs to produce it, than in any other like territory of America. At the same time we have won the confidence of the people of St. Paul and Minneapolis because they are receiving cheaper milk than any similar territory in the country. And they talk about surplus prices. Why, there isn't any such animal up our way. There is ten times as much milk as St. Paul and Minneapolis can consume in our territory, but we have no surplus milk thrown away—just as we have a marketing company that carries it. You have a surplus problem because you have not a marketing company. Our 14 plants and our warehouses are all taking care of our surplus problem."—Equity Union Exchange.

There are still a great many Kansas co-operatives that are operating in the dark. Their accounts are kept in slovenly fashion. They have no regular time for making up issuing statements, and their inventory values are unknown. They need the service of the Auditing Association.





## The Kansas Union Farmer

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

Entered as Second-Class Matter August 24, 1912, at Salina, Kansas, Under Act of March 3, 1879.

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

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

Subscription Price, per Year, \$5.00

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

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

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

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

ADVERTISING RATES ON APPLICATION

THURSDAY, AUGUST 31, 1922

### PAY UP FARMERS UNION DUES AT ONCE

Far too many members of the Kansas Farmers Union are delinquent for their dues for 1922. There are several reasons for this condition but none of them have anything to do with the necessity for maintaining and strengthening our organization. If there was a good argument in favor of joining the Union movement when brothers who have not paid their dues were admitted there are a hundred even better reasons for staying in and paying up.

It is true that many farmers are so short of money that it is a real sacrifice to raise and pay in the TWO DOLLARS and FIFTY cents due the organization. The conditions that have deprived the farmers of profits and made money so scarce are the very strongest arguments in favor of enlarging the organization.

It is reported that some members of the Union do not like to pay the FIFTY cents building fund assessment that is a part of the dues required for 1922 and 1923. With that matter of course the state official family has nothing to do. That building fund was provided for in an amendment that was passed by the State Convention and ratified by a referendum vote of the membership. It is a temporary tax that will not be collected after next year.

The Board of Directors of the Kansas Union has ordered the state secretary to drop all delinquent members from the mailing list of the official paper after September 14th. This may not be the greatest paper in the world but every issue contains several things that no farmer in Kansas can afford not to know. Most of the brothers who have not paid their dues read the paper and think a good deal of it. Very few want to be without it but all should know that it takes money to pay the printer and that no paper can be sent indefinitely without some cash in return.

It is certain that many secretaries in all parts of the state have collected dues which they have not yet remitted. Unless such remittances are made before the middle of next month a great many men who have paid for their own local secretary will have their names struck off the mailing list. All secretaries therefore are urged to be two things before September 14. First, take a day or two days if necessary to finish collection of all this year's dues and second, to be sure and send in all collections so that they will reach the office of the state secretary not later than September 14th.

Even if it pinches a little every member of the Kansas Union is able to pay his dues. Come on in brethren and let's make this the year when we are able to report to the National Union that Kansas has a one hundred per cent paid up membership in the Farmers Union.

### LOCAL UNION VIGILANCE COMMITTEES

Stafford county has very few delinquent members of the Union. It is almost one hundred per cent paid and it will stay that way as long as the methods now in effect are employed. Out there it is taken for granted that when a farmer joins the Union he knows why and is willing to pay his share of the expense of keeping up the organization.

Each Local has a committee of three members whose duty it is to see that all dues are paid within a reasonable time from the date that they accrue. This vigilance committee is not called on until a reasonable time has been given each member to settle with the secretary.

When the right time comes the Committee of Three gets the list of all delinquents from the secretary and in a body calls on and COLLECTS from each of the brethren who are behind. This may look like a drastic and unnecessarily harsh plan but it is based on the plain business fact that the Union cannot function on the enthusiasms of new members. It must have hard cash in order to meet the cost of doing things without which it might as well not exist at all.

It would be a mighty good thing if every Local Union in the state would appoint a Committee of Three to go out and get the coin from the members who have forgotten that it takes money to make the mare go.

### FARMERS UNION LITERATURE

Do you know as much as you would like to

about the Farmers Union? Do you ever feel the need of more specific programs and plans for your county or local union? Do you want to know everything about the progress of co-operation and cooperative marketing in the United States?

The National Union is doing what it can to spread information on these matters. Since the last National Convention was held in Topeka in November of 1921 three important and valuable pamphlets have been issued by Secretary A. C. Davis of Gravette, Arkansas. Every member of the organization could mightily well afford to get and study each of these little books. In the order in which they were printed they are as follows:

Minutes of the Seventeenth Session of the National Farmers Union. This contains the reports of the national officers, a running account of the Proceedings of the Convention, the reports of the various committees with a record of the action thereon, a list of all the delegates, and report of the election of officers. The Kansas State Union secured a supply of these Minutes sufficient for the use of all Locals. A few still remain unsold. Any Local that buys one for each of its members at fifteen cents a copy will make a good investment. Address all orders to Secretary C. E. Brasted, Salina, Kansas.

Organization, Practices, Methods and Procedure. A manual for the use of Organizers, Local, county and State Unions. This book contains specific directions for organizing and conducting local and county unions with an outline of procedure for state conventions. It has been very carefully prepared by Secretary A. C. Davis, Vice President W. C. Lansdon of the Nebraska Union. It contains a model set of By Laws for County Unions. Every Local in Kansas should purchase a supply of these pamphlets for the use of its members and officers. Address Secretary Davis who is selling them in lots of 200 or more for two and one-half cents each with a little higher price for smaller quantities.

"The Farmers Union and What It Stands For." is a historical sketch of our organization written by Secretary A. C. Davis who knows the whole story from the beginning. This pamphlet is to be used for advertising and propaganda purposes. Every organizer and every officer of a county union should have a supply. They can be obtained of Secretary Davis at a merely nominal price.

If the booklets are secured and read by the members all will have a much clearer knowledge of the history, purposes, achievements and possibilities of our great organization. Locals and county unions that adopt and follow the plans set forth in the Manual of Procedure will quit working at random and will very soon become powerful and effective organizations constantly doing something in the interest of their members.

### WHY COORDINATION IS DIFFICULT

There are a few impatient members of the Union and a good many poorly informed farmers outside of our organization who are still a good deal worried over the differences that prevent the co-ordination of the activities of the Union and the Farm Bureau Federation in this and other states. Perhaps as good an answer as any to the question as to why the two organizations cannot get together and work together is that the Federation is not now engaged in any work in which the Union is greatly interested and the Union is not doing anything that the Federation can assist in any great degree.

The Union needs no assistance in forwarding its local cooperative program in Kansas. It had organized and was conducting more than six hundred cooperatives in this state before the Federation was born. Every one of the great state wide co-operatives of the Union, the Grange, the Fire Insurance Company, the Auditing Association, the Live Stock Commission Company at Kansas City is from one to five years older than the Federation. It is only reasonable to suppose that the officers, members and managers of all these Farmers Union enterprises with years of successful experience behind them know more about co-operation than the bunch of raw amateurs in the Farm Bureau Federation can ever learn.

The assumption that the Union needs the Federation in Kansas is one of the obstacles in the way of united action. If all reports are true the Federation needs the Union or needs some other positive force to check its disintegration and loss of membership but the Union certainly does not need the advice or the assistance of the Federation in managing its enterprises and in forwarding its program of organization, education and cooperation.

Another obstacle in the way of coordination is the calm assumption by the Federation of credit for accomplishments in which it had little if any part. It has claimed to be the daddy of the Farm Bloc and to have called and managed the first meeting of that more or less mythical combination of senators and congressmen. All the connection that the Federation had with that movement was to furnish a place where the first meeting was held.

Several measures designed to provide farmers with operating capital are now pending in congress. Not one of the bills under consideration originated with the Federation. Not one of them is based on any official demand or resolution of the governing body of the Federation. It is now almost certain that congress will adopt some measure based on the Farmers Union demand for a reorganization and continuation of the War Finance Corporation as a credit agency for agriculture only. The press agent of the Federation is trying his darndest to put his organization in the band wagon and in a recent letter to Merideth's paper, Successful Farming, said:

"The credit sub-committee of the Farm Bloc is holding nightly meetings with the American Farm Bureau Federation in order to draw up a piece of legislation which will combine the best features of all the pending

bills. "The exact form which it will take will largely depend on the outcome of a series of conferences now being held by the farm leaders in Congress and officials of the Farm Bureau Federation."

If this story is true the constituents of the sub-committee referred to which is made up of Capper, of Kansas; Ladd, of North Dakota; McNary, of Oregon; Jones, of Washington; Kendrick, of Wyoming; and Swanson of Virginia should have their senators' heads examined to see if boring them for the simples might not be good for what ails them. If it is a lie, which it undoubtedly is, the committee should bar the Federation representatives from its meetings. Merideth should get a new heart and a new Washington reporter, and the farmers who read Successful Farming should throw all future issues of that paper into the waste basket to be used for kindling or for other useful but nameless purposes. The story is an insult to the senators named and an affront to the representatives of every real self help farmers organization who is in Washington trying to better credit facilities for agriculture.

It is easy enough to suggest that the lion and the lamb get together but who is to decide which animal is to be on the outside?

### THE WAY TO CO-OPERATE IS TO CO-OPERATE

If two organizations made up of the same sort of folks and trying to do the same things exist in the same state, county or community it is certainly sensible and right for them to help each other. If they get into a fight they are certain to hamper and impede the purpose for which each exists.

If one such organization has only members and a program but no agencies for carrying out its policies it is evident that it cannot create such necessary agencies except by duplicating facilities that the other has already set up. This, of course, is assuming that the second organization has raised the money and established the co-operative institutions that are essential and fundamental.

Some such situation exists in Kansas and several other states. In our state the Farmers Union has been carrying on a constructive co-operative program for many years. Our members have invested something like \$15,000,000 in co-operative plants and operating capital. Our existing, successful enterprises are functioning successfully and through them our members and all other farmers of Kansas have been greatly benefited. Our co-operative elevators have enabled all Kansas growers to get a fair price, honest weights and correct tests for their grain. Our distributing agencies have made large savings for farmers. Our insurance companies and other state wide co-operatives have rendered valuable service. Our program and its successful results have attracted favorable notice from all the world. Our business is well established and deserves the support of all Kansas farmers.

In addition to our business enterprises the Farmers Union has about 2,000 community organizations or Locals in this state that are doing a wonderful work for their membership. More than two-thirds of our Kansas counties have county organizations that are useful, helpful and educational. Our state organization is made up of men who know what they are about and have the courage and the ability to achieve success.

The Kansas Farm Bureau Federation has a considerable number of farmers enlisted in its support. It has no community organizations or business associations. Its members have not a dollar of investment in co-operative enterprises. None of its members or leaders have had any experience in or training for co-operation. The Bureau suggests that the organizations forget their differences and work together for the benefit of agriculture and of all the farmers of the state. The suggestion is sound. How shall such a co-ordination be effected?

Obviously by each organization supporting the program and the enterprises of the other. This means that if the Bureau people are in earnest in their expressed desire for harmony that they should ask all their members, and members is all that they have, to support the well established co-operative enterprises of the Union. This support should extend to both local and terminal associations. The Union has a successful live stock commission company in the stock yards at Kansas City. That enterprise is entitled to and should receive the support of the Bureau if there is to be a union of the two forces. The Union has two extraordinarily successful co-operative insurance companies. Those associations should be supported by the Bureau.

The Bureau has no community organizations. If its leaders are sincere in their desire for co-ordination they should ask all their members to join locals of the Farmers Union and support all Farmers Union Co-operative enterprises. In short as the Union is in almost undisputed possession of the fields of local organization and co-operative business it is entitled to the support of the Bureau in both ways. It is hardly reasonable to ask that the Union consent to the destruction of any of its own enterprises and to the termination of any of its own activities for no other purpose than to assist in setting up similar undertakings and engaging in identical activities directed by some one else.

The way to co-operate is to cooperate. The Kansas Farmers Union will welcome the co-operation of the Kansas Farm Bureau Federation in the support of its many splendid and successful enterprises and in the further extension of its community organizations and is quite willing to do its part in forwarding any legitimate and necessary function which the Bureau may develop for itself.

Too many farmers are impatient. There are a lot of things that should be done right now that must wait. The Union cannot afford to waste its strength bucking a stone wall when there are so many ways in which it can do real work even with its present membership, influence, and resources.

## COMMENT ON WORLD'S NEWS FOR WEEK

### Laws Are Made to Be Observed

By all classes of citizens as well as by those friendly aliens who have elected to reside in our midst for the revenue that can be obtained by living and working in these many and beautiful United States. This applies with equal and binding force to plain folks on foot to professional law breakers, and to officers of the public.

The trouble with Law Enforcement agencies, the Ku Klux Klan, and various other agencies and individuals that have dedicated themselves to the land law task of seeing that laws are observed and enforced is that they commence at the wrong end of the problem. Society has provided itself with a constantly growing and highly expensive body of law officers and law enforcers. The prevalence of crime and vice indicates very clearly that a lot of highly paid policemen are not doing their duty.

The Klan and the various agencies that demand law enforcement would concentrate on the incompetent, dishonest and cowardly officers of the law and prosecuting attorneys who would make more progress and subject themselves to much less criticism.

### Petting Parties on Public Roads

Are becoming such a nuisance in many parts of Kansas that many indignat farmers are taking law enforcement into their own hands. One man near Hutchinson used a double barreled shot gun with such effective results that the lady involved in a white robe and a mask. It is reported that many other farmers in various sections of the state are about ready to do a little shooting.

All this is wrong. Petting on the public highways can be broken up by getting the license numbers of the cars driven by the offending parties and with the proper evidence report all such cases to the county attorney. Of course there is the possibility that the prosecuting officer may even then fail to do his part. In that case the state laws provide for ousting him from the job which he has neither the ability nor the courage to fill.

### Constabulary for the State of Kansas

Is again being demanded by the Kansas City Star and by various other of our self elected guardians. The latest reason given for the necessity of a force of state policemen or constabulary is the demand for some effective agency for suppressing petting parties on the public roads. No doubt the situation is very serious but the remedy proposed is rather severe. If it is to be maintained enough policemen in uniform to enforce all the provisions of all the laws on all the fifteen thousand or more miles of Kansas highways the tax levy will take a big jump after the next session of the legislature.

Kansas already has the proud distinction of being the only state or nation in the world that ever called out the cavalry, the artillery and the machine gun battalions to suppress a mob of women armed with tea kettles and other such feminine but effective weapons. If we now organize an army of rangers to suppress petting on the public roads we will be so far ahead of all other states in freak uses of armed force that we need never fear any further competition in that particular field of governmental activity.

### Seniority Blocks Railway Peace

Is the news that that was given out last week. This means that the railways are pretending that they want to protect the rights of the scabs who are now at work in the places of the striking shop men. Every one knows that this is more camouflage. The scabs themselves know that they are not going to be protected even if the roads have their way in the strike settlement. The first men to lose

their jobs after a new contract is made will be the strike breakers. They are not the sort of man who stick and they are not the kind of workmen that the railroads want on their pay rolls.

The railroad contention against seniority is not for the purpose of protecting the scabs who are doing their noblest to make it impossible for a self respecting workman to earn a decent living for himself and family. Its sole object is to punish the men who have the courage and the pride to organize for their own protection.

### Primary Elections Cannot Be Abolished

Even though all the forces of graft and corruption are arrayed against them. The primary is the only democratic agency that allows the plain folks to have a say in the selection of public officers. It is all too true that a whole lot of the afore mentioned plain folks refuse to exercise their right of anything wrong with the principles of the primary.

Farmers were a good deal interested in the result of the Kansas primary election. But they did not turn out very well. In one precinct in a western county where there are 171 qualified voters only thirty-two votes were cast for the candidates of all parties.

And it can be proved that the average farmer for the rural precincts over the state was not even that good. If the farmers of Kansas find themselves with insufficient representation in the legislative and executive branches of the state government they should know that they are to blame. They do not take advantage of their opportunities and of their numbers.

The primary would be alright if all the voters would do their duty. The only trouble with it now is that too many Kansas men and women who are twenty-one years old and able to read and write are slackers on election day.

### Phil Campbell Is a Good Congressman

In a position of the greatest importance and authority. He has stood by the organized farmers of Kansas and the country in all efforts to secure legislation in the interest of agriculture. The farmers did not defeat Campbell in the Third District Primary. They voted for him very generally.

Campbell incurred the opposition of labor and lost some votes in that way but the force that beat him was the money and the influence of the oil producers who demand his re-election because he would not devote all his time to the job of persuading congress to put a prohibitive duty on the importation of oil and oil products from foreign countries.

There is every reason to believe that the same forces that defeated Campbell in the primary will be used to secure the election of his opponent who is said to be the president of the Oklahoma-Kansas Oil Producers Association. Oil is a big thing in the state. It is a big thing in the nation. But even oil must take a second place in comparison with agriculture.

### Ford Will Close Down

All his manufacturing and assembling plants on September 16. This is not because his business is not good. He is now making 5,200 cars daily and has a certain market for 5,300. He is forced to quit because he cannot get sufficient coal for his operations.

More than 300,000 workmen will be thrown out of employment just at that season of the year when it will do the most harm. The men themselves will be unable to accumulate the surplus savings necessary to take care of the increased expenses of the coming winter. The market for food and other farm products will narrow. The business of thousands of distributors will be disarranged and in many places utterly wrecked.

The Ford shut down is probably only the first of many others that will be forced by the coal shortage. It is high time for the government to compel the reorganization of an industry so vital to the public interest.

### Wages Are Not Too High

If the recent action of the steel industry is any indication of real conditions. That corporation has just advanced the pay of all its workmen about twenty per cent. It is long been the custom to regard steel sales as a true index to business conditions. If this great company is able to add one-fifth to the wages of its employees it is evident that the railways and the coal operators can struggle along for awhile without reduction.

The railroads, up to the beginning of the present strike, were the most prosperous of all American industries. Their own representative newspaper organ, the Wall Street Journal boasted that their earnings for the first six months were sufficient to take care of all capital and betterment requirements for the entire year.

How would it be for the president to notify the roads that they must resume business at once on the old wage scale or have their properties taken over for operation by the government?

The Kansas Controls Texas Politics. Through the primary elections. In the so-called "run off" for senator the candidate of the white robed fraternity was nominated over Jim Ferguson who took a position in opposition to the program and policies of the "invisible empire." There are now three political parties in the Lone Star State—the republicans who are neither numerous nor powerful, the democrats who still believe that the people and their regularly elected officers are able to enforce the laws and the Ku Klux Klan which boldly announces that the laws and the moral code can be enforced in that state only through the activity of an oath bound secret organization.

If conditions are as bad in Texas as members of the Klan say it is only too plain that some sort of a vigilance committee is required to restore decency and order. The voters must decide whether they have the courage and the civic virtue to clean house for themselves or to leave that job to the Ku Klux Klan.

La Follette's Political and Personal. He is a good congressman. He will be renominated for the United States senate in the Wisconsin primaries which will be held next Tuesday. They claim, however, that if his majority is less than 100,000 the result will be a "moral victory" for the republicans who have fought Senator La Follette since he entered politics.

The people of Wisconsin, regardless of politics, trust, admire and honor Robert M. La Follette. He has spent all the active years of a long life in fighting privilege and monopoly in the interest of the common man. No public or private act of the great senator has ever detracted from the confidence that his people in his own state and all workers throughout the country have in the champion of their rights.

France Had a Bit of Good Luck. Last week. One of her super dreadnoughts ran on a rock and was sunk. If the other first class ships of that and all other navies could be wrecked without loss of human life they would thereby make their only possible contribution to the cause of human happiness.

There was also some bad luck for France in the weeks events. It is now nearly certain that a French army will soon occupy a considerable portion of industrial Germany. This movement will prolong the animosities of the war, reduce German production and indefinitely postpone any reasonable settlement of the German debts to the allies.

Collins The Irish Patriot. A soldier and statesman is dead. He was assassinated on Irish soil while doing his best to advance the cause of Irish freedom and progress. No one knows the name of the murderer. One group in Ireland will charge the death of this noble and distinguished Irishman was brought about in some way by the English to serve English ends. Doubtless the real truth will never be known.

The murder of Collins following soon after the death of Arthur Griffith deprives Ireland of leadership badly needed at this time.

### MINUTES OF EXECUTIVE BOARD

MEETING AUGUST 18, 1922.

Meeting was called to order with President Tromble in the chair with directors Collins, Lippert, Anderson and Peterson, Director Huff coming in shortly after. Treasurer Elias and Secretary Brasted were present.

The minutes of the last meeting of the Board were read and after a short discussion they were adopted in form.

President Tromble having to leave for Washington, D. C. Vice President Lansdon took the chair and presided the remainder of the time the Board was in session. The Board listened to the reading of the Secretary's report of the monies he had paid out during the months of May, June and July. This report was an itemized report by month of all expenditures for the period. A few questions were asked by Board Members and no action taken.

Meeting adjourned to meet at 1:30 p. m.

Board met with Vice President Lansdon in the chair. All members present.

The Board then listened to the reading of the auditor's report by B. E. Corporan, auditor. After discussing to some length it was decided to call Dan Thurston before the Board to explain certain features of the report. Mr. Thurston made the explanations called for after which the report was adopted.

August 19, 1922.

Board met at 9 a. m. with Vice President Lansdon in the chair. Moved by Director Anderson and seconded by Director Peterson that a statement be prepared in explanation of the mileage book account of Secretary Thurston. Also the organizers

see account of Director Lippert covering the time Dan Thurston was State Secretary, and that such statement of explanation be incorporated in the minutes. Also be placed in the Books of Record and that Dan Thurston be requested to sign said statements. Motion carried.

Director Huff and Director Anderson were appointed to act as a committee to carry out the provisions of the above motion.

The Board then took up the consideration of bills and the following bills were allowed and ordered paid.

President John Tromble, salary and expenses \$777.16.

Less amount paid him by National Union for services \$80.00.

Vice President Lansdon, 3 months salary \$300.00.

Roy Schmidt, services and expense \$25.00.

Alfred Docking, 2 days service \$10.00.

M. O. Gleason, salary and expense \$60.08.

O. M. Lippert salary and expense \$457.68.

C. E. Huff, service and expense \$51.50.

V. C. Anderson, service and expense \$54.94.

Anton Peterson, service and expense \$28.61.

C. E. Brasted, salary \$625.39.

H. D. Collins, salary and expense \$55.02.

Moved by Director Peterson and seconded by Director Anderson that Mrs. Lorena Browning be appointed assistant Secretary, term beginning May 1, 1922.

Moved by Director Huff and seconded by Director Lippert that the

subscription price of the Kansas Union Farmer shall be made One Dollar (\$1.00) per year.

On motion and vote the meeting adjourned subject to the call of President Tromble.

C. E. BRASTED, State Secretary.

### TEAMS VIE FOR DINNER IN MEMBERSHIP CONTEST

A novel manner of increasing the membership of a co-operative livestock association was recently reported to the United States Department of Commerce and Agriculture from Waterloo, Ind. Shortly after the association was organized the members divided themselves into two teams to get members, and an agreement was made that the losing team should pay for a dinner for the entire membership. As a result of the plan, the strongest kind of competition to increase membership developed. Farmers who were not members of the association were even roused out of bed at night and solicited for membership. When the campaign ended all but three farmers in the entire community had joined the association.

### CO-OPERATION IN SHANGHAI

A co-operative society has just been organized at the Fuh-Tan University, in Shanghai, China. The name of the society is the "Ming Co-operative Association." We are assured that this is the first co-operative to be organized in China. This pioneer group is in touch with The League, and is profiting by American education and experience.

He figures on buying an island and using it to the back of the boat.







# Department of Practical Co-Operation

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

**M. O. Glessner**  
Sept. 4—Barnes.  
Sept. 12—Nemaha County.  
Sept. 15—Haworth Quarterly Meeting.  
Sept. 27—Alta Vista.

**W. C. Lansdon**  
Sept. 4—Marion County Farmers' Union Picnic.  
Sept. 15—Marshall County.  
Sept. 27—Mitchell County Picnic.

**John Tromble**  
Sept. 4—Topeka.  
Sept. 9—Garnett.  
Sept. 27—Beloit.  
President Tromble has been called to Washington, D. C., and his speaking engagements have been cancelled from August 19th to September 1st.

**O. M. Lippert**  
Sept. 4—De Soto.  
Sept. 7—Morganville.  
Sept. 15—Cedarvale.

**C. E. Brasted**  
Sept. 4—Cedarvale.  
**UNION MEETING NOTICES**  
Notices of Farmers' Union meetings will be printed under this heading without charge. Secretaries should send in their copy at least two weeks before the date of the meeting.

**In Mar County**  
Marion County Farmers' Union will hold their annual picnic on Labor Day, Sept. 4th. They have asked for W. C. Lansdon to be with them and he will be there if it is at all possible for him to do so.

**At Alta Vista**  
There will be a Farmers' Union picnic at Alta Vista on Thursday, September 7th. M. O. Glessner will speak in the afternoon.

**In Mitchell County**  
Wednesday, September 27th, is Farmers' Union Day at the Mitchell County Fair. M. O. Glessner is billed as their speaker. If he cannot fill the date, President Tromble will be there.

**At Hanover**  
The Washington County quarterly meeting will be held at Hanover September 6th. State Lecturer M. O. Glessner will speak.

**To Local Secretaries And The Membership In General**  
We have the State Constitutions for 1922, "containing the Amendments as adopted," ready for distribution at 6c per copy.  
C. E. Brasted, Secretary.

**AT BARNES**  
R. T. Schofield writes from Barnes asking for M. O. Glessner on September 4th. It will be convenient for him to go there on his way to Hanover where he speaks on September 5th.

**AT MORGANVILLE**  
Morganville is planning a Fall Festival to be held on September 6-7-8. They have asked for O. M. Lippert to represent the Farmers' Union on September 7th. Mr. Lippert will be with them on that date.

**IN ANDERS' COUNTY**  
Anderson County Farmers' Union is planning a big picnic for September 9th. The picnic will be held in a grove four miles south of Garnett. C. E. Brasted, a member of the committee on arrangements, has asked for President Tromble to be the speaker of the day. Mr. Tromble will endeavor to be there but in the event that it is impossible for him to fill this date, a very able substitute will be sent.

**AT CEDARVALE**  
George Beouy has written asking for C. E. Brasted to speak at the Farmers' Union picnic at Cedarvale on September 4th. Mr. Brasted will be with them on that day.

**AT DE SOTO**  
The Farm & Union members of De Soto are planning a picnic for Labor Day, September 4th. O. M. Lippert will deliver the address in the afternoon.

**IN MARSHALL COUNTY**  
The third quarterly meeting of the Marshall County Farmers' Union will be held September 15. Vice President W. C. Lansdon will be with us at that time.  
Richard H. Mackey, Co. Sec.

**IN NEMAH COUNTY**  
Joel Strain, county secretary of Nemaha County, writes that they are in need of a man from the State lecture bureau to revive the Union work in that county and to establish new locals. The State Secretary has detailed M. O. Glessner, state lecturer for this work and he will report for duty in Nemaha County on September 1-2.

**AT OLPE**  
John E. Mulroy of Olpe, writes that the Farmers' Union people in that vicinity will hold a picnic on September 13 and have asked for Vice President Lansdon to be the speaker. Mr. Lansdon will endeavor to be with them on that date.

**IN McPHERSON COUNTY**  
The next quarterly meeting of the McPherson County Farmers' Union will be held at McPherson in the P. A. hall on Monday, September 4th, commencing at 2 p. m. All locals are requested to send delegates.  
O. E. Richards, Sec.

**IN GOVE COUNTY**  
The Gove County Farmers' Union will meet at Gove City, Wednesday,

September 13th at 2 p. m. All locals please send delegates.  
Henry Springer, President.  
A. B. Fraenkel, Secretary.

**NOTICE TO LYON COUNTY MEMBERS**  
Emporia Labor Council has asked that all members of the Farmers' Union be their guests at the big Labor Day picnic to be held in Emporia, Monday, September 4th. Let us show these folks that we appreciate their courtesy and co-operation by a large attendance. The executive committee is especially urged to attend that plans may be made for a fall campaign.  
Charles Day, Co. Pres.

**AT BERN, KANSAS**  
The third quarterly meeting of the Nemaha County Farmers' Union will be held at Bern, Kansas, on September 12th commencing at 10 a. m. Local secretaries are urged to see that their delegates are in attendance as everything has been done to make this one of the most interesting meetings of the year. Besides having Mr. H. Kiel, of the Farmers' Union Live Stock Commission of St. Joe, Mo., Mrs. Alice Williams, one of the best women speakers in northeastern Kansas, will address the meeting in the afternoon. Everybody is invited.  
Joel Strain, County Sec. Treas.

**AT BELLEVILLE**  
The third quarterly meeting of the Republic County Union will be held at Belleville, Wednesday, September 6th, commencing at 1 o'clock. All locals are urged to have a full delegation present.  
G. R. Bundy, President.  
Charles Hanzlick, Secretary.

**AT LAWRENCE**  
The annual picnic of the Douglas County Farmers' Union will be held in Holcomb's Grove, southwest of Lawrence on Labor Day, September 4th, commencing at 10 a. m. O. M. Lippert and James Anderson will be the principal speakers of the day. Arrangements have been made for the usual picnic attractions and we want you to bring your friends and help us make it a big day.

**GREAT MEETING AT LEONARDVILLE**  
Leonardville, Kan. Aug. 14, 1922. Editor Kansas Union Farmer: The Riley County Farmers' Union No. 45 held its quarterly meeting at Riley, Kan., Aug. 12. A good sized crowd were present, the forenoon session was used to appoint committees and getting the meeting started. At one o'clock meeting again called to order by President John Toy, after a short business session a good program was given by the members of the nearby locals, followed by a talk Brother M. O. Glessner and believe me he did talk Union and co-operation. I only wish that every member of Riley County would have been there.  
Am inclosing the resolutions which were adopted, these resolutions I wish you to publish in The Kansas Union Farmer. You may also publish this letter if you wish.  
Fraternally Yours,  
GUST LARSON, Sec. Treas.

The following resolutions were adopted by The Riley County Farmers' Union No. 45 in session at Riley, Kansas, Aug. 12, 1922.  
I. We our committee of Resolutions submit the following:  
If a local is in a state of deterioration and too weak to maintain their own existence that such local should join a good live local if convenient in order to encourage the membership of such delinquent local to keep up their membership in our organization.

II. We favor the acceptance by the United States of America of the taking over of the Mussel Shoals plant.  
III. We favor the operation of mines and railroads on a co-operative basis, as a preventative of strikes such as now exists.

IV. We favor the suspension of all concrete and brick surfacing of roads until the prices of materials are greatly reduced and the general economic condition of our country warrants the construction of such highways.  
V. We demand the abolition of all unnecessary state boards, commissions, inspectors, especially those whose duties can and should be performed by the local officers.

VI. We demand the amending of the road law to reduce the highway commission from three members to one, and give to boards of county commissioners authority to spend all road funds and permit them to employ, compensate and discharge highway engineers.  
VII. We urge the repeal of all laws granting to boards and to commissions authority to issue bonds or obligations of any district without first submitting the proposition to a vote of the people obligated.

VIII. We advocate the submission of an amendment to the state constitution prohibiting the issuance of tax-exempt bonds.  
IX. We urge legislation to put into effect the constitutional provision for the initiative, referendum and recall.  
X. We demand the restoration to the respective cities and counties of the local self-government usurped by the state.

XI. We are opposed to legislation creating new county and state levies such as for a state constabulary, the various codes, etc.

**XII**  
We urge the repeal of the so-called mob law by which municipalities are unreasonably held responsible for mere minor disturbances.

**XIII**  
We favor a law providing that all school, township, city and county blanks and blankbooks shall be supplied by the state printing plant.  
(Signed)  
John L. Larson  
Dell Wickham  
John Linn, Sr.  
Alex. Graevenstein  
J. A. Jordan.

**AT CORONADO HEIGHTS**  
The North Side Local of Lindsborg held a most enjoyable picnic at Coronado Heights Aug. 10, 1922. Senator Docking, of Manhattan spoke in his usual eloquent way. Dr. Philblad also gave an address. The Salemborg Farmer Band rendered excellent music during the evening. Refreshments were served and a general good time was had by all. This is an annual event with us and seems to create more interest every succeeding year. We take in new members every now and then and are going strong. Our elevator is doing a good business and is prospering.  
Geo. S. Jacobson, President.  
Walter Helin, Secretary.

**FARMERS UNION SONGS**  
Editor Kansas Union Farmer, Clio, Iowa.  
I have been asked by several different members from here to send the Farmers' Union songs and thinking perhaps other members of our organization would like to have them, I am sending them to you for publication in your valuable paper as in this manner they will reach a much greater number than I possibly could hope to.

**Tune of THE OLD OAKEN BUCKET**  
How dear to our hearts is the old Farmers' Union,  
As we fondly work for its interests anew.  
We attend all the meetings, both local and county.  
Our problems to solve and our interests to view.

The wide spreading field and the men that stand by it,  
To labor and toil for the ones we hold dear;  
But it takes all our money for interest and taxes,  
And we don't have a cent at the end of the year.  
The Iowa Union Farmer we hail as a treasure,  
For often at noon we returned from the field,  
We find it a source of exquisite pleasure,  
The purest of knowledge that writers can yield.  
And we read down the columns to get information,  
Of all vital questions that confront us today.  
We feel we see the great day in the future,  
With cost of production plus coming our way.

Now we've all started out to run our own business,  
To knock down the prices on things that we need;  
To knock down the middleman's excessive profits and greed.  
The greater Iowa Association, The State Highway Commission,  
Will vanish away when we establish our plan.  
We'll put Colonel Brookhart in the Legislature,  
And establish the cause for which we loyally stand.  
Composed by  
Clinton Local Quartette,  
Clio, Iowa.

**TUNE THE CHURCH IN THE WILLOW**  
There's a ranch in a far off fertile valley,  
No livelier place in the West.  
No place is so dear to us children,  
As our little old home in the West.  
Oh! Boost, Boost, Boost, Boost for our home in the Valley.  
Oh! Boost for our home in the West.  
No place is so dear to us Farmers,  
As our little grey house in the West.  
When came good news for the Farmer,  
From the old State Capitol at Topeka,  
We could co-operate in our buying,  
Anything that we need to eat or wear.  
Oh! Boost, Boost, Boost, Boost for the Farmers' Union,  
Oh! Let us all Boost everywhere.  
There's some one who will help us,  
Let us all do our full share.

They have organized a State Farmers' Union,  
And a Shipping Association too;  
They are willing to help and to aid you,  
So the profits will all come to you.  
O! Boost, Boost, Boost, Boost for the Farmers' Union.  
Let us all Boost—It Means You.  
They are always willing to help you,  
They are going to carry you through.  
Composed by  
Clinton Local Quartette,  
Clio, Iowa.

**BRITISH COOPERATORS AID MINERS**  
Detailed reports of the 54th British Cooperative Congress which have just reached this country, states that the All American Cooperative Commission of Cleveland, show the natural interdependence of cooperation and trade unionism. Cooperative credits and loans given to the destitute miners by the cooperative societies during the past year amount to 16,067,119 (\$2,257,000.00). The great Co-operative Wholesale Bank has stood surety which holds us together and

## ATTENTION

Members of the Farmers Union and especially Local Secretaries who have not made their report for 1922: The Board of Directors of the State Organization have ordered me to send the KANSAS UNION FARMER only to those members of the Union who have paid their 1922 dues.

In conformity with the above ruling those who are not paid up will have their names stricken from the mailing list September 14th, 1922.

C. E. BRASTED, Secretary.

behind the local societies in helping the miners the families of many of whom would long ago have starved for the brotherly assistance of the cooperatives.

Other reports laid before the Congress show that the 4,500,000 British cooperatives have amassed capital to the amount of \$74,190,375, on which they did a business in 1921 of \$200,000,000 (\$340,000,000) with cooperative savings returned to the membership of \$18,000,000 (\$1,000,000). As already reported in our columns, the Congress declared for a cooperative daily newspaper. In addition it also considered the formation of cooperative colleges to train the workers in the management of their own cooperative industries. These colleges to be federated in a great People's University. The Congress favored the building of an International Cooperative Wholesale Society and an International Cooperative Bank, plans for which are now being shaped by the various national cooperative groups united in the International Cooperative Alliance.

## CHICAGO COOPERATORS HAVE CAFE, CLUB AND LIBRARY

What cooperation can really do for a group of workers who have the courage and vision to go ahead and do it, is shown by the record of the Roseland Cooperative Association of Chicago, organized in 1918 by a group of Pullman shop workers. The Roseland cooperative started with a small grocery store, and now provides food for the inner man as well as something substantial for the intellectual. The Roseland Cooperative Cafe is the equal in service, cleanliness and price of any in the city. The club, a library, contains facilities for reading the best books and magazines in relaxation and comfort, and enable the members of the Association to carry on a valuable educational work for the spreading of the cooperative ideal. Besides the grocery, cafe, club and library owned by the Roseland Cooperative Association, it also operates a meat market and branch store. The sales for the past year were nearly \$200,000, of which over \$5,000 was rebated in purchase dividends to members and non-members. The latter receiving half the rate paid for the goods. If cooperators can do this in Chicago with high rents and severe chain store competition, they can do it anywhere.

## ON THE CAMPING GROUND OF CORONADO

In the year of 1541 Coronado with his army of Spanish followers, so the evidence shows, in crossing Kansas came to a beautiful grove a few miles west of Junction City and camped on the very spot that, but a few days ago was the scene of one of the liveliest picnics the writer has had the pleasure of attending. The place is now owned by Mr. Henderson and named Logan Grove, after Gen. Logan and is an ideal place for a picnic. Shade trees evenly distributed and just close enough together to permit a large crowd to sit under them. Several acres affords a shade that Adam and Eve would be tempted to call their Eden burg. Adam, if present at the picnic would have been caused to turn a deaf ear to Eve and her enticement that resulted in his sour apple sorrows.

On the edge of the grove, in the pasture where ball games were played between the Riley boys and the Home team. A good number of scores were made by the contestants but the score that caused the excitement was the score of 2 to 2 that decided the game between the married ladies and the single ladies. Several home runs were made on both sides but the married ladies seemed to be mighty handy with the big stick when it came to pounding the ball. Skill obtained from practice I suppose of drumming on coconuts with rolling pins.

The big crowd cheered lustily when the score was announced in favor of the married women and all left the ground full of ball game and Eskimo pie to retire to the big dance platform where amidst the electric lights a few hours later to the dreamy waltz of the single ladies and where I imagine several home runs were planned and put into execution that very night.

The writer was inflicted on that pleasure seeking audience of between two and three thousand people for a period of perhaps thirty minutes but they took it rather good naturedly and didn't mind the disturbance nor much attention to the interference but continued their chatting and visiting among old neighbors who had gathered on the same grounds for years. Where in the shade of the trees swayed and swayed the little to be seen they had reviewed their pleasures and pains unmoored.

In the stands were to be seen the Farmer's Union members working diligently to serve the people to ice cream, pop, sandwiches and coffee regardless of race, color or previous condition of servitude.

makes possible the formation of a cooperative commonwealth that will bind over hearts and hands and cause us to stand as one thru the still lapse of ages.

M. O. GLESSNER.

## WOMEN'S AID IS URGED

No Farmers' Union Local Will Function Successfully Without Them.

Not long ago the editor talked at a Farmers' Union meeting in Colorado, where the audience was composed entirely of men. Later in the evening a lady member, accompanied by her husband, came to the door. He walked in but she hesitated and asked the speaker, "Are women allowed in here?"

We were so surprised at this question that we failed to answer for an instant. We welcomed her gladly. This local was not of us not doing very well; and now we can guess the reason. No Farmers' Union local will function successfully unless the women are equally interested with the men. As a matter of fact, the attendance and activity of women in the organization is vitally essential to success. The Farmers' Union has something like 300 locals in the state of Colorado, some of them mightily prosperous, a few fairly so, and some that are not doing well. We find that the most prosperous locals are the ones where the women attend the meetings and take an active part in all local union work.

**Women Look High For Inspiration**  
Surely women know enough about present day conditions on the farm to be able to act intelligently, far more intelligently in many cases, than the men. Men are inclined to keep their eyes on the ground, while women can more readily turn their eyes to the heights for inspiration. In our recent trips over the state we have seen countless women laboring with the men in the fields, working shoulder to shoulder with the men. And we must remember that this extra effort on the part of the weaker sex (?) is but a small part of their daily grind. When running a local paper I sent a reporter out early in the morning to spend the day on a farm and write an article telling detail the daily tasks accomplished by a farm woman. I asked him to write 500 words. When the article was finished he had over 3000 words, and even then had left out some things he could very well have included. Let us, by all means, urge the women to get into the Farmers' Union work if we want a fair success.

Women on the farm are not easily discouraged, although goodness knows they have enough to contend with. Also they are quick to grasp cooperative ideas and ideals, and they know how to dispense the ideas they acquire. They are the most competent propagandists in the world and along that line are the greatest asset of the Union. They are in close touch with the children than the men and have both the ability and the inclination to convey to childhood the lessons of cooperation, which, received at the most impressionable age, will be fixed and lasting. The latter is most important for the cooperative hope of the future lies in education of the growing generation.

We sincerely hope that we will never again hear a woman ask the question "Are women allowed in Farmers' Union meetings?" Urge your wives to attend all the meetings. Give them something to do. Let them have charge of the programs. They eventually will interest the children and that is most important to all. They will add life and zest to your gatherings help build inspiration and kindle bright fires of enthusiasm and spur us onward and upward to greater cooperative effort and success.

Loyalty is a splendid attribute of womanhood. If this were not true many farmers would be grass widowers at this minute. The lot of woman on earth is even more difficult than that of man, and the heaviest burdens of all fall on farmers' wives. The very nature of farm life and effort insures her an existence of strenuous toil. Her hands tell the story. They are worn and rough.

Loyalty is a wonderful thing. Without it the Union would die, and the working men would be something to do. Let them have charge of the programs. They eventually will interest the children and that is most important to all. They will add life and zest to your gatherings help build inspiration and kindle bright fires of enthusiasm and spur us onward and upward to greater cooperative effort and success.

for the nation's needs, but the country faced a shortage of freight cars which would be acute within a month. A suggestion by Senator Borah, chairman of the senate labor committee, that the authorities of other states follow the lead of Governor Miller of New York in dealing with their local coal situations.

A declaration by Senator Cummins, chairman of the senate interstate commerce committee, that congress at its next session would take up industrial problems with a view to determining "what place unionism should occupy in the civilization of the United States."

A resolution empowering the President to take over and operate the mines was introduced by Senator Walsh, Democrat, Massachusetts, after a long and heated debate and was referred to the interstate commerce committee. To this same committee was sent an administration bill offered by Senator Cummins offering to create a federal coal distribution agency, which working through the interstate commerce commission, would control coal distribution and curb profiteering. Chairman Cummins called a meeting of his committee for Saturday to consider the administration measure.

## MARKETING BUTTER

The successful butter selling agency operated in the city of Los Angeles by seven California cooperative creameries, marks the way for other cooperative creameries to follow. There has been much theorizing on federation of creameries for marketing, but here is an actual working example. One of the greatest handicaps of cooperative creameries is in competing with the large centralized concerns in marketing their butter. Most of the old line creameries have their own direct outlets. They have straightened the course from creamery to consumer. Against that system the go-it-alone cooperative creamery has to sell thru commission men, and in some cases even to old-line competitors.

What these seven California creameries have done is to combine their resources and outputs to establish a direct outlet such as the old-line centralized creameries maintain. The result is that these creameries are putting their butter into retail stores, hotels and restaurants, getting the higher price, with no greater aggregate expense than selling thru commission men.

Here in Nebraska we should "go

and do likewise." First, we should have enough more creameries like the ones at Fremont and Superior to thoroughly to cover the state. That would make it difficult, if not impossible, for the old-line creameries to practice price discrimination. Then the whole chain of cooperative creameries should be federated into a marketing association to go over the heads of commission men, brokers and jobbers.

## BILL TO DEPRESS FARM PRICES

Too cheap wheat and too cheap corn are the big problems confronting the western farmer today. Europe isn't buying at a normal rate, and prices are depressed.

What the American farmer needs and what American industry needs is a development of the foreign market to consume our surplus. Our whole industrial machinery has been organized on that basis. We have a plant designed to produce enough for a big export trade. If that trade disappears the operations of the plant are interfered with.

Yet in this situation come the high protectionists of the senate with a measure better adapted to stop foreign trade than anything ever adopted in the government's history. It is fundamental that if Europe can't sell to us she won't be able to buy from us. But the proposed tariff bill levies duties more nearly prohibitive than have been imposed in any other bill. In doing this the politicians hope to pacify the farmers by granting them high protection on their wheat and other products—products which America exports in large quantities.

Just how an American farmer is to benefit from a tariff on wheat when he is selling wheat in Liverpool passes the comprehension of anybody but a politician. Of course, it may keep Canadian wheat out and force its shipment to Liverpool direct, instead of by way of the United States. But every bushel that normally would have been shipped to this country, and instead is shipped abroad, displaces so much American wheat from the Liverpool market.

The bill passed by the senate might be entitled, "A Bill to Increase the Cost of Living in the United States and to Cut Down Our Trade With Europe."

What do the western farmers think of such a measure when they are getting 15 cents for their wheat as it is, and need, most of all, to have their foreign market expanded, not reduced?—Kansas City Times.

## THE WRONG ROAD

NEVER

LEADS

TO

## THE RIGHT PLACE

A Shipment billed away from

your own firm is started on

## THE WRONG ROAD

Start Your Shipments to The

FARMERS' UNION LIVE STOCK

COMMISSION

Stock Yards, Kansas City, Mo.

.. CONSIGN . CONSIGN . CONSIGN ..

**SAFETY BASE**

CRI&P  
CB&Q  
K&T  
KCS  
MOP  
MIL  
CGW  
WAE  
AT&SF  
C&A  
STL&SN  
UR

F. SALES FORCE A.

U. J.

LOCATE YOUR RAILROAD AND START GRAIN CONSIGNMENTS ON THE SLIDE TO Farmers' Union Jobbing Association Kansas City, Mo.

.. CONSIGN . CONSIGN . CONSIGN ..