

THE KANSAS UNION FARMER

Organization

Education

Co-operation

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Salvation for Agriculture in Emergency Legislation

Congressman Rubey of Missouri, Says Bill Such as McNary-Haugen Bill, Equitable Price Until Co-operative Marketing and Equitable Price Until Cooperative Marketing Farmer Organization is Nation-wide

Congressman Thomas L. Rubey, of the Sixth Missouri District, addressing the annual M. F. A. Convention at Springfield, Mo., August 26th, said in part:

Importance of Agriculture.—but why discuss that subject? Its supremacy is acknowledged by all men everywhere, no matter what their trade, calling or occupation. Every gentleman upon the floor of the House in the last session of congress, who spoke on the farm relief measure, whether he was for the bill or against it, emphasized the importance of agriculture to all the people and paid a glowing tribute to the American farmer.

But praise of agriculture, compliment to the farmer came to naught—what we wanted and what counted upon that important occasion was a vote of "aye" when the final roll was called upon the passage of the measure.

"There will be another roll call some of these days, upon the same or a similar measure, and I sincerely trust with an entirely different result."

Distribution.—A few years ago when the farmers met from their respective counties in a state meeting, such as this, the questions discussed were entirely different from those we discuss today. In those days which have gone by we talked about increasing production, crop rotation, diversification, dairying, poultry and almost everything under the sun that could be done to bring the farmer increased production. The question of distribution was touched but lightly. Today the greatest question before the farmers of the country is, how best he can market his products. What shall he profit a farmer if he raise abundant crops, has fat sleek cattle in his pasture, and bunches of hogs in the feed lots, if, in the final result at the end of the year, his accounts show that he has failed to make any money, or perhaps come out in the red?

Cooperative Marketing.—"It is my candid opinion that cooperative marketing, aside from such legislation that we hope may be speedily passed through the national congress, is the only salvation for the American farmer. I remember telling when I was a boy, and you have been a long, long time ago, in one of the old readers, a story, perhaps familiar to many of you. It was the story of an old man who had seven sons. He lived to a good old age and was expecting to soon make the last long journey to the great beyond. He called his seven sons before him and handed to them a bundle of seven sticks closely bound together. He asked each one of them to break the bundle. Each in turn made his effort, and though they were sturdy, robust men, they failed. The bundle was feeble and trembling with age, united the bundle, took the sticks one by one and easily broke them over his knee. Then he said to them: "Thus you see, in union there is strength, united you stand divided you fall."

"That old story is also true of every organization that starts to live for its own advancement. It is true of farmers' organizations everywhere. If you would make a success, you must stand together, shoulder to shoulder, and fight the battle for equal rights and justice. That story teaches a lesson that is not only applicable to the marketing of crops but to the securing of just and fair treatment, not only in the United States congress, but in the legislative halls in the respective states.

A Just and Stable Market.—"What the farmers want and what they must have are just and stable prices for their basic agricultural products, prices which will give them equality with wages paid to labor and profits that go to industry. A measure having that very end in view was introduced in the last congress. It was known far and wide throughout the country as the McNary-Haugen bill. The bill was introduced in the senate by Senator Charles L. McNary of Oregon and into the house by Hon. Gilbert N. Haugen of Iowa, the distinguished chairman of the committee of agriculture.

"It is well known to all of you that whenever there is a surplus of any agricultural product the price of that product is determined in the world market, and the world price becomes the basis upon which the domestic price is fixed. Whenever weather conditions are favorable and the farmers of America raise abundant crops, there is a large surplus which must be exported and sold in competition with products produced by the peons and peasants of Europe, Asia and the world. The thing that hurts the American farmer is that the low price abroad fixes the price of the product here at home, which is sold at that same low price for domestic consumption.

The Export Corporation.—The McNary-Haugen bill took care of this situation. It provided for the establishment of an export corporation whose duty it would be to buy up the surplus basic agricultural products, store them and as conditions were favorable to export them and sell them abroad at the best obtainable prices. This does not mean that the export corporation would always

ship the product in the form it came from the farm. Wheat, or a great part of it, for example, would be shipped abroad as flour, while practically all the cattle and hogs would be slaughtered and sold as beef and pork. At this point I want to emphasize the fact that the bill did not intend that the corporation should go into the milling nor into the packing business. It was specifically provided that the corporation should use existing facilities and agencies. Contracts would be entered into with the milling concern to mill the wheat, and with packing plants to process the livestock.

The Ratio Price.—"The corporation, with the assistance of the secretary of agriculture and the secretary of labor and by the aid of statistics obtained from their respective departments, determine the ratio price of the basic agricultural products for each month and publish them at the terminal markets. The opponents of this measure talk glibly about the corporation fixing prices. The corporation does not such thing. Let me illustrate. During the war everything advanced. The price of farm products, cattle, hogs, farm land and everything else. Deflation came and the farmer was the first to feel its awful effects. Everything he had to sell went down and down while that which he had to buy went up and up. There are 404 articles that constitute the list known as the all-commodities. This list of all commodities is kept in the department of labor, and the monthly price of each is known and of course the average all-commodities price can be determined. The ratio price of a basic agricultural product is the price which that product would have had if it maintained its price level with the prices of those commodities found in the all-commodities list. The corporation merely takes the statistics and makes its calculation and finds out what that price would be and it is designated in the act by the name of the 'Ratio Price.' It is a mere matter of arithmetic. Let me illustrate. In January last, when wheat was selling in Chicago at \$1.13 the ratio price had been applied would have been \$1.60. In the same month, when hogs were \$7.20, the ratio price would have been \$11.45 per hundred.

The Equalization Fee.—"It must be borne in mind that the farmers of the nation were not asking alms, they were not asking that the government pay the losses on the export of our surplus products, nor that the government pay the expense of the corporation. These are paid under the provisions of the act by the farmers themselves, they do this by the payment of what is called in the bill an equalization fee. The corporation is authorized to enter into agreements or make contracts with individual purchaser of any agency of trade or commerce, and the corporation may call to its assistance any executive department of the government in the collection of this fee.

Collection of Equalization Fee.—"The corporation is directed by this act to collect under such rules and regulations as it may promulgate the equalization fee due in respect to the basic agricultural commodity. The corporation is authorized to enter into agreements or make contracts with individual purchaser of any agency of trade or commerce, and the corporation may call to its assistance any executive department of the government in the collection of this fee.

Thorough Consideration.—"This measure was introduced into the congress soon after it convened in December, and was shortly thereafter taken up for consideration by the committee on agriculture of the house. For weeks hearings were held, and before that committee came representatives from practically every state in the union, but particularly from the great agricultural sections, the central states, the west, the southwest and the northwest. Representatives from more than fifty farm organizations appeared in person before our committee in behalf of this bill. I shall not go into detail in regard to the accounts they gave of agricultural conditions in their respective states, but suffice it to say that the stories they told, the facts they laid them before us, proved beyond any doubt the critical conditions of the agriculture of the country. Hardly a representative from west of the Mississippi river did not bring to us a sad story of the conditions of his part of the country. Never in the

The World's Ten Greatest Men

To the Editor of the Kansas Union Farmer: I consider the following named men as the ten greatest men in the history of the world.

First	Sixth
Second	Seventh
Third	Eighth
Fourth	Ninth
Fifth	Tenth

Signed

Post Office

Local

history of any legislation before our country so united as in their request for this legislation. The bill was finally reported favorably to the house of representatives and came up for consideration the latter part of May. After 15 hours of general discussion on the floor of the house it was taken up under the 5 minute rule, where it was debated for several days. During the hearings before the committee, while amendments were being offered in the committee, and while the measure was under consideration in the house, a score or more of the strongest representatives of agriculture were present. They remained at the capital practically all the time, so great was their interest in the legislation. Members of the committee, and others favorable to the legislation were in constant consultation with them, meeting them in the evening for advice and counsel.

Among those who took a very active part and who made a number of trips to Washington was our own Mr. Hirth, who has done so much for your organization here in Missouri. He appeared before the committee on agriculture, he met and cooperated with the representatives of other organizations who were in Washington, and he prepared one of the strongest arguments in favor of the legislation that was presented to that body. His argument had the distinction of being twice printed in the Congressional Record, once by the request of Representative Summers of the state of Washington and again by our own Missouri congressman, Clarence Cannon of the Ninth district. I venture that no article received more attention than that of Mr. Hirth.

Bitter Fight by Opposition.—"During the consideration of the McNary-Haugen bill the principal opposition came from New England, the east and the southeast sections, also from the big cities. Every representative from the large cities, with one or two exceptions, voted against the measure. The western center of opposition was in Chicago and the propaganda against the bill was sent out by the Chicago Board of Trade. In New York City the Chase National Bank, and other banking institutions, attacked the measure and sent out propaganda abroad to the banks all over the country. Every great daily newspaper of the country, with hardly a single exception, through its editorial columns severely criticized and condemned the measure. The great milling companies, the packing houses, stock yards institutions, chambers of commerce of large cities, all of these and others I could mention, vigorously protested against the enactment of the bill and their representatives did their bidding and voted "no" when the roll was called. Take our own state as an illustration. Every Missouri member, regardless of politics voted for the McNary-Haugen bill except those from St. Louis and Kansas City.

"During the fifteen hours debate upon the floor of the house vigorous attacks were made upon the measure. A representative from Massachusetts and one from South Carolina are two (Continued on page 3)

DEPARTMENT OF AGRICULTURE TURNS DOWN GRAIN MARKETERS.

Heads of New "Co-Operative" Concern Fail in Effort to Have County Agents Used in Promotion of Scheme.

(From Weekly Kansas City Star.)

WASHINGTON.—Use of the county farm agents, the country over, to accept stock subscriptions from farmers to the newly organized grain marketing corporation which has taken over the Armour, Rosenbaum and other terminal elevators, has been refused by the department of agriculture, it is said here.

The government has not passed judgment on the grain elevator merger, proposed to become the largest wheat marketing company in the country. The department of agriculture has followed closely every move made by the Chicago grain interests and certain farm leaders in forming the new corporation. But as it never has passed upon the department for formal approval, what the government thinks of the proposition has not been divulged.

It is understood here, however, that through Gray Silver, head of the new cooperative organization, which is seeking to take over the interests of the grain elevator, the farmers would benefit from such a combination. Backers of the proposition are said to be entirely willing to lay all the facts of the organization and the terms of the sale of the many elevator interests before any proper committee.

In farm circles here, it is predicted that as soon as congress convenes in December, the agriculture committee of the senate will start an inquiry into the elevator merger and elicit all the facts. The department of agriculture then likely will be asked to express its opinion as to whether the farmers would benefit from such a combination. Backers of the proposition are said to be entirely willing to lay all the facts of the organization and the terms of the sale of the many elevator interests before any proper committee.

COOPERATION TO SAVE FARMS SAYS BINGHAM

The prosperity of the nation cannot endure so long as agriculture is broken down.

This is the belief of Judge Robert W. Bingham of the Louisville Courier-Journal, long a friend and supporter of cooperative marketing. "The real stability of our institutions depends upon decent, comfortable conditions throughout the agricultural sections among the farmers of our country," he asserts.

When thousands of farm owners are becoming farm tenants each year, and thousands more are being forced out of agriculture altogether it is quite evident, Judge Bingham says, that

the present system of marketing has proved itself inadequate and disastrous. From ownership to tenancy is a step down the scale of citizenship, and if this condition continues as it has on the large scale recently, our nation will weaken. The whole course of history confirms this statement, according to the Louisville editor, and a radical change in the management of marketing is imperative before agriculture decays altogether.

Operates for Profit.—Cooperative marketing is the forward movement in modern agriculture, and the success of the tobacco cooperatives, the potato growers of Maine, and the peanut growers of Georgia, and the cotton growers of the South demonstrates that the movement is practicable and operates to the profit of the growers who enter into such unions.

"The real business of the farmer, primarily, is the matter of production," he goes on. "The farmer, as a rule, is a pretty good producer, but the farmer has been a rotten merchant. What we are trying to do is teach the farmers of this country to learn to merchandise their products, to get away from the old fatal and futile methods of dumping, and to apply the common well-known sound business methods of merchandising their crops, which are applied by every other successful business in the country."

"We want, too, to clearly draw the line and make a distinction between a genuine commodity cooperative marketing, and the more numerous forms of local cooperation, which have been of some advantage, but which cannot reach the root of this problem." Judge Bingham cites the many local elevator systems managed more or less by the farmers, but unable to cope with marketing problems on a large scale and consequently powerless in bringing about better prices.

Big Pools Are Best.—Cooperation, he argues, cannot be wholly successful if existing only by locality. Commodity marketing is the only solution, and the higher percentage of any given commodity that is included in the pool, the better able will the pool be to have some voice in the setting of market prices. "They still have left," he says, speaking of communities where only small cooperatives are in operation, "they still have left that local competition which always must exist where there is a cooperation merely by locality, because the secret of any real success in the marketing of farm products is organization not by locality, but by the commodity, and by no other method are we going to solve the problem of the farmers of this country."

THEY STUCK.—A complete failure for the first ten years of business!

That is the record of the most successful cooperative selling organization today. Ten years of mistakes and money losses, and then—eighteen years of steadily increasing gains until it is now the most widely known, as well as the most profitable co-

What Do You Say, Members--- Are You For, or Against?

State Lecturer, M. O. Glessner, Presents Interesting and Valuable Proposition to Compile the History of the Farmers' Effort in Kansas—Asks Expression of Approval from Union Members

Brothers and Sisters of the Farmers Union of Kansas, here is a proposition.

For a half century Kansas has been the battle-ground of the forces that have been struggling for possession of the profits of the farm. The private agencies which operate for the profits which go to the investors of capital on one side, and the farmers, as represented by the Alliance, Grange, Farmers Union, Non-Partisan League, Farm Bureau and other organizations of farmers, on the other side. Interesting history has been made in this fight for possession. Heroes have lived and died and their works and ideas should be preserved as a guide for the feet of future generations that must continue the struggle if industrial democracy is to be preserved.

My plan is to compile a story of these happenings in the form of a history; the book numbering about five hundred pages, size eight by ten on good quality paper, with cuts and charts, bound in a loose leaf back which will hold the leaves securely, yet permit the inserting of new history year by year, thereby making it possible to have an up-to-date history without the cost of new editions. This book will contain principally the history of the Farmers Union, with a back ground colored by the failures and successes of others.

The aim is to have each of our state wide institutions write their own history with by-laws, policies, successes and failures.

Truth will be stripped of all exaggeration and shine upon all alike, and things that have passed unobserved will be brought to light, and the past will stand as it is, a revelation. Prejudice against any person or organization will not enter into the publication of this work; but the effort will be made to compile in condensed form for future reference, things that will help to make the future more successful than the past.

Among other things contained in the book will be programs, rules and recommendations for the conducting of Local Unions. The back part of the book will contain the By-Laws and Manual of the Farmers Union and blank pages for the Local Secretary to use as a minute book.

Each Local will be expected to pay the cost of publication which will be held to the minimum and should not exceed two dollars per volume. Individual members will find just the information that they have been wanting in regard to the Jobbing Association, Live Stock Commission, Mutual Insurance Companies, Auditing

operative doing business in the country.

Everyone knows the California Fruit Growers' Exchange, either directly or indirectly. "Sunkist" oranges, lemons and grapefruit are sold in practically every city and town of the United States. Their fruit is more widely known and advertised than any other variety of naturally grown product.

But it has not been an easy process, putting their brand of fruit on such a wide-spread money-making basis. Organized in 1896, the Exchange experienced ten turbulent years of repeated failures before the organization was whipped into shape. Since 1906, it has progressed rapidly, using plenty of advertising until it is permanently "arrived" as a solidly established industry.

Through years of adversity and discouragement, their members STUCK. They may have complained of poor prices and slow headway, but they wouldn't be selling their produce today at the topnotch figure they command. They wouldn't be living in modern houses, probably, nor be riding in their own Buicks and enjoying every modern convenience. They are a program they knew to be correct, adhered to it through thick and thin, and came out eventually—just as the wheat growers will—on top!—Colorado Wheat Grower.

FARM LEADER GIVES VIEWS SUGAR DUTY

WASHINGTON, D. C.—Opposition to any reduction in the duty on sugar is expressed in a letter to President Coolidge signed by Charles W. Holman as secretary of the national board of farm organizations and the National Cooperative Milk Producers' federation.

Mr. Holman declares the farm interests are against any cut in duties, as recommended by three of the six members of the tariff commission, partly because of a desire for adequate protection for growers of sugar beets, and also because precedent established in the case will have a direct bearing on decisions in cases affecting duties on butter, vegetable oils and caseln.

Like Other Farm Protests.—Mr. Holman states that the agricultural groups which he represents are not in sympathy with the flexible tariff system. He thinks that continual investigations by the tariff commission tend to upset conditions more seriously than when changes in duties were made only by congress.

Association, Farmers Union Bank and Cooperative Banking, Local Elevators, Stores & Creameries, Shipping Associations, Laws that interest the farmer and his organizations, where Poles, Poles and in fact you will find in this book an Encyclopedia on Cooperation; a ready reference book that will be a credit to any library, and a collection of information that is necessary for future advancement of the organized farmer.

If you are in favor of this proposition you can help by sending in an order for this book subject to its publication. If enough of the locals and members are interested in this work to the extent that they will help in making contributions of programs, story of their own business organization whether it is a success or a failure, and help in the distribution of the work, we will proceed to gather the material that goes into the book, and the initial payment for publication will be made by the different State Wide Union Business Associations, then as the books are sold the money will be returned to them.

Your local, having one of these books at hand will be in a position to settle arguments in regard to rebates, losses, policies and principles of the different institutions. Programs and outlines for entertainment and social gatherings will be accessible. Something to do when the local meets will be provided in the contents of the book; and instead of staying at home because there is nothing to do at the local, there will be an incentive to come out and take part in the deliberations.

If you believe that this work should be done and this history preserved, write us a letter stating your views. If you have an idea that you think would help to keep alive the Union send it in to us.

We want to make this book a useful piece of work but realize that unless the locals and members are interested to the extent that they are willing to pay the actual cost of publication, that the cost will not justify the expense. One book in the hands of every secretary of state would mean twelve hundred books. The sum of two dollars would not cost the local enough to bankrupt the treasury. Send in your orders at once so that we may get the sentiment of the members on the proposition; as it will take a long time to complete the undertaking. No money need be sent with your order will be held and filled if the work is done. What do you say folks?

Address M. O. Glessner, Salina, Kansas, 1209 South Santa Fe.

The Holman letter is understood to be similar in tone to communications from other farm bodies to President Coolidge, who has been studying the sugar report of the tariff commission at his father's home in Vermont.

COOPERATION MEANS TO LOVE YOUR NEIGHBORS

One of the big things in cooperation is that neighbors are brought nearer together by it. They can't cooperate without getting together. I have gone into communities and found farm neighbors who would not speak to each other. I got them interested in Equity Union cooperation, and as their interests grew in the one great cause they were soon working side by side and shoulder to shoulder for Equity Union and forgot their little differences that divided them.

If we are going to be honest-to-goodness golden rule cooperators, we must learn to love our neighbors; then we will be less selfish and more for the other fellow. We will learn to help ourselves by helping others, and that is really the best way to help ourselves. When I say that cooperation means love your neighbor you will become a good cooperator. Love is the motive force that drives forward every good cause. Love for country makes patriots who are ever ready to sacrifice for the red, white and blue. Love binds families together and makes everything they do a success. Love is the steam in the locomotive, gasoline in the Ford, and the electric juice in the trolley car. It is wonderful force that is holding together over one hundred million people in this country under one flag and one government. We had a good illustration of this fact when the democratic convention in New York sent a telegram expressing sympathy for President and Mrs. Coolidge for the loss of their boy. A difference in politics in this country does not make us lose our love for every American citizen. This wonderful love makes us all akin.

The keynote of the Farmers' Equity Union is, "Malice toward none and charity for all." This principle will make us forget our petty differences and bind us together in a great fraternal union and enable us to carry out successfully our fine business plan for the benefit of every member. Cooperation means love your neighbor.—C. O. Drayton, in Equity Union Exchange.

A club boy is a farm boy plus ambition, grit, and energy.

TO FARMERS UNION SECRETARIES

WHO HAVE NOT MADE THEIR REPORTS AND REMITTED DUES:

In checking the replies to President Tromble's letter to delinquent members, we find that over fifty per cent of those answering state that they have paid their dues to their local secretary. Some of this money has been paid as far back as December, 1923, and is being withheld by the local secretary, and of course, these members have no credit for payment at the office of the state secretary.

By withholding these funds, local secretaries of a good many Farmers' Union locals are causing us a great deal of embarrassment, and are doing a rank injustice to their members who have made every effort to keep themselves in good standing.

We also find that some members whose dues have been kept out of their final wheat pool settlement, have not received proper credit. This is because we had not received report from the wheat marketing association at the time the letters to delinquent members were sent out.

FOR EXAMPLE.

John Doe pays his Farmers Union dues to his local secretary, receiving the secretary's receipt. Local secretary fails to make report and does not remit to the state secretary; or John Doe being a member of The Farmers Union Wheat Marketing Association, his dues are kept out of his final settlement. The wheat marketing association had not made remittance to the state secretary's office up to the time the said John Doe gets notice that he is delinquent; or

In checking over about 25,000 mailing cards in the state secretary's office, there is a mistake made, and he is notified that he is delinquent, when he has his membership card showing that his dues are fully paid for 1924.

Do you wonder that John Doe gets warm under the collar?

However, we have just received the remittance and report from Mr. Witham, the manager of the Farmers Union Wheat Marketing Association, and will immediately give the members credit on our records, and when the local secretary remits, we will return to the individual member his excess dues.

C. E. BRASTED, Secretary.

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

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

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

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

ADVERTISING RATES ON APPLICATION



THURSDAY, SEPTEMBER 11, 1924.

FARM MORTGAGE FIGURES.

Officers of the Federal Farm Land Banks and of the Joint Land Banks report that loans amounting to a little more than \$1,300,000,000 have been made to farmers since the system was established only a little more than seven years ago. The interest and amortization payments on these loans now approximate \$755,000,000 annually. New loans are being made at the rate of about \$250,000,000 a year which means that more than \$12,000,000,000 a year is being added to the fixed charges of agriculture through the activities of the land banks alone.

The records of the banks show that about 70 per cent of all the money borrowed through the system has been used in the payment of debts already incurred. A large proportion of these payments was for taking up existing and maturing mortgages usually at an interest rate about two per cent per annum lower than the old mortgages carried. If it is assumed that the federal system has not increased the volume of farm mortgages that would have been written during the period it has been in operation it is fair to say that the rural credit system is now saving the farm owners of the United States about \$26,000,000,000 a year on interest charges alone.

Outside of the federal farm loan system there is no way of arriving at even the approximate amount of farm mortgages in this country. Without doubt the total is somewhere in the neighborhood of \$10,000,000,000 with an annual interest charge of more than \$500,000,000 or more than half the amount of the annual interest on the debt of the federal government. This is an enormous deduction from the returns of agriculture. It is increasing each year and along with the increase in debt and debt charges there is a substantial decrease annually both in the productive capacity of farm lands and in the market value of farm crops.

These figures indicate beyond any question that farming is a losing business and that debt charges, taxes, and living expenses annually absorb not only all the earnings but a considerable portion of the capital invested in agricultural operations. The farming business therefore faces irretrievable bankruptcy unless revolutionary changes are made in methods of production, in agricultural finance, in the marketing of farm products or in the standard of living now demanded by those who till the soil.

Henry Ford asserts that the whole trouble is in the wasteful methods of production. He does not believe that individual farmers will ever be able to make profits from operations as long as they are able to make crops only in small volumes. His theory is that a small farm, like a small factory, can never be made to pay because the overhead expenses will be out of all proportion to the value of the products.

The one certain thing about the agricultural situation is that it cannot be very greatly improved by enlarging the credit facilities of farmers. It is not good business to keep on lending a man money in a losing business. That in effect is what the Federal Farm Loan System is doing and it may be that the low interest rates on mortgages have been the cause of many farmers borrowing more money than they needed. Improvement in the agricultural condition must come from paying debts not by increasing the volume of outstanding farm mortgages.

TIME TO CLEAN UP DUES.

Just as soon as possible each County Union should take measures to secure the payment of all delinquent dues. The organization cannot run without income. The State Union has not the funds to go out and render much assistance in the counties and Locals. Each unit of our Union should take the responsibility for keeping its own members in good standing.

When this work begins and when campaigns for new members are inaugurated later in the year the Union business associations can well af-

ford to assist in the work and make appropriations from the funds for expenses and prizes. Wherever Union membership has been kept up Union cooperatives, almost without exception, have been successful and are now in a sound financial condition. Wherever the shareholders have dropped out of the Union it is the rule that the business association is in a bad situation.

If the local, county and state unions can work out a membership campaign and each do its part during the coming fall and winter our organization can be strengthened to the point where it will be unconquerable in any contest for justice, for right and for the equality of agriculture with business and industry.

The Union will never take its proper place or do its proper work until every member realizes that he must do more for the organization than he has any right to ask the organization to do for him.

THE TEN GREATEST MEN.

The prize that is being offered for the best list of the ten greatest men of all time is not very much. Five dollars will not buy many things or pay many losses. Not the money but the study necessary to make the list is the real reward. Every one who undertakes this competition must have some notion of what greatness is or means.

Caesar, Hannibal, Napoleon, Wellington, Grant, Lee—one of the six was the greatest soldier that ever lived. Concede that and many will assume that it is necessary only to select the greatest of these six to have the name of one of the ten greatest of all human beings. Perhaps so. But is it certain that any soldier should be included in the list?

Confucius, Mohammed, and others have founded new religions or new schools of philosophy. Is any such man one of the world's greatest? Homer, Sappho, Shakespeare, Byron and Goethe were the greatest of poets. Shall a poet be included among the names of the supermen of all the ages? Elizabeth of England, Catherine of Russia, Victoria and Zenobia were the greatest queens of all the ages. Shall one of the four be included in the list?

Invention has played a great part in modern progress. James Watt, Robert Fulton, Eli Whitney, Thomas A. Edison, Cyrus McCormick, Morse, Field, Marconi, Langley and scores of others have added to human wealth, safety and happiness by their inventive genius. Is one of them entitled to rank with the ten greatest men of all history?

Wilberforce, Florence Nightingale, William Lloyd Garrison, John Brown, Eugene Debs and scores of other lovers of humanity have sacrificed liberty, life, opportunity, wealth and all other earthly considerations for the love of their fellowmen. Is it from this list that the world's greatest must be selected?

Copernicus, Socrates, Columbus, Newton, Darwin, Madame Curie and their kind have rejected the fables of the past and translated the laws of nature into language that all may read. Surely some one or all of this group belongs with our list of the ten immortals of all the ages.

Cromwell, Gambetta, Washington, Bolivar, Robespierre, Lenin and men like them who love liberty and hate tyranny have led revolutions against despotism and have advanced the cause of human rights. Shall they be excluded from the company of the great?

William Pitt, Benjamin Franklin, Thomas Jefferson, Gladstone, Lincoln, Webster, Clemenceau, Lloyd George, Woodrow Wilson and Theodore Roosevelt in modern times have served humanity as statesmen. They have continued the work of men of ancient days like Solomon, Solon, Caesar Augustus, and Cardinal Richelieu who were themselves the fore runners of Bismarck, Beaconsfield, and the other giants of the Eighteenth century. Surely some of these men should be included in our list.

There are many fields of human activity in which greatness can be attained. Soldier, statesman, poet, historian, philosopher, inventor, discoverer, king, queen, actor, philanthropist—where is the true stage and opportunity for human greatness? If every reader of this paper will give some thought to this competition all will gain a new knowledge of humanity that will be worth more than money.

Begin now. When you put this paper down take your pencil and write the names of ten men as your nominees. Then go over the list and ask yourself why each one is included, what one should be rejected and which of those omitted should be chosen. Then talk it over with other folks—with father, mother, brothers, sisters, teachers, preachers, doctors and all well read people who will take the time to discuss greatness for just a little while.

No list should be sent in for some time after it has been prepared. When it goes in it should be accompanied by a short statement of the reasons for including each name. When all lists are in the ballots will be counted and the ten men who received the highest number of votes will be elected by the readers of this paper as the ten greatest human beings of all the ages.

FARMERS MUST DEMAND JUSTICE.

Every one recognizes that agriculture is in a most deplorable condition. The president has said so repeatedly in his public addresses and messages to congress. It is admitted by all senators and congressmen whose eyes are not blinded by their connection with privileged interests. The great newspapers all concede that the farming business is and for a long time has been unprofitable.

With the administration, congress and the press all in agreement as to the distressed situation why is nothing done to relieve agriculture? Some say that there is no agreement even among farmers themselves as to what is necessary. That is only in part true. Practically all farmers are

agreed that the principal thing that is wrong with their business is that they have been selling their crops below cost of production. If that is true the one big thing necessary to relieve the situation is higher prices.

Profitable prices for farm products can be secured in only one way. The farmers must have their selling agencies and make their own prices based on the cost of production plus a reasonable profit. The farmers must learn what prices they should receive for their products and then demand those prices on the market through which their crops are distributed.

This cannot be done by one man but it can be done if farmers will act together. This year's wheat crop should have brought the growers at least two dollars a bushel. More than half of it has already been sold for around a dollar, perhaps a third of the crop for less than a dollar a bushel. The result is that the income of the wheat farmers will hardly pay their expenses in making the crop. If all the wheat growers, or if one half the wheat growers had been organized to hold their grain off the market and have been in position to say that there is 400,000,000 bushels of wheat that no miller or exporter can have until the growers have received two dollars a bushel for it the price would have jumped to two dollars over night.

Farmers have been living hard for several years but they can still live even if things get worse. The average farm is or should be self sustaining without the income from cash crops. Farmers must become hard boiled. They must put themselves in position to say that their crops shall not move until they are paid for. The tender hearted say that such a policy might result in hunger in the cities. The present policy has resulted in worse than hunger on the farms. The bankruptcy of agriculture is much more dangerous to society than it is possible for fair prices for farm products to be.

Since everybody checks the problem up to the farmer he should not be very seriously censured if he says that prices must be on a profitable making level and that no more food shall be shipped from the farms until such prices are conceded. It would take less than a week of a real farmers strike to secure fair prices. The farmers do not want to resort to such an extreme measure but it may be that they will be forced to walk out on the consumers and stay out until the world realizes that neither justice nor safety is secured by food prices below the cost of production.

SOME DEBATING QUESTIONS.

It is about time to begin preparing for the fall and winter meetings of the Locals. Debating is one of the best things that the farmers and their boys and women folks can do to sharpen up their wits, inform their minds and prepare them for the emergencies that are constantly calling them to their feet in all kinds of meetings. One of the worst handicaps under which farmers suffer is the fact that so many of them are not able to hold their own in a rough and tumble general discussion even when they are well informed and are on the right side. Nothing in the world but practice enables a man to speak up in meeting with any effect and there is no better practice than debating.

Here are a few questions that should be discussed this winter:

Resolved, that the coming session of the legislature should pass some kind of a compulsory voting law.

Resolved, that a Kansas good roads fund should be established by putting a tax of three cents a gallon on gasoline.

Resolved, that the non voter in time of peace is more of a public enemy than the conscientious objector in time of war.

Resolved, that all railways should be owned and operated by the public.

Resolved, that bobbed hair for women marks a great advance in the usefulness and good sense of the fair sex.

Resolved, that the legislature should impose a tax on production from the natural mineral resources of the state.

Resolved, that farmers should organize to regulate production and price their own crops in the markets.

Resolved, that education without wisdom is more dangerous than ignorance combined with common sense.

Some of these suggestions may sound foolish but not one of these questions can be discussed without adding to information, the enjoyment and the self satisfaction of those who engage in the debate.

If Henry Ford is right in his assertion that farming under present conditions will always be a losing game what is the remedy?

FORD SHOWS THE WAY.

Henry Ford is the richest man in the world not because he is the best manufacturer alive but because he is the best merchant that ever lived. He fixes the price of every machine and of every part of every machine before it leaves Detroit. His dealers must sell at his figures if they sell his stuff at all. By making his own prices on his own products Ford has accumulated a billion dollars.

Every other producer in the world who follows the Ford plan is making money. All producers who accept prices made by buyers, and that means about all the farmers of this country, are losing money. Farmers should adopt the Ford Merchandising System and give it a fair trial. It makes money for Ford and it will do the same for Farmers.

If your Local is to have a program committee and a series of interesting and helpful programs this winter you must see to it yourselves that the work is done. Why should you depend on some one else to discharge your obligations to the Union and the community in which you live?

COMMENT ON WORLD'S NEWS FOR WEEK

Van Sweringen

is a New Name.

In railway circles. Two Cleveland brothers of that name, the older only forty-six, have just completed the merger of several independent railroads with a total trackage of more than 14,000 miles. The lines involved are the Erie, the Nickel Plate, the Chesapeake and Ohio, the Pere Marquette and the Hocking Valley.

The new system will be the fourth largest in the east being exceeded only by the New York Central, the Pennsylvania and the Baltimore and Ohio. The capitalization involved exceeds a billion and half and it is fairly certain that the issue of considerable volume of additional securities will follow the completion of the deal.

Consolidation

Of Existing Railroads

Into about twenty sectional and competing systems is one of the purposes of the Esch-Cummings act. The roads have a certain number of years to work out voluntary mergers and if they fail to do so the Interstate Commerce Commission has authority to work out such consolidations as may appear to be advisable and likely to serve the Public interest.

The purpose of the consolidations proposed by the law is to tie up badly managed roads and lines that from their location are unprofitable into great groups in such a way that the weaker will be combined with stronger roads. In this way it was thought that it might be possible to apply standardized rates without injustice either to the roads or the public.

Uniform

Transportation Rates

In existing conditions must be uniform either to the roads or to the public or to both the roads and the public. A schedule of rates that would enable the Santa Fe, the Union Pacific, or the Burlington to earn six per cent on their investment value would absolutely ruin the M. K. T. the Missouri Pacific and the Rock Island. So as a matter of fact the rates are now fixed at a level that will enable the least named roads to earn a fair return.

This result in conditions that do not seem fair to the public. The rates that earn a fair return for the Rock Island, the Missouri Pacific and the M. K. T. enable the Santa Fe, the Union Pacific and the Burlington to earn enormous profits. The rich roads naturally approve such a rate making system and maintain that while they are greatly enriched no one is hurt since their patrons are paying exactly the same rates that are being charged by the poorer roads. Their high returns, they insist, are not the result of rates that are too high but are made possible by good management and by their good fortune in being located in sections that furnish immense volumes of business.

The strong roads furnish good service at the regular rates and contend that the fact that they make high returns is no concern of the public so long as there are no overcharges.

Congress

Recognized the Needs

Of the weaker roads and framed the merger provisions of the Esch-Cummings law to supply the required relief. The whole trouble lies in the disinclination, very natural and human, of the strong roads to tie themselves up with and become responsible for the losses of the weaker sisters. The Van Sweringen consolidation is the first considerable voluntary merger that has been effected since the law was passed.

The big new Nickel Plate System, however, does not appear to have been formed in conformity with the principles of the Esch-Cummings law. All the component roads, while not equally prosperous are dividend paying properties. None of them are in need of relief. The consolidation was made, therefore, not for the purpose of giving the public better service in territory supplied by weak lines but simply and solely to enable roads that are already earning fair returns to make still larger profits for their shareholders.

Instead of furthering the purpose in the minds of congress when the law was passed the new merger makes it more difficult to do anything for the weaker roads in the territory involved. They are left to work out their own destiny in the face of competition that has been immensely strengthened by the merger. The Interstate Commerce Commission has not yet approved the merger. Should it do so?

THE FARMER AND HIS HANDICAPS

No national question has occasioned more discussion than the state of agriculture and the general condition of the harassed tillers of the soil.

An editorial recently stated that the bread trust declared in 1922 over 400 per cent dividend while in 1923, the profits were even greater. At the same time an investigating committee reported the price of wheat to the farmers since 1917 decreased 55 per cent, while bread in the same period decreased but 5 per cent.

According to the department of agriculture, an average acre of crops in 1921, had 52 per cent of the purchase price it had in 1914. By 1922 it had risen to 67 per cent and is now, somewhat higher, the still far from what it should be.

These conditions together with the fact that the recent session of congress adjourned without passing any worth while legislation in the interest of the farmer which will be long in disappearing. Many farmers are convinced that the government and "Wall Street" have worked hand in glove together to destroy the agricultural community. The antineutral en-

Saskatchewan

Has Rejected Prohibition

In a popular vote that has just been taken in that province. Out of a poll of about 200,000 votes the wets had a majority of over 80,000. The province had been trying prohibition for a number of years.

The rejection of prohibition by this Canadian province does not mean victory for the saloon. There will be no return to the private sale of liquor. The government is going into the booze business. All intoxicating beverages will be sold in original sealed packages by agents of the government. The place where liquor is sold will be government controlled and the liquor must be consumed somewhere else.

It seems that illicit distilling, bootlegging and the sale of liquor by "Blind Pigs" and other law breaking places have become such an intolerable nuisance that the people of the province want no more such business. With the government as the only lawful seller of liquor the voters up there believe that law breaking can be stopped. They may be right but making a bar tender out of the state appears to be setting the government at a very undesirable and undignified job.

Persons Were Killed

In automobile accidents at railroad crossings in 1923. That is more fatalities than both the Union and Confederate armies suffered at the battle of Gettysburg. Such a record is a reflection on the good sense of the American people. Every life lost was thrown away. Every accident at a railway crossing was wholly without any real reason or excuse.

Common sense is all that is necessary to stop this wholesale slaughter of the men, women and children of the United States. All that is required to save nearly ten thousand lives a year is the enforcement of a rule or a law that all vehicles shall come to a full stop for at least one minute before crossing a railway track. Think of the time that would be lost one exclaims in objecting to this common sense rule. Well it is better to be a minute or two late at a ball game, a lodge meeting or a picture show than to trouble St. Peter for admission through the pearly gates five or ten years ahead of time.

Cowardice

is a Sort

Of Weakness that afflicts many human beings. It explains the loss of all kinds of battles, the failure of thousands of desirable enterprises, and the utter collapse of the prosperity and of fortunes of many good men. It is a disease to which no one is immune and one for which no reliable anti-toxin has been discovered.

Human genius has conquered many of the ailments of mankind and is reported now to have discovered a drug, an extract from some South American plant, that cures cowardice. Undoubtedly the disease is a most terrible one. It is a fighting fool—unafraid and invincible. There never was a better time to try out this new remedy for the most pitiful of all human disorders. If a sufficient supply can be obtained full rations of the specific drug should be issued to all candidates for office now seeking for votes in this country. And along with the cure or cowardice there should be a liberal use of the serum that forces its users to tell the truth.

What a political campaign there would then be. The cowardly candidates would be unafraid and all of them unable to tell anything but the truth!

Mars

Was Only a Matter

Of 34,000,000 miles away from the earth the other day. The red planet will not be that near again for 120 years. The astronomers stayed at their telescopes night and day. The radio bugs all endeavored to tune in on our next door neighbor in the skies and get some of the gossip of that world.

Nothing was accomplished. No telescope has ever been made that could see a body of water as big as Lake Superior as far away as Mars. No loud speaker has ever been constructed that could amplify vibrations coming through invisibly and impalpable ether for 34,000,000 of miles. Some day we may be able to communicate with the inhabitant of other worlds. That will be no greater marvel than many things that are commonplace today.

Of one thing only in connection with Mars are we assured. The near approach of that planet is not the

cause of wars on this earth. Most of us now know that our lack of sense is responsible for the periodical domination of the human race on the battle field.

Coolidge

is Considering

The appointment of an expert commission to prepare farm legislation for consideration during the next session of congress. As the friend of the president this column advises him to be careful about that expert stuff. If he must appoint a committee to consider the legislative needs of agriculture he should select representative farmers entirely regardless of their competency as "economists".

In fact the advice of this writer is that President Coolidge appoint Tabor, the Master of the National Grange; Bradfute, the President of the American Farm Bureau Federation; and Barrett, the President of the National Farmers Union on the proposed committee and stop right there. Next he should lock those three men up in a room and tell them to get together on some program for the relief of agriculture. He should agree to support and recommend any program they might propose after unanimous agreement and he should assure them most emphatically that neither himself nor congress will do anything until they, the regularly elected spokesmen of the farmers of the country, are able to agree among themselves.

Humanity

Promises to Overcrowd

The world during the next hundred years. While this is a matter that is of very little real personal interest to any one now living it is receiving a good deal of attention from a body of wise men who are holding some sort of an Institute of Politics at Williamstown, Massachusetts.

It seems that during the last hundred years the population of the earth has increased from 700,000,000 to 1,700,000,000. While such a rate of growth is far behind the pace set by Tulsa, Tampa and Wichita it indicates that within another hundred years there will be a lot more folks in the world than there are now. But the world itself has reached its maximum size and can supply no more room for the population which will number 3,131,000,000 at the end of the next century.

The philosophers in session at Williamstown confess that they hardly know what to do about the future and housing problems of the future that are involved in this prospective increase in the number of human beings. One sapient saphead suggests that it may be possible by a careful selection of those chosen for the honor and pleasure of perpetuating their kind to so greatly reduce the size of the average human person that it will be possible to save a lot of food, clothing and shelter.

Breeding humanity down to midge proportions would seem, however, to offer only a temporary relief from the overcrowding of population. The best plan would be to permit all the rest of the idiots in the world to have the privilege of driving automobiles in the cities and over railway crossings. That would prevent any overpopulation.

Populations

Increase Much More Rapidly

In modern than in ancient times because the average length of life has been considerably increased. Fewer children die in infancy, fewer adults die in the middle period of life, world wide pestilences and plagues have been abolished, and many formerly fatal diseases have been conquered by medical science.

Notwithstanding the rapid increase in population there is no immediate danger of any considerable number of people starving to death. The food producing possibilities of the soil have hardly been touched. Texas is not regarded as wheat producing territory, but, if necessary, bread for the whole country could be supplied from the farms of that state. Canada has 400,000,000 acres of land suitable for the production of wheat and could supply double the existing population of the whole world.

Besides there are great areas of fertile lands on every continent that have not yet been cultivated. Australia, South America and Africa are practically undeveloped. On the whole it may not be necessary to breed human midges in order to solve the world's food problem, at any rate, not for several centuries, and then there will be much more knowledge, wisdom and efficiency than we have now.

old days a farmer came to town to spend his declining years after he had acquired a competence thru years of exertion; nowadays it is the young men who are leaving; and the diminution in the farm reservoir of man power is thus even larger than the figures would imply.

Thus we see there has been an organization of the equipment of wealth production for the exploitation of the farmer. This will continue until the farmers themselves, together with the exploited city workers, get together in an organization to defend themselves. In other words there is no hope for the stricken wealth producers unless they themselves build a new equipment thru cooperation, which will save them from the whole-sale plunder and vote as a unit on election day, as do the exploiting class, for those who will serve these interests, regardless of what party label they may wear.

"Shall you complain who feed the world, who clothe the world, who are the world?"—Kansas Trade Unionist.

Crop production for the United States is now 10 per cent less per capita than it was 82 years ago.

Department of Practical Co-Operation

TO THE MEMBERS OF THE F. & C. U. OF KANSAS
Allow me to call your attention again that the Board of Directors have authorized the beginning July 1st, 1924, to remove from the mailing list the names of all those members whose 1924 dues have not reached the Secretary's office.
C. E. Brasted, State Secretary
UNION MEETING NOTICES
Notice 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.

The regular meeting of the Crawford County Farmers Union will be held on the last Tuesday of each month throughout the year except when this date falls on a legal holiday.
A. C. Brown, Co. Pres.

SILVERDALE LOCAL NO. 2051.
Silverdale Local No. 2051 meets every second and fourth Wednesday in the month at the Silverdale School House.
J. F. Lewis, Sec.

NEWBERRY LOCAL NO. 1922.
Newberry Local No. 1922 meets regularly the first and third Monday nights of each month. The members make the union what it is. You help make it a success in every way by doing more than your part and attending these meetings.
R. J. Muckenthaler, Sec'y-Treas.

UNION LOCAL NO. 2019.
Regular meetings on the second and fourth Fridays of each month, at 7:30 p. m.
Geo. Speed, Pres.
Alice Kendall, Sec.

CARLTON LOCAL NO. 1911.
Regular meetings on the 2nd and 4th Wednesdays of each month.
J. Rumberger, Pres.
R. J. Logan, Sec.

CLEVELAND LOCAL NO. 864.
Cleveland Local No. 864, Neosho County, will hold their regular meetings on the third Tuesday of every month. Come out and boost. Don't stay home and kick.
George J. Schoenhofner, Sec.

PLEASANT VALLEY LOCAL.
Pleasant Valley Local Union No. 1920 meets every first and third Wednesday evening of each month.
E. J. Kinsinger, Pres.
W. T. Flinn, Sec'y-Treas.

NEOSHO COUNTY QUARTERLY MEETINGS.
The regular quarterly meetings of the Neosho County Farmers Union will be held in the I. O. O. F. hall in Erie, Kansas on the second Saturday of the following months: March, June, September and December.
E. O. Clark, Pres.
J. G. Foust, Sec.

GIRARD LOCAL NO. 404.
Girard Local No. 404 meets in Union Hall over the Crawford County State Bank in Girard, Kansas on the second and fourth Tuesday of each month at 7:30 p. m.
W. D. McCleary, Pres.
Roy W. Holland, Sec.

LIVINGSTON LOCAL NO. 1954.
Livingston Local No. 1954 meets regularly on the first and third Friday nights of each month at Livingston School House. A short program is prepared for each night.
Clyde B. Wells, Sec.

BROGAN LOCAL NO. 226.
Brogan Local No. 226 meets on the second and fourth Thursdays of each month. Visitors are always welcome.
George Baumgartner, Sec.

PRETTY CREEK LOCAL 1852.
Pretty Creek Local No. 1852 meets every first and third Wednesday of each month at the Hinerville School House. Come out. Don't stay home and kick.
H. C. Mathies, Sec'y-Treas.

FONTANA LOCAL 1759.
Fontana Local No. 1759 meets the first and third Friday nights regularly.
All members should be present.
W. A. Boose, Sec'y-Treas.
W. H. Slyter, Pres.

UNION VALLEY LOCAL 1679.
We meet every two weeks on Tuesday. All Farmer Unions member welcome.
Owen Hunsperger, Pres.
I. M. Wagner, Sec.

UNION LOCAL NO. 273.
Regular meetings on second and fourth Thursday each month.
Charles Crossard, Sec.

LOST SPRINGS LOCAL 355.
Regular meetings every two Saturday of each month.
A. J. Postpall, Pres.

POTTAWATOMIE COUNTY QUARTERLY MEETING SEPT. 29.
The third quarterly meeting of the Pottawatomie County Farmers Union will be held at Wamego, Kansas, Monday, September 29th, in the Stewart Hall.
All adjoining counties are invited to attend this meeting. M. O. Glessner, state lecturer, will be one of the speakers.
Locals are requested to send full delegation.
T. P. Heptig, Sec.

DOUGLAS COUNTY QUARTERLY MEETING SEPTEMBER 20.
The Douglas County Farmers Union will hold their third quarterly meeting at Holcomb, Kansas, Saturday, September 20th, commencing at ten a. m. Mr. Trull of the Farmers Union State Bank and other noted speakers will be present. A basket dinner will be served at noon.
G. C. GERSTENBERGER, County President.

MARSHALL COUNTY QUARTERLY MEETING.

The third quarterly meeting of the Marshall County Farmers Union will be held at Frankfort, on Friday, Sept. 19th at 10 o'clock a. m. If possible we will have Mr. Woodman of our Live Stock Commission Company with us, so let us have a large attendance, and don't forget our basket dinner.
Richard H. Mackey, Secretary-Treasurer.

THE LAST OF THE AUGUST PICNICS.

Selden is a Farmers Union stronghold and has numerous members. The business of the Union elevator compares favorably with the best in the state. The manager Peter Mumm, is one of the men who have been tried and found true as the results seem to indicate.

The picnic of August 20, was a successful affair in spite of the fact that a great many of the members were busy threshing their wheat which is an average crop.

John Huber acted as chairman of the afternoon meeting. Readings, songs, music and a talk by the writer was the program. The ball game which was finished in the tenth inning, was a real game and took until the clock had passed the noon hour to finish. The picnic dinner was of the usual kind found at the Farmers Union picnic and needs no boasting from me or any one else. A nice little grove furnished shade for the four or five hundred people that gathered together to enjoy the good fellowship and a swim in the swimming pool.

Adam Saltzman formerly of Rush County, was present with about all of the family; the boys all belong to the Union and Adam is recognized as the pioneer of the Union in that territory. Andersons, Nelsons, Leister, and Smiths all were out and helped boost the picnic.

Randolph, a little burg in the north part of Riley county, was the scene of three days of picnics. The last day the writer spoke in the afternoon and at night to one of the largest crowds of the season.

Various estimates were made as to the number present but there possibly were present upwards of four thousand folks.

A well arranged program was an entertaining feature that was immensely enjoyed by everybody.

The farm orchestra from Keats was conducted by Mr. Zeller and was more or less a family affair but was enjoyed possibly to a greater extent than would some orchestra with a big title.

The elevator under Manager Amnell is still making a fine showing and the price of flour is ten or fifteen cents a sack cheaper there than at any other place in town and still there are a good many farmers in that territory that do not belong to the Union and not a one of them but what finds it necessary to buy flour.

Chairman Peters took the opportunity to nail a lie that being circulated to the detriment of the elevator. The story circulated the effect that the elevator was speculating on the wheat left in the elevator by the members or in other words stored. There had been no gambling on the wheat left by members but the wheat remained right in the elevator until sold. Loyalty on the part of the members has made the elevator what it is and since the picnic enough co-operative enthusiasm we hope will be retained by the farmers to result in their becoming a member of the Union and a stockholder of the elevator.

Burns, Kansas, is in Marion county and is the place where the Sun goes when the weather looks cloudy to us up north. The Farmers Union there is only coming three years old, but some of the older communities will have to take off their hats to Burns.

The store at Burns makes the competitors resort to all kinds of schemes to try to wean the stockholders away from their own store, but with all their alluring bates and swindles, even offers of aeroplane money, does not tempt the members for they know where their rebates come from so of course they trade with their own store.

David Thomas is the manager and is one of the best managers in the state.

The picnic in the grove west of town was well attended and although it was about three o'clock when I started my tale of co-operation, for about forty-five minutes I received splendid attention and although the thunder roared and the lightning crashed the crowd stayed on and that night we finished the story at the schoolhouse in town.

The ball game was a little one-sided as the vanquished side got only one score while the winners got a couple of dozen I think.

Erie is in Neosho county and is the home of H. D. Collins, one of the old wheel horses of the Farmers Union of Kansas and still full of pep and co-operative ideas.

When I arrived on the grounds who should I meet but A. C. Davis, National Secretary of the Farmers Union and Emory Trull, president of the Farmers Union Bank of Kansas City. Henderson and Whittaker the Siamese Twins of the Farmers Union. J. O. Fouts, Elmer G. Clark, Paul Shutz and other Union members.

Davis addressed the crowd of about three hundred for an hour and a half and spilled a lot of good dope. At times Davis was happy then he was sad but the information was worth millions. I talked for a few minutes then Trull closed the talks and ended the August Picnic.

M. O. GLESSNER, County President.

A REAL GOOD TIME TIME PICNIC.

The Badger Creek Local No. 1895 held its 5th Annual Picnic at the Jno. Faulkner grove 2 miles east of Langford, Wednesday August 27. To say it was a complete success would be putting it mildly. If we had ordered the day with the rest of the supplies it could not have been more satisfactory.

The program consisted of readings, music both vocal and instrumental and all the concessions were strictly home people. Just an old fashioned picnic with all the get rich quick schemes eliminated. The ball game drew a good crowd.

The hamburger stand under the local secretary did a rushing business disposing of 125 lbs. of hamburger and about 1000 buns. The stand selling 121 cases of pop besides grape juice and gallons of lemonade showed that they all appreciated a good drink. The ice cream stand not to be out-done sold nearly 50 gallons besides candy, gum, bananas, oranges and peanuts, while of course the ever-present squakers and balloons made the children happy and the parents unhappy when they broke and small change and daughter demanded (and received) another and yet another.

Our local band (of which we are justly proud) helped to entertain through the day and evenings with solos, duets and full band pieces and helped keep the feet in time for the big dance, jazz and old fashioned which helped to finish a perfect day.

This local is a very up-to-date local and gives loyally in its support in every way to the prosperous store and elevator located at Langford. We thank everyone for their support and help.

Mrs. R. E. Dulaheny, Langford, Kansas.

HIGHLAND'S BIG DAY.
When the summer days are here it makes one think of picnic days, and as the shade of the trees in the W. A. Walter's Grove is so tempting the people of Highland Local No. 1669 could not forget their annual picnic if they wanted to. So this picnic was held Sunday, Aug. 31st. There was a real nice crowd but the crowd would have been much larger had the weather not been so threatening.

A cafeteria dinner consisting of fried chicken, with all the fixings that goes with it to make it complete was the most enjoyable event of the day. Ice cold lemonade was served throughout the day and was appreciated by all. The entertaining committee furnished the different contests of the day, in which young and old participated. These are some of the things that make this picnic a day of pleasure.

These picnics are enjoyed so much by all that the people of this local look forth to it as one of the most enjoyable gatherings of the year.

ROY L. LEE, Paola, Kans.

CO-OPERATION IS KEY NOTE STRESSED AT HUGE PICNIC AT WINFIELD

Parade Through Streets for Two Miles and Gives Remarkable Exhibitions of Farm Products and Prosperity

August 29, 1924, will be red letter day in the history of Cowley county. The day dawned bright and beautiful with the roads in superb condition. When Chief Marshal Delmer Butte began organizing the parade of the Farmers' Union of Cowley county preceding their annual picnic in Island Park, it seemed a gigantic task. Floats were there from every part of the county depicting the agricultural resources of the county, its corn and its hogs, its wheat and its oats, its fruit and its petroleum. And above and beyond all the splendid population, the citizens to be and its stalwart young men. Heading the parade was the Winfield Band under the leadership of Prof. C. O. Brown. It took two floats to carry the band and they played well and did not run out of wind. It tooted as strong on the north end of Main street as it did at the four feet and were applauded all along the line. Then came the wonderful floats of various Unions, several singing societies, various committees, and two miles of automobiles carrying American flags.

It was the most inspiring sight seen in Winfield for many years. There was no lack of enthusiasm when the dense crowds banked up along both sides of Main street and on the side streets where the parade passed. All faces were beaming and their hearts all lifted in thanksgiving for the splendid harvest that a kind Providence has given to Cowley county. But above and beyond all that satisfied every onlooker, was the real demonstration that the farmers had found a way to cooperate successfully and were working together for the mutual benefit of agriculture.

It was an inspiring occasion and speaks volumes, not only for present prosperity but for the future. Through the splendid men at the head of the various farmers unions throughout the county the thanks of the people are due for the work they have given toward this demonstration and are giving day by day to their organization, which promises much for the prosperity of our county. It was a gala day for Winfield and for all the territory surrounding it.

The park was filled with a jammed and happy crowd of picnickers. Baskets were unloaded and tables set and we must, in order to do justice to that occasion, revamp that old time worn expression, "the tables fairly groaned under the weight of the good things they carried."

All the stunts were fine and interesting. After dinner came the speeches, and the singing and the

music. It was all high class and the speeches especially profitable. The messages brought by experts in co-operating movements point the way for future improvement. It was much like the old time Chautauques, which they had but one theme—agriculture and cooperation. Winfield is sure that every picnicker, as well as every citizen who was present, went home more optimistic than they had ever been and with a better realization of tremendous resources of our splendid county.

Heading the procession came the speakers car with two huge flags flying proudly in the breeze. Close behind it crawled one of the most remarkable floats of the entire parade on an airplane, mounted on a tractor. On the sides of the plane was the legend to the Greatest Good "Co-operation—The Greatest Good to the Greatest Number." Hackney's Farmers' Union declaring the assets of the Union to be \$18,000 and the profits derived at \$42,000.

A small elevator mounted on a truck came next in line, with the slogan "Agriculture must be saved."

Then followed a string of nine cars, each fully decorated and flying the American flag. Shilo local was well represented. Another vehicle of transportation was portrayed by Odessa which sent a battleship steaming into the fray. The superstructure had been built around a truck, and presented a striking appearance with padding, furs and old fashioned looking from the two smoke stacks.

Then came another long string of cars. One of them boasted the placard, "Safety First. We Co-operate." All were in gala attire while the youngsters made pandemonium with hundreds of squawker balloons.

No. 28 was hedged in by a mass of kafir corn which had been festooned entirely about the car.

A hit was made with the crowd by the Hackney Hungry Hounds, featuring a truck load of sleek looking hounds, grazing placidly on the throng.

A splendid float, featuring the Statue of Liberty with upraised torch standing on the pedestal of Justice, Education and Co-Operation was presented by Bethel, with the words on another car, "we intend to cooperate."

A car load of "young co-operators from Winfield High" also rode happily in the parade.

"Homes we can build with cooperation," was the slogan of another float, which pictured a pretty and neat little home on the bed of a truck. Children peered from the small windows, while two small girls, one with a violin and one with a flute, sat on the porch.

One of the most elaborate floats was displayed, with a small all decked out in a true confusion of all sorts of farm produce and grains. Kellogg's Farmer's Union presented another elevator, somewhat larger than the first, well designed and showing excellent workmanship. Another truck from Hackney carried the Mixed Chorus that broke forth in song at numerous places along the line of the parade.

Maple Grove was represented with a pretty float, displaying a truck load of young girls dressed in white and gold. Another float announced that the membership of Cowley County's unions is now over two thousand and asked for boosters to make it three thousand by 1925.

A third elevator was displayed by the Winfield's Farmers Union. Science Valley was represented with a rainbow showing cooperation to be the pot of gold at the end.

In all there were one hundred and sixty-five cars in line when the parade swung down Main street, and many more glided into line after that.

The park was fairly jammed with cars and floats, and the several thousand people moving about made an animated scene. After a short band concert and speaking, baskets were produced. The park resembled one huge lunch stand, with tables clothed with green and white, and happy family and neighborhood groups standing or sitting about, partaking of chicken, sandwiches, salads, cake, pie and many other delicacies which country culinary artists alone know how to prepare.

Striking cooperation as their key notes, the speakers were delivered throughout the day by E. W. Woodworth of Wichita, E. C. Trull of Kansas City, and Hon. Walton Petzet of Chicago.

Music was enjoyed by the Winfield Band, Kellogg Mixed chorus, Floral Male Quartette, and Hackney Harmony Hounds—Winfield Courier.

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

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

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

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

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

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

Fairdale — 827 — Carl W. Mayer, Brewster, Sec. — 10 members paid for 1924 — 100 per cent.

Rydal — 763 — G. S. Duncan, Beelville, Sec. 31 members paid for 1924 — 100 per cent.

Prairie College — 1227 — J. P. Bruening, Robinson, Sec. 23 members paid for 1924 — 100 per cent.

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

Hays — 1180 Mrs. Everett Alquist, Sec. — 76 members paid for 1924 — 100 per cent.

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

Point Lookout, 1078, Jno. Hoffhines, Eabon—all members paid for 1924—100 per cent.

Neutral, 808, John Costello, McClure 11 paid for 1924—100 per cent.

Twelve Mile, 2003 — R. L. Pearce, Sec., Downs—12 paid for 1924—100 per cent.

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

Victor—1516 — W. O. Harris, Burton, Secretary, 5 members—100%.

New Hope—1884—S. Tibble, Cedar Point, Secretary, 8 members—100%.

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

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

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

Olive Hill—1120—A. F. Braun—Clay Center, Sec.—36 members, 100%.

Coin—1557—S. J. Beason, Orion, Secretary—7 members, 100%.

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

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

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

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

1808—Maple Grove—Howard Timberman, secretary, Hepler, Five members, 100 per cent.

1955—Kaw Valley — Jerome Van Hole, secretary, Belvue, 10 members, 100 per cent.

1689—Highland—Roy L. Lee, secretary, Paola, 80 male members, 56 female members, 100 per cent.

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

Prairie Star—944—E. W. Fodena, secretary, 15 members, 100 per cent.

Haystack 1437—Henry Eden, Sec. 13 members, 100%.

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

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

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

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

District No. 32, Local No. 1135, Will H. Rundle, Clay Center, Sec. 100%.

6 members paid 1924.

Fairview—1070—W. S. Hohl, Ellsworth, Secretary, 10 members paid 1924—100%.

Paradise—993—Ed. Querry, Ellsworth, Secretary, 8 members paid 1924—100%.

DEVELOPMENT OF CO-OP REQUIRES TIME AND WORK

Leader Warns Against Over-Expectation on Part of Members at Start

By BRUCE LAMPSON, Manager, Colorado Wheat Growers' Association.

(From Western Fruit and Vegetable Grower.)

The machinery for the successful co-operative marketing of farm products is in full working order.

Whether or not this machinery will work depends now entirely upon the wisdom of co-operative association members, and the wisdom of the association's officials.

Success Depends on Individual The experiences of the Colorado Wheat Growers' Association, the Colorado Potato Growers' Exchange, and other groups in this state points to the fact that the whole question as to how successful co-operative marketing will become depends upon this one question—the wisdom of the individual member and the officials.

To put this in another way, the average business man is thoroughly in sympathy with the principles of co-operative marketing as applied to the farmers. The farmers themselves, are for the most part, in favor of co-operative marketing. The only difficulty is that many farmers do not know co-operative marketing when they see it.

Every now and then one hears unfavorable comments on co-operative marketing from the farmers themselves. In ninety-nine cases out of a hundred, the man who complains is a co-operator. He complains—because he does not understand fully the aims and ends of co-operative marketing.

Don't Expect Too Much at Start. In the first place he probably has been led to expect the maximum results of co-operative marketing in minimum time. He fails to realize that a co-operative marketing association is a cooperative business. It can not grow to its fullest success in one year or two years. There is hardly

the True Cooperator. The farmer who realizes that the building up of a cooperative marketing association is the work of several years and who further realizes that he has his particular and individual part to do in building up this organization, is the farmer who is fit to become a member of a cooperative marketing association.

The farmer who does realize these points is the man who has the wisdom to see his organization through to a successful status. He will realize that the ultimate goal of co-operative marketing, which is to control his market and put his price tag on his product, cannot be obtained overnight. He will realize further, however, that this ultimate goal is one worth working for. In other words, he will be a true cooperator.

The machinery of co-operation is ready to use—by the fruit grower, the vegetable grower and the wheat grower. But the machinery will never work to its best advantage unless those who elect to become a part of it know what their duties are.

CO-OPS SELL TO JAPAN
The American Cotton Growers Exchange is getting ready to sell a great deal of cotton to Japan. It is reported that Japan uses 700,000 bales of American cotton each year. An office will be opened by the co-operators in Japan for purpose of taking care of the business.

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