

## Southern Farmers are Marketing Their Rice Crop Co-Operatively

B. E. Chaney, President of the Arkansas Rice Growers Co-Operative Association, Tells of the Early Struggles of the Organization

In the Fall of 1920, when the rice farmer of Arkansas had his crop ready for market—incidentally, the largest crop we had ever produced, and produced at the highest prices ever known—he was confronted with a new problem. The high prices of preceding years had had a tendency to curtail consumption of rice in the United States, which has never at best been a rice-eating nation. The retail trade was already overstocked with high priced rice. The farmer had his usual crop mortgage indebtedness to pay on or before January first; and foreign countries to which we had heretofore looked for export outlet were bankrupt and unable to buy. We looked to the old Southern Rice Growers Association for relief. They conceived a plan that had not been tried out on the farmer for a long time, and had him turn his rice over to the various millers to mill and sell for him—Toll Milling! The only result that could follow this mode of procedure was complete demoralization of the rice market.

In our frantic efforts to solve some of the evils of the conditions existing, a mass meeting of the rice farmers from all over the rice belt of Arkansas was held in Stuttgart on January 26, 1921. Then and there the toll milling proposition was stopped and I hope and believe it was stopped forever. A committee was appointed at that meeting to devise ways and means of relieving the situation. That committee was the nucleus of co-operative marketing of rice in America! It was the death knell of toll milling! It was the beginning of a new and better day for the rice farmers of the country.

We found a friendly hand in London. We loaned us our first \$1,000. That \$1,000 meant a lot to us at that time. We started selling our rice in the rough, as had always been our custom. We got along fairly well, but brief periods of "opening the rice market" was on; and our price on rough rice descended rapidly from \$1.30 to 80c per bushel on No. 1 Blue Rose Rice. We stopped selling in the rough. We expected just the thing that had happened; and our Executive Board had been hard at work since the beginning, endeavoring to obtain adequate finances to enable them to work out a plan whereby we could go past the speculator, keep control of our commodity, and get closer to the consumer; saving the intermediate expense for the grower.

Opening World Markets  
There are seventy-three rice mills east of the Rocky Mountains. These mills are owned and controlled by less than twenty men who are federated very closely by their organizations. Heretofore, our only market for our entire product was at the measure of these few men. Under our plan of tolling our rice, and preparing it for the consumer, we not only save for the grower the non-essential middleman expense, but we have every market of the world open to us.

We are authentically advised that there has already been some \$500,000 spent in attempting to put our organization on the rocks, but this antagonistic attitude has only had a tendency to strengthen our organization within. And I take a great deal of pleasure in having no little price in being able to say to you today that the farmer who is a member of our organization is a different man from the farmer who "signed up" last year. He has a new hope, a new confidence, a new lease on life. He believes in his own organization, and in the men he placed at the head of it; and I take these things as an indication that we have succeeded well in a noble work, thus far.

Orderly Distribution  
During the extreme depression of the second half of December, and of January, we fed the market, in an orderly way, only what rice it would take. The way only what rice it would take. The loan of one million dollars, later increased to one and a quarter million dollars, from the war finance corporation, enabled us to do this. Since it made it possible for us to advance our members, as soon as their rice was delivered to mills or approved of the ap houses, about 60 per cent of the ap praised value of the rice. In this way they were able to take care of their January obligations, and yet did not have to dump their crops on a manipulated market to be taken up by speculators who would get the profit there was in it.

The wisdom of our plan has been proven in our own case in the last fifteen days. The rice market has strengthened, and we have sold more than 150,000 pockets of clean rice at a decided advance over any price we could have gotten during the preceding sixty days. Our Association has more than eighty per cent of the rice acreage of the state, and we have approximately fifty per cent of our rice

on hand, with every assurance that we will continue to have an active, healthy market.

Our successful operations have been made possible, first, by the fact that our members signed a long-term contract, covering all crops produced and based on the principle of organization of the commodity and not the locality. In other words, we are dealing with an entire commodity, not one back yard. Second, under the particular form of membership and marketing contract we have from our members, we can go out in the financial world, and secure federal or other money as we find it necessary in the orderly marketing of our product.

Applies Business Methods  
This Association, and others of similar character, have demonstrated that business methods can be applied to farmers' organizations just as well as to any other big business organization or industry. We have reasonable assurance that Louisiana and Texas will be operating under very similar contracts to the one we have before the next crop is ready for market. We can then federate the heads of the three organizations, and have one big central selling agency to deal with all the country's rice. We can then begin to think in really big terms, and map out a program of activities that will include some very necessary advertising designed to increase the consumption of rice in America. We eat only about 5 lbs. of rice per capita in the United States. We grow, normally, about 12 lbs. per capita. In Porto Rico the people eat about 150 lbs. per capita. In parts of British India they eat as much as 250 lbs. per capita. Two-thirds of the peoples of the entire world depend upon rice as their chief article of diet. We need only to present to American consumers the proper value of rice as a food, and the proper methods of preparing and serving it, to make it a part of the daily menu in every home in the land; and to create a domestic demand that will take up all of our production. This would lead to improving the grade and many other things that would be highly beneficial to the rice industry, and mutually advantageous to producer and consumer.

Practice Co-operation  
We not only preach co-operation, but we practice it to the full extent. We avoid co-operation with those who have refused to co-operate with us. We have done many a man a good turn who has opposed us and fought us to the last ditch; but we were really glad when the opportunity came to show him that we really mean what we say about co-operation. We are winning people over day by day by our practices of co-operation.

Our organization is not wanting to fight any one. Our basic motive is to have the oldtime instinct implanted in every human breast—the instinct of self-preservation. We begin by being fair with one another. In our organization, among ourselves, every member has equal rights with every other member. One vote is given each man, no matter how big or how small. We keep in touch with our members. We tell them what we are doing. We are now sending out a weekly letter, and hope soon to publish a little paper of our own for our members.

On the other hand, realizing the inherent power represented by any co-operative market organization, we have thrown every safeguard around our organization to insure its remaining free from political or sectional affiliations, and any form of radicalism. We realize that our Association, and the various commodity organizations have within their grasp to become the most powerful influence in the country. The ideals of this organization, put into practical effect, should go and will go far toward improving the social and material status not only of every farmer and every artisan depending upon the farm, but of every consumer as well.

For it is not merely that the farmer gets less than he ought of what the consumer pays for the goods actually reaching the market. The farmer also loses every year on produce he is unable to market. With proper organization there should no longer be such waste of good food on the farms, when people in the city are starving. We cannot longer ask the farmer to work harder, and maintain a lower and continually lowering standard of living than that of people in other lines of activity. The present agricultural unrest is not for want of confidence so much as for want of equalization. The farmer too often exchanges a year's hard work for a cancelled crop mortgage. We must help him change this condition. We must do all we can to help keep up the morale of these sturdy tillers of the soil.

The farmer is not asking for anything that is not just, that is not reasonable. He asks for nothing that will not be for the general good—the benefits of which will redound to the consumer quite as well as to himself.

If hogs and cattle were halfed They'd ne'er be fit for slaughter; Go feed your soil—good crops are made Of more than air and water.

## Wheat Growers Ask Farmers' Union To Reconsider Pooling

The National Wheat Growers' Association of Kansas would like to have the Farmers' Union reconsider its announcement that the Union will organize a wheat pooling association of its own. President John Tromble of the Farmers' Union stated Saturday that the National Wheat Growers' Association conferred with the board of directors here this week on the subject, and that they invited a committee of the Farmers' Union to meet with a like committee of the wheat growers. Mr. Tromble stated that the Union officers accepted the invitation to confer with the wheat growers, and Clarence Huff and Louis De Voss were sent to Wichita Friday where they conferred with the officers of the Wheat Growers. Mr. Tromble states that it is the plan of the Farmers' Union to submit a plan to the wheat growers. He stated that he did not expect a report from the special committee until the fore part of this week.

Meanwhile Mr. Tromble stated, it is the intention of the Farmers' Union to proceed with the wheat pool, and expect to make it a 100 percent organization.

## PROTECTING THE QUAIL

Government experts have figured that one Bob White is worth \$20 to a farmer because of the grubs and insects the quail eat.

Unfortunately in some parts of the country the quail are still regarded as game birds and are killed in large numbers by game hogs.

A few records as to the value of the quail. A quail killed in a cotton field in Texas was worth \$2.00. One killed in a potato field in Pennsylvania had in its crop the remains of over 1,200 chip beetles.

It has been estimated that a Bob White hen will eat an average of 75,000 insects and 60,000,000 weed seeds in a year—about 7 1/2 pounds insects and 100 pounds weed seed. A pair of Bob Whites in domestication have produced 100 eggs in a season. Five hens laid an average of 65 eggs apiece. To hold the insects in check and to destroy the weed seeds we need to have our garden, fields, pastures and roadsides literally alive with these useful birds.

Ninety per cent of the normal bird life of this country has already been destroyed, and the other ten per cent will go in the next five years unless drastic measures are employed to stop the slaughter. Yet there are thousands of men who delight to go out in the fall and kill every quail they can find, a dead quail is worth in the market possibly \$1.00. A man may eat it in a few minutes and forget it. What a shameful ending for such a useful and so valuable a friend of mankind.

Dairymen in the 45 cow-testing associations in the Western States own 9,484 cows that have made more than 40 pounds of butterfat in a month. Not many years ago a 40-pound cow was a rarity. There is much room for improvement, however, in the general run of herds in all parts of the country, says the United States Department of Agriculture.

## Ford May Join Labor Bank

Co-Operative Movement Would Be Carried to Wall Street If Engineers' Plans Succeed

CLEVELAND—Plans for a gigantic combine of the interests of Henry Ford and the Brotherhood of Locomotive Engineers' Co-operative Bank for a finish fight on Wall Street became known here Saturday.

Joseph J. Hobart, Jr., general financial agent of the bank, announced he would go to Detroit next week to ask Ford to join with W. S. Stone, grand chief of the engineers and president of the bank, in carrying the co-operative banking movement into New York.

To Ask Ford for a Deposit  
It is expected that Hobart will ask Ford to put a deposit of between 50 and 75 million dollars into the bank. It is understood Stone feels that 17 million, the bank's present holding, is not enough with which to go into New York.

In a statement Saturday, Hobart said:

"We have thought over Mr. Ford's position in the financial world and believe his entrance into the co-operative plan would be of great benefit to the workers of the nation, as they would share in all the profits of our bank."

Under the co-operative system 4 per cent interest is paid on deposits. Then, after expenses, including return on capital stock, are paid, the profits are divided among the depositors in the form of dividends.

Would Mean Big Combine  
If Ford goes into the deal, financial observers will take it to mean that he has decided to give Wall Street a battle in its own territory.

The alliance between the engineers' bank and Ford would be one of the largest, and far-reaching financial deals ever arranged.

Hobart's statement comes on the heels of rumors that Ford is planning to expand his railroad holdings by purchasing the Wabash and the Virginian railroads.

It has been announced that the union of maintenance of way men, with headquarters at Detroit, had decided to establish a co-operative bank at Detroit. It was reported that the time plans were announced that a 21-story skyscraper would be built on the site of the bank's present office at St. Clair and Ontario streets.

It was announced, also, that the bank would have another branch of five floors. It is pointed out that Ford is antagonistic to the present system of banking, which he maintains is operated solely for the profit of a few stockholders and not in the interest of the depositors and business in general.

In all his business operations Ford has refused to accept aid from Wall Street or the big banks. In the last financial depression Ford pulled thru after refusing Wall Street propositions and after production had been made in "the street" that Ford would have to surrender or fail.

## Farmers' Union to Get Loan From Joint Stock Land Bank

The Farmers Union has entered into an arrangement with the Kansas City Joint Stock Land Bank to provide capital to its members at 6 per cent interest, no commissions. The deal involves \$15,000,000 of loans which are to be closed as soon as the applications are completed. This arrangement will save the farmers thousands of dollars that they have been paying out in commissions. The Union will work in conjunction with the Kansas City Joint Stock Land Bank to provide this money to the farmers as rapidly as possible. The loans are all made under government supervision and are closed promptly. Each farmer can borrow 50 per cent of the value of his land or 20 per cent of the value of the improvements.

The deal was closed by John Tromble, president of the Farmers Union and Walter Cravens, president of the Kansas City Joint Stock Land Bank, Kansas City, Mo. It goes into effect immediately.

## "NOTHING TO DO BUT HOUSE- WORK"

Department of Agriculture Shows Strain in Housework

The Department of Agriculture will exhibit October 9 to 14 (where) a model kitchen with what is literally life-saving equipment and its arrangement for use in the Better Homes Campaign.

The foremost women specialists in the American Medical Association agree that about eighty per cent of the women who die of women's diseases are nationally famous as expert in such matters. This same actuary is now engaged preparing policy forms and premium rates on other plans, such as endowment and term.

However, the great majority of life insurance sold is on either the Ordinary Life or Twenty-year Payment Life plan, and so we feel we are fairly well equipped even though we have not fully developed our line of policy forms to the extent contemplated.

As previously pointed out in these columns, the State Insurance Department's requirements are that we must have a certain number of completed applications before we can apply for a charter. Several weeks ago we had on the books a sufficient number of preliminary applications to meet the state's requirements, but before submitting them it has been necessary to have all these applicants undergo medical examinations and make first year settlements.

It is this phase of the preliminary work which has been and is now being given the most attention. Local medical examiners have been appointed in many communities of the state and every day's mail brings in dozens of examination reports. In fact, these doctors are not letting hot weather keep them from doing their part of the job of getting ready to ask the insurance department for a permanent charter. At the present time it looks like we will be in readiness to submit our request for a charter early in September.

A double drain-board costing less than two dollars will cut dish-washing time in twp. A sink the right height for the housewife saves strength. A jitney wagon which can be wheeled around the kitchen with necessary equipment and food saves many hours of labor in a week.

Removing the sill between the dining-room and kitchen so that a tea-cart may easily be run between the rooms cut down the work of serving meals. Two shelves over the kitchen stove, a rack within three steps of the stove, a high stool for use at the kitchen table, a place of sink on the top of the kitchen table—these are the things like these save miles of walking and many hours of time for the busy housewife.

## Life Insurance Department Makes Rapid Steady Growth in Iowa

Policy Holders Will Get Modern, Legal Reserve Life Insurance at Cost—And a Low Cost at That

It is a pleasure for us to be able to report to our members at this time that the life insurance department of the Union has undergone marked development in recent weeks. Many of you are familiar with the progress we have been making. Our field workers have been active in many communities and it should be said here and now, they have met with enthusiastic co-operation from the bulk of the Union members they have called upon. Most noteworthy, perhaps, among the developments during July was the transition our life insurance proposition underwent from a sort of vague, indefinite idea to a basis of permanence. For many weeks our workers in the field could at best give only an approximation of what the insurance premiums were going to be; they could only suggest a general outline of the provisions which would be contained in the policies; they had no sample policies whatever to show.

That has all been changed. Now we have our permanent policy forms on the Ordinary Life and Twenty-year Payment Life plans and we have our permanent premium rates for all ages on these two plans. The rates and the policies were prepared by an actuary who is nationally famous as an expert in such matters. This same actuary is now engaged preparing policy forms and premium rates on other plans, such as endowment and term.

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Speaking of premium rates, it probably is well to repeat what has been said at other times regarding the cost of our insurance, which is that no matter what the preliminary payment by a policy holder in the Farmers' Union Life Insurance Company is, it is absolutely necessary to pay death claims and put up the required legal reserve. All surplus must be apportioned back to the policy holders in the form of annual dividends. In other words, our policy holders will get modern, legal reserve life insurance AT COST—and a low cost at that.

There have been many discussions at conventions and local meetings relative to questions of finance, as finance is the greatest factor entering into the prosperity, happiness and general well-being of our people. It is therefore a question that needs discussion, investigation and study. This mighty influence under the present system of commercialism is controlled to such an extent as to centralize this almost omnipotent power into the hands of a very few men. One that a few willful, dominant men in Wall Street wield the invisible government of this country. One frequently hears this statement made in these days when the economic and industrial prosperity of the nation is being menaced.

Centralizing of the financial power in the hands of a few men is the serious detriment of our citizenship and especially the farmer, the very foundation of all wealth. The farmer produces most of the material wealth of the nation. It was these facts that brought on discussions and investigations by Farmers' Union officials and members that have resulted in the fostering of a life insurance department of the Union.

It was found that the most important sources of finance were insurance and banking and that insurance was and is the greater of the two. That, in fact, insurance is the most important factor in accumulating the great stable reserves of money upon which the banking system depends heavily in carrying out the great commercial projects of the country and through which vast sums are provided for carrying on the marketing of the products of the American farm.

It is astounding how great is the sum of money piled up each year in the reserve funds of the great insurance companies. There are more than 250 life insurance organizations in the United States and last year they collected more than six billion of dollars in life insurance premiums. And it has been estimated that only about one dollar in six comes back in death claims. Over seventy millions were collected in Iowa last year and about twelve returned to you can readily see how these immense reserves are piled up year after year.

The question perhaps comes to you as to where all this has any bearing on the farmer, and here is the answer. The consensus of opinion among organized farmers is that if the farmers are to control the marketing of their own products they can only do so successfully by providing their own funds and finances, and to provide these finances they must do so by purchasing well known and proven methods. Since insurance and banking are the proper channels then the American farmer must take this position in accordance with the importance of his business in these absolutely essential business principles.

The farmers now furnish a very large share of the business of banking and insurance and some of our greatest American economists assert that the money market of the farmers through these agencies (banking and insurance) is more than sufficient to furnish him with all the money and credit needed in all his business activities and to bring that much desired and that money provided by the farmer in full control of the marketing of his products and to command a price that will represent cost plus a reasonable profit. To make progress along this line the quicker you get at it the harder you work at it the better.

It is a most important first step that we have made in organizing our life insurance department, for it is known that of all forms of insurance, life insurance is the greatest gatherer of large resources of money and therefore should come first on the program of keeping at home for our own use and financial protection the money now going into the great eastern centralized channels.

It is to be hoped that members of our Union will be prompt to realize the many-sided advantages of leading their active support to this new movement. We sincerely believe we are blazing a trail toward realization of a changed relationship for the farmer to those upon whom he is so often dependent financially in the conduct of his business—Iowa Union Farmer.

A LETTER FROM INDIANA  
To the Kansas Union Farmer:  
Here are a few strange things I found in Indiana and Ohio:

Farmers are generally rented by the year. The tenant paying all taxes in addition to cash. The crops are held for the taxes. Kansas better look to her laurels. Ohio in this election proposes the "Area State Tax Law." It taxes the farmer and is single tax with a vengeance. It is long and wordy but works out like this: The county is the unit. The state tax is just as much as before and based upon the total valuation but this amount of tax within a county is divided according to area of land giving no consideration to improvements or location. Farm land pays the same tax per square foot as city lots.

The national campaign has narrowed down to this question: Federal vs. Self Determination. The women don't like federal determination in the management of her kitchen, home and children. The tomato case is interesting. A farmer had a crop of tomatoes ripe during the railroad embargo on perishable freight harvested and hauled it in his own motor truck to Indianapolis for commission house. He violated some federal law, rule or regulation and is out on bail pending appeal of case. Apply this federal case to the Kansas wheat farmer. He wants to sell a load of wheat and telephones to the nearest elevator, they are full the probably to shortage of railroad cars. He hauls the wheat to a mill in another town and sells it. If it is possible to haul the wheat from the first elevator to the mill by rail, he is liable to arrest and prosecution in federal court for hauling the wheat to the mill himself. A country man, even one reared in New York City, better watch his step. It seems officers of corporations under federal regulation claim exemption from city traffic regulations. Their automobiles carry no cost for hauling or sounds signals when exceeding the speed limit. The victim pays for cleaning his blood off the machine. This holds in court. If you have to cross a railroad or go near a factory under federal guard take a closed street.

CHARLES SOUTHERN HULBER  
Local 732, Natoma, Kans.





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

All copy, with the exception of notices and including advertising, should be in 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, OCTOBER 12, 1922

### LOCAL SELF GOVERNMENT

The people themselves are in control of any community that exercises the old time powers of local self government. The township board, the township trustees, justices of the peace, constables, the school district officers, and the city and county officers are the agents of the people for carrying out the purposes of local government.

There is no doubt that all these local officers are losing their authority and that their duties are held in contempt and growing contempt and scorn. No condition could possibly be more dangerous to our liberties. It means that we are centralizing and bureaucratizing our government activities, that we are delegating our duties to boards, commissions and officials who are so entrenched in office that they are becoming a permanent body of substitutes for the citizens.

We have a state law regulating the speed of automobiles on public highways. That law is daily violated scores of times in every township in the state of Kansas. The average constable has forgotten, if he ever knew, that it is his sworn duty to arrest all speed law violators and hale them before the nearest justice of the peace for trial and punishment.

The county attorney and the sheriff have authority to abate all nuisances, to require cleanliness, to enforce all laws. They need no grand jury nor any state officer to assist them in raids on loosely conducted dance halls or other immoral resorts. Local officers neglect their duties because the state and the nation have stepped in and set up espionage systems and law enforcing agencies that take no account of the traditional and statutory authority of the officials who get their mandates directly from the people.

We are getting very far away from the Jeffersonian ideal that "that government is best that governs least." We have gradually abandoned the faith of our fathers and have allowed a bureaucracy to establish itself in this country that in time will destroy our liberties and our free institutions.

### UNION WORK FOR YOUNG FOLKS

All natural, normal and wholesome young folks want at least three things: They want to do something, to learn something, and to have some fun. If the programs of the local unions are fixed up with these three things in mind it will be no trouble to get the boys and girls to attend and to take part. Fact is that where these three things are possible the young folks cannot be kept away with a club.

Trust the young men and impose responsibilities on them and they will rise to their opportunities and grow in power and influence just in proportion as their interest is aroused and their duties discharged. Give the young men and the young women a chance to hold office and serve on local committees. Elect more young men as delegates to the county and the state conventions.

### THE MISSION OF THE UNION

There are a few short-sighted folks who believe that with the organization of cooperative marketing the Farmers Union will have served its purpose and may be buried without regret. They are mistaken. There are so many things to do for rural life in this country that no more marketing association organized for just one purpose can ever get far with our general problems.

It is time for us to draw a clear cut distinction between a farmers organization for educational, social and fraternal work and a mere marketing association which is based on commercial needs only and exists only for money making purposes.

As long as agriculture has a single unsolved problem, as long as the farmers suffer from a single unredressed wrong there will be a field for the Farmers Union.

### THE REAL ISSUE IN KANSAS

Kansas candidates for public office need have no trouble in discovering the real issue of this campaign. The fact that in ten years taxes have increased from less than THIRTY MILLIONS OF DOLLARS A YEAR to more than SEVENTY-

FIVE MILLIONS furnishes the only issue in which the voters of this state are taking any interest.

The burden of taxation is proved by the lists of unpaid taxes recently published in the Kansas papers. In Crawford county more than four thousand pieces of real estate were advertised for sale and of that number nearly three hundred were farms of sufficient acreage to support that many families. In Johnson county, either the best or the second best county in the state, more than \$47,000 of the taxes on real estate have not been paid this year. Nearly three hundred Johnson county farms are advertised for sale for taxes.

Plenty of good folks believe that the Industrial Court Law is all wrong and should be repealed; also a large number of equally good people still cling to the hope that industrial peace may yet be secured by the just and effective administration of this law. There is room for an honest difference of opinion on that matter and the repeal of the law or the support of the law cannot be made a strict party question nor can it be the dominant issue of this campaign.

Taxation is becoming unendurable in Kansas. It now takes about one-fourth the annual value of all agricultural products to pay the state and local expenses. Expenses must be reduced because taxes are now so high that they cannot be paid.

Each of the candidates for governor is advocating the reduction of taxation. Voters must investigate the record, study the associations, and reach their own conclusions as to the purposes of these two men. The safety of the state demands the election of the candidate for governor who is in deadly earnest about the business of reducing taxes.

### CAN TAXES BE REDUCED?

There are many good citizens who believe that it will be impossible to reduce taxes through any action of the Kansas legislature no matter which of the two candidates for governor is elected. They are mistaken. The reduction of state expenses can be effected if the governor and the legislature will work together for that purpose.

There are at least a dozen boards and commissions which could be abolished. The State Tax Commission should be the first to go. All the work of that body can be done by an ex-officio commission made up of the governor, the auditor, and the secretary of state. Perhaps a state office must be maintained but one expert and a few stenographers are all the extra help needed.

The Board of Administration as the law is interpreted serves no useful purpose. Its functions should be turned over to an ex-officio body made up of the Lieutenant Governor, the Attorney General, and the Superintendent of Public Instruction. Such a board without any extra expense for salary or railway fares could do much more work than is possible under the present system. The present office organization of the Board could be retained and it is just possible that such an ex-officio board might have the courage to do some of the things for which the Board of Administration law was planned.

The administration of the automobile license law could be greatly cheapened by requiring local sheriffs, constables and policemen to act as tag inspectors. The local officers could make it hot for tag tax dodgers in a hurry and do that work much more cheaply than it is done from Topeka.

Then there is inspection of hotels, drugs and foods by state officers at public expense. This is all wrong. Every particle of such work can be done just as well if not better by the local health officers cooperating with the various county attorneys.

There are said to be SEVENTEEN assistant attorney generals at this time. The whole outfit should get the axe right in the neck. They are not doing one single thing that it is not the lawful and sworn duty of the local county attorneys. Let us either abolish the office of county attorney or require that officer to do his own work.

These are only a few suggestions. There are plenty of ways to save money and reduce both state and local taxes but first we must wear a considerable portion of the Kansas population that is now hanging onto the public teat.

The New York Nation thinks the organized farmer is a joke. That paper is wrong. The unorganized farmer is a huge joke, his well being the plaything of speculation.

### MATCHING DOLLARS WITH UNCLE SAM

Many farming communities are now in debt so deeply that the interest on their obligations absorbs from one-half to two-thirds of their net income from agricultural operations. In order to get a few dollars from Uncle Sam they have over taxed their own resources to provide service and construction of one sort or another that they do not really need and cannot afford to pay for even if they are most desperately needed.

Concrete roads are not necessary in Kansas. A well constructed dirt road properly maintained can be used in this state about 380 days in each year. During the few days that such roads are impassable on account of mud the only folks much put out are tourists driving through the state. It is no great hardship for the farmers to stay off the roads for two or three days once or twice a year and as for the tourists, the more they are delayed in our midst the more money they will spend with us. Why should Kansas taxpayers burden themselves to pay for roads to hurry up the passage of the trans-continental motorist through our state?

If the government can afford to spend money for roads and there is a necessity for good roads clear across the republic such trans-continental driveways should be constructed and maintained by the United States. Local roads to market and to the county seats should be built and maintained by the local units.

The state should have nothing to do with either the trans-continental or the local roads.

The whole system of road construction and upkeep is wrong and is so wrong that it is bringing disappointment to all friends of good highways and ruin to thousands of tax payers.

If the government had spent all the money that it was wasted on state partnership projects in construction on its own account we would now have several roads each way across the United States. If the states had spent all the money that they have squandered on federal aid roads in the building of market and county seat roads we would have more than twice the present mileage of good local roads.

Just because we got off wrong on roads by reason of the organized agitation of contractors, cement producers, automobile manufacturers and other interested parties is no reason why we should stay wrong forever. We can still get right if we have the courage to tell Uncle Sam to go spend his own money in his own way and give us a chance to do the same with local and county taxes.

### BETTER TIMES FOR FARMERS

Some expert statisticians in the federal Department of Agriculture has it all figured out that the farm income for 1922 will be about a BILLION AND A HALF dollars more than it was in 1921. Like many other stories that we read in the newspapers this report is important if true.

It requires only the slightest examination of the estimates to learn that it is not true. Cotton for example, is figured in at 11,000,000 bales. The boll weevil has not yet finished with this year's crop. When he is through it will be found that not much more than 9,000,000 bales of spinable cotton has been produced this year.

The wheat and the corn production has been over figured just like the cotton, probably more so. The great drought that struck all the corn states in August cut the yield many hundreds of millions of bushels. The wheat did not turn out up to its advance notices. In Kansas for example a crop estimated by state and government experts at about 110,000,000 bushels has dwindled down to only a little more than half that quantity. Other farm yields are falling behind press notices in about the same way.

Of course this reduction in volume of production may not result in decreased returns for the farmers. Prices may advance enough to give agriculture an increased income of a billion and a half this year. The expert, however, was not figuring it out that way. He based his figures on an increased volume of farm products sold at the prevailing prices.

Not satisfied with predicting an increased income of a billion and a half for the farmers this year there are a lot of friendly souls who are already figuring on how it can be spent. One newspaper editor suggests that the farmers increased income is about equal to the interest and sinking fund requirements for the public debt and wonders if the farmers may not generously assume that burden and relieve business from such an obligation this year. If the farmers of the United States would voluntarily turn that billion and a half into the public treasury it would absorb about three-fifths of the deficit that is facing the republic next June.

All speculation as to the disposition of the farmers increased earnings for this year might as well be stopped. The cold truth is that there is no such animal as agricultural net income or profits in the United States. The 1922 crop is the third in succession that has been sold far below the cost of production. Agriculture will be more deeply in debt when this crop is sold than ever before in the history of the United States.

### MELLON SMELLS BUSINESS REVIVAL

Your Uncle Andy Mellon, Secretary of the Treasury, and either the richest or the second richest man in the world is satisfied that the immediate business future is very bright indeed. He is a business man. The Kansas City Star assures us that he is a most remarkable business man and for once the Star is right. As a business man Uncle Andy assures us, that having averted the threatened calamity of a soldier bonus, the country is on the highway to prosperity.

Well, your Uncle Andy ought to know. He has always been one of those wise birds looking for a chance to buy low and sell high. Just before the prohibition amendment went into effect Mellon is reported to have bought about 46,000,000 gallons of first rate stock bottled in bond. That merchandise has probably been withdrawn from bond at such an advance in average price that it is not strange that good old Uncle Andy is satisfied with the business outlook. He is an expert on the smell of good times.

### LA-FOLLETTE OR SMOOT

Robert M. La Follette and Reed Smoot are as smart as any other two men in the United States senate. When the reorganization of that body comes next March Smoot will be chairman of the Finance Committee or of another equally important committee and in that event La Follette will be chairman of the Finance Committee.

There are a lot of politicians who are right uneasy over this particular matter. They all admit that it would be impossible to beat either of these two men for brains but La Follette is a radical who is republican in name only and Smoot is an Apostle of the Mormon church. La Follette voted against the McCumber-Fordney Tariff and Smoot was one of the staunch defenders of that measure.

La Follette believes passionately in the rights of the people; Smoot believes that Joseph Smith and Brigham Young were two true prophets and that salvation is certain only through the adoption and practice of the Mormon religion. In his heart undoubtedly he still adheres to the doctrine of polygamy and would have as many wives as Brigham Young enjoyed if it were not for the laws of his country.

Well, anyway, these two men will be the most powerful in the senate of our country after next March.

## COMMENT ON WORLD'S NEWS FOR WEEK

### Ford's Presidential Boom

Has not made very much progress as yet but that it exists at all is a source of considerable worry to many democratic politicians. They cannot understand how or why it is that a man who knows nothing of the organization of parties, of the issues of politics, or for that matter of the history of humanity should be considered as a possible candidate for the biggest office in the world.

Probably the very things that distinguish Ford with politicians give him strength with the plain folks.

### War May be Brewing

In the Near East but the news indicates that the situation is slightly improved. The Turks under Kemal Pasha are willing and apparently ready to fight the allies but they cannot get the very near future. The advance predicted will come as a result of increased demands for export wheat to feed the people of Europe who live at home but cannot board themselves.

There may be a flaw in Uncle Andy's reasoning. A hungry man with an empty belly is in need of wheat flour or loaf bread all right but unless he has a little change there is no way to convert his need into an economic demand. If all the hungry folks could buy bread and meat the American farmer would have plenty of market for his products right here at home.

### Mellon, Secretary of the Treasury

Sees much better times ahead for American farmers. He says that wheat prices are certain to advance in the very near future. The advance predicted will come as a result of increased demands for export wheat to feed the people of Europe who live at home but cannot board themselves.

There may be a flaw in Uncle Andy's reasoning. A hungry man with an empty belly is in need of wheat flour or loaf bread all right but unless he has a little change there is no way to convert his need into an economic demand. If all the hungry folks could buy bread and meat the American farmer would have plenty of market for his products right here at home.

### Colleges Have Resumed Work

All over the country. It is reported that the enrollments are very large. As times are hard there are many people who wonder why so many young folks are able to go away to school. That is the reason. There is little employment at home or in business or industry so the boys and girls go to college.

Our youth will have a fine time at the so-called centers of learning and will come through all right if they do not let their college training interfere with their educational processes.

### Trout Flourish in Cold

Water only. They are the highest type of what are called game fishes. They live on fresh food, swim in clean and cold waters, and fight hard and bravely against all efforts to take them from their natural element. With few exceptions there are no trout in this country outside the mountain streams of the west and the brooks, rivers and lakes of the north.

These few unimportant remarks were prompted by an overheard conversation in Arkansas in which a bright young man offered to bet a thousand dollars to a plugged nickel that the springs in the neighborhood of Hot Springs are filled with speckled or brook trout. Had his wager been accepted he would probably have lost.

### KEEPING ACCOUNTS OF FARM OPERATIONS

#### SAM H. DIXON

In A. B. C. of Agriculture. The farmer should adopt a simple method of keeping accounts of all the operations on the farm. An entry should be made of each day's activities on the farm. It would make interesting reading at the end of the year. Besides it would act as a guide for the new year's work. Each entry should show just what labor was performed and by whom and the time required to perform it. In the cultivation of a given crop each hour should be charged against the crop, as also should the time required to prepare the land and sow the seed.

There is no other way by which one may determine what it cost him to produce a crop. A reasonable charge should be made for the use of the team as well as the time employed by man and animal.

There is entirely too little attention given by the farmer to the details of his farm operations. Too few are able to tell at the end of the year what it has cost him to produce a given crop. As a consequence he is unable to determine whether the crop has been grown at a profit or loss. It is an uncondition should not exist. It is why the farmer is unable at the end of the year to give an accurate account of the cost of producing every product grown on his farm. Not to be able to do this is farming entirely in the dark and is bound to be unsatisfactory.

If the farmers of the country were able to accurately figure up at the end of the year the cost of producing the different crops, they would be better able to fix and maintain prices for the sale of these crops. In many instances he is selling under or above the cost of production. Until prices of farm products are based on the cost of production, there can be no factor of price fixing. The farmer should be charged against the crop as well as the cost of production. He should recognize that he is a manufacturer of the most important type. He sows, he reaps, and reaps the material cultivates and reaps the material unfinished product. But when the

his money. The only trout in the Ozark region are found in a few cold spring brooks where they have been introduced by the United States Fish Commission.

### Sheep Earn Good Returns

For all farmers who understand how to look after them. A Peterson, known to all members of the Kansas Farmers' Union as a fine and able member of out Board of Directors, testifies that the lambs fed on his farm this year made him a net profit of two dollars per lamb for each month in this and other states report results as good or better.

Then why not more sheep? In some sections of the country no lamb crop is possible because there are still too many wolves. In other dogs are regarded as an essential to human happiness that sheep are not allowed to interfere with their care free activities. There are still a few states where a dog law is as odious as the statutes that restrict personal liberty.

Tennessee once had a law that provided for the taxation of all dogs and that the proceeds of such taxation should be used to pay the salaries for animals killed by predatory curs. A member of the last legislature secured himself a law makers job for life by having that fool law repealed.

### Sport For Sports Sake

Is alright but there is little sport and less exercise in watching several seasoned and trained athletes tear around on a diamond or a gridiron. The professional baseball season is about over and the newspaper space that has been given up to that business for six months is now filled with football news.

Football is a splendid pastime, sport and exercise for those who take part in it. It draws great crowds of spectators when played between teams representing colleges and universities. There is both too much and too little football at all our big schools. There is too much intercollegiate football participated in by a very small portion of the students and there is far too little football played within the institutional walls by young men interested only in sport and physical development.

### Constantine Perilously King of Greece

For a good many years is again out of a job. He has abdicated by request and Venezuela, a real statesman, has been recalled from exile and asked to set up the machinery for a Grecian republic. The Turks have released the Greek army from a quarter of a million effectives to about twenty thousand fugitives.

The king business is on the bum. George of England, is about the last remaining monarch who is associated with rural honors. The few kings still in office may stay there as long as they confine themselves to laying corner stones and spending the appropriations for their own upkeep. The world will never see another REIGNING MONARCH.

### The Turk Is a Good Fighter

Who fears nothing in this world because he is assured by his religion that death in arms in defense of Moslemism will win for him an eternity of happiness. Last week it was reported that the small Turkish forces had surrounded the English forces at a Dardanelles. Before this is read it is likely that the next great war will be in progress or that peace will be assured.

England faces big troubles when the Moslem goes on the war path. Palestine.

grain is separated from the stalk and the lint from the seed, he has a finished product. In offering this finished product for sale the farmer does not always consider the cost of manufacture, and its cost is not a factor in price fixing. Not so with other factory products. When they are put on the market, the cost of the raw material is a factor in price fixing, as is also the cost of the labor required to turn out the finished product. The farmer conducts the only factory where this system of price fixing does not prevail.

There should be nothing complex about a system of farm accounting. In recording any transaction on the farm, the simpler the entry the better. The only object the farmer should have in keeping his farm accounts is to be able at the end of the year to tell the net gain or net loss of his farm operations, and to tell what particular crop was cultivated at a profit and which at a loss.

In opening up a farm account, an inventory of the farm business should be made. At the end of the year another inventory should be made. The difference between these inventories gives the net gains or losses on the farm. This inventory may show original cost of farm, improvements, value of live stock, tools, supplies on hand, etc. A reasonable value should be placed on each head of live stock, each bushel of grain or ton of hay at the beginning of the year. At the end of the year the increase and value should be shown, if there is any increase. Likewise the decreased value should be shown, if any should occur. The account should embrace the growing of crops. For illustration: June 10, John Snow plowed corn in the Bow field. Time—4 hours; two horses; John's wages, 50c; use of team, 50c. An account of each day's work in producing each crop should be kept, the time employed at each operation and the charge allowed. These should all be charged against the crop as well as a reasonable rental charge. At the end of the year these different items of expense should show total cost of production. When the crop is sold, proper credit should be given friend.

latine, Mesopotamia, India and the Mayan peninsula are all largely Mohammedan in religion and a holy war for Moslemism led by the Turks may therefore destroy the British empire.

### England Is Preparing to Pay

Interest on the money that she borrowed from the United States during the Great War. An advance of FIFTY MILLION dollars for that purpose is expected in a few days. Great Britain owes the United States more than THREE BILLIONS of dollars. The interest will amount to nearly TWO HUNDRED MILLIONS OF DOLLARS a year. It will tax English resources to the utmost to pay the interest and the principal of this debt but, barring another general war it will all be paid during the life of the present active generation.

Taxes are very much higher in England than in our country. The government has practically confiscated the incomes of the rich but there is no talk of repudiation because the average Englishman never has any thought of evading or repudiating a financial obligation. If our other debtors among the allied powers were as scrupulous our own tax burdens would be considerably lighter.

### Clothes Will Cost More

After the new tariff gets to working alright. The only hope otherwise lies in the assumption that the woolen manufacturers will engage in such keen competition with each other that the prices will be kept down.

Instead of competing with each other the clothing manufacturers and the woolen mills will organize so effectively that the entire duty and some more will be added to the retail price of garments. If manufacturers do not secure the advantages of this tariff through organization it will be the first time they ever overlooked such an opportunity.

On the other hand, if the farmers organize to take advantage of the import duties on their products and to hike the prices that consumers must pay it will be the first time they ever took advantage of such an opportunity.

### America Has Just Ordered

Quite a squadron of destroyers and other war ships to the near east. It has developed, since, the orders were issued, that this country has no rights in the narrow seas between the Mediterranean and the Black. The treaty that closed the world war so far as Turkey was concerned defined the status of all allied war ships in those waters. The United States has never been a party to any of the treaties made at the end of the war and therefore can send no ships to Constantinople without the consent of all the other allied nations.

So far there have been reports that many American lives or property are in danger in the ancient Turkish capital.

### In Chicago Every Newspaper

Makes unceasing warfare on Mayor Thompson and all his ways. At each recurring election the people of Chicago give Thompson a tremendous majority, a most convincing vote of confidence. No newspaper has any influence on public opinion unless it is right.

Chicago has a peculiar habit of sticking to a mayor as long as he lives or until he no longer wants the job. That city may have had other mayors than Thompson and the two Carter Harrisons during the past fifty years but for the most part their names are forgotten.

and the difference between the items of cost of production and the price received should show the profit or loss in the production of a crop. Our National Department of Agriculture has issued a bulletin on Farm Bookkeeping which goes into full details of best methods to employ in keeping farm accounts. It is known as Farmers Bulletin 511. For greater details I refer the reader to this bulletin.

### NOT SO DEPENDENT

Is the so-called "dependent class" really the dependent class? Just think for a minute. If the toilers of the world—of which the farmer is one—were to stop toiling, how long would the wheels of commerce revolve? How long could the consumer live if the producer quit producing? By cooperation the farmers could live on their own production, but the other toilers would starve if the farmer would let them have none of his produce.

The Farmers' Union, which is about the only farm organization of which I have practical knowledge, is fighting to eliminate the middleman, thus bringing the toiling consumer closer to the toiling producer, which would benefit both, also to lift the farmer out from under the Rule of Gold into the "Golden Rule." "Equity, Justice and the Golden Rule" are the traditional principles of the Farmers' Union.

Is there anything selfish in this? Thomas Jefferson believed in this doctrine and wrote the Constitution along these lines, but Adams, the money lenders' man, put a resolution amending the Constitution in favor of his employers, but you may read the history of it yourself. I haven't the space to deal with it properly, here. If that old Jeffersonian democracy still held sway instead of the bureaucracy of today, perhaps there would be no need of unions.

D. R. Litchester

—In Capper's Farmer

Thomas Jefferson, our second president of the United States, was a strong friend of the hen. He encouraged the Virginia farmer to care for and nourish her offspring "for," said he, "she is the farmer's best friend."



## Boys' and Girls' Club News

## KANSAS CLUB GIRLS WIN

The Springdale Clothing club demonstration team, of Leavenworth county, which won the grand championship in the boys' and girls' club demonstration contest at the interstate fair at Sioux City, Iowa, last week, was organized less than a year ago in a community where there had been no club work before. The Springdale team competed against teams which had been trained for this particular contest for one and even two years.

The three girls on the team, Mary Hassett, Mary Ulrich, and Katherine Ulrich, although not attending high school, are receiving much instruction that they would receive in home economics courses, through the club work. The Springdale Clothing club team was chosen at the Leavenworth county demonstration contest to represent the county at the Kansas Free fair at Topeka. There the team won first honors in the girls' contest and second honors for the fair.

At Sioux City eleven teams entered in the girls' contest and nine in the boys' contest. The Iowa team won the boys' contest and competed with the Springdale girls for the grand championship. The Springdale team's demonstration was on appropriate dress. Two girls were dressed in the same kind of dresses, but one wore an attractive collar and cuffs, and a simple hat, while the other wore a collar, cuffs and all suited to the rest of the dress, a large quantity of jewelry and a conspicuous hat.

The girls scored high on subject matter, team work and skill. The team was coached by Eleanor Howe, Leavenworth county club agent.

## FOR CHILDREN'S BIRTHDAYS—

## A PURE-BRED PIG OR CALF

In selecting birthday and Christmas gifts for children in rural communities, why not give a purebred pig, calf, or other animals? This is the suggestion of the United States Department of Agriculture, which, with the various states, is conducting the "Better Sires—Better Stock" campaign. A recent questionnaire study of the utility value of purebred livestock showed among other results, that home influence is an important factor governing the breeding of superior domestic animals. In fact, it ranks in importance next to selection and shows taken collectively. When parents show their interest in good stock the children are more likely to do so.

One breeder told of receiving some purebred live stock as a wedding gift from his father-in-law. That beginning was an important influence, which resulted in an entire herd of well-bred profitable animals, a practical influence in the couple's prosperity and happiness.

Gifts of good live stock, the department points out, are not only acceptable in themselves but with proper handling multiply and give pleasure, satisfaction, and financial benefit for an indefinite period.—Exchange.

## OSAGE COUNTY CLUB BOYS

## WIN TRIP TO DAIRY SHOW

The Osage county boys' club team won the boys' club judging contest at the Kansas State fair this year. The three boys, Harold Jasper, Welch Coffman, and Carlos Herold, had a total score of 99 out of a possible 1350 points. The team was coached by L. H. Rochford, Osage county agent. The boys will receive a free trip to the National Dairy Show at St. Paul, Minn., in October.

Second place was won by the Shawnee county team, with a score of 975 points. Meade county took third place with 971 points. High scoring individuals were: Harold Leonard, Shawnee county, 390 points; Welch Coffman, Osage county, 353 points; and Roscoe Madison, McPherson county, 352 points.

## A MAN OF HIS WORD

"Sorry to mention it, old man," said Brown, "but it's a matter of my word."

"I know it," returned Johnson, taking a memorandum from his pocket. "That bill series was F. No. 672945, issue of 1910. I made note of it, then spent the money. Since then I've been trying to recover it, but haven't succeeded."

"But," said Brown, "any other \$5 bill would do as well."

"No," responded Johnson, shaking his head. "I am a man of my word. I said I'd return that bill to you, Brown, old friend, and I mean it. Just as soon as I come across No. 672, 945, Series F, issue of 1910, I'll see that you get it, for I'm not the man to go back on my promise, no, sir."

## DENMARK MAY FOLLOW U. S. IN

## BOY AND GIRL CLUB WORK

Although agricultural extension methods are older in Denmark than in the United States, work with boys and girls as conducted by the United States Department of Agriculture has not been organized there. A plan, however, is being considered for forming similar clubs, says S. Sorenson, agricultural advisor attached to the Danish Legation at Washington. At present the work in Denmark is for people from 18 to 71 years.

## BIG CLUB PRIZES OFFERED

One of the special features of the Greenwood County Fair this year will be the Baby Beef show by the boys and girls of the County Club. Every one of the twenty-five members of the club is working hard these days to make the animals as good as possible by fair time. There is plenty of incentive back of this work, too, more than just the satisfaction of work well done, for big prizes will be awarded the owners of the good animals.

## FARM QUESTIONS

The following question has been received at this office and we will be pleased to receive answers to same from the members of the Union. No doubt there are several in the organization who have had this question put up to them and it will be of interest and help to the readers if they will write us and tell how they solved the problem.

Question: What is a fair share if I let my son-in-law have yearling steers to feed? I wonder if it would be right if I should let him have 125 per cent of all that he puts on them in 5 months and 1 per cent less for each 6 days less that he may feed them; home weights, and divide the selling expense according to the money received by each.

C. A. Babbitt, Willis, Kans.

## MR. HUFF AT BELOIT

Having advertised all summer that one of our two most noted speakers would address us at our Mitchell County Fair on Sept. 24, it was disappointing to have an utterly unknown man walk in and announce himself as the speaker of the day. The twenty-seventh had been announced as Mr. H. H. Huff, a well-known speaker in the United States. The speaker had mastered his subject and used his material with tact and discretion. When he promptly at the appointed time, brought his speech to a close, we knew that neighbor Trouble had been doing his best for us.

It strikes me that we have got to enlarge our program. Up to the present we have been thinking only of educating the farmers. But is plain to me that we must extend our program to a large element in the cities. We ought to have some man on the lecture courses this winter, and on the Chautauqua circuits next summer. Those men would be getting in their work just when we can do nothing out in the country. We have the men that can talk those positions.

Brother Huff, in training, drilling about thirty green country boys into the first class band, that he has created, has performed a real public service. The fair managers were glad to secure them for "Children's Day" on Friday.

W. F. Ramsay.

## KEEPING THE BEST CALVES

## FOR REPLACING OLD STOCK

While calves from low-producing cows are saved to maintain the herd, on some farms, on other farms and in other sections, where higher-producing cattle are kept, calves from 200-pound cows by purebred bulls are often saved, because no market is found for them as dairy stock. This is an economic waste which, according to reports received by the United States Department of Agriculture, the extension organization of Coos County, Ore., is striving to eliminate.

About 30 calves from the best stock in Coos County were saved last year by arrangements made with farm bureaus of other counties to take them when two weeks old at \$12 a head, crated and delivered at the express by the Wall Street Journal.

"Henry Ford has in the Ford Motor Company the largest income, and, if capitalized, the largest fortune in the world," said the newspaper.

"Profits, before taxes for 1922, will exceed 125 million dollars; after taxes they will be 110 million dollars, about \$100 a car. With these earnings the Ford Motor Company could be capitalized at 2,000 million dollars, and pay 5 per cent on that capital."

"Ford condemns bankers, but with 150 million dollars in cash he is the largest individual banker in this country, if not in the world."

"His income, adding to his boundless wealth, 12 million dollars a day through the busy season, is probably unequalled in all history."

"If he continues to pile up cash at this rate he cannot long denounce Wall Street or the money power of the country."

JIM BRIDGER—GREATEST OF PLAINSMEN

BY E. A. BRINTSTOOL, Foremost by far among the plainsmen, frontiersmen, guides, scouts, office. Arrangements also were made recently for a representative of the Klamath County extension organization to spend 30 days locating new born calves of good stock and finding a dairyman to feed them for two weeks before shipment to farmers in his own county.

The reports also say that calves 2 weeks old are shipped safely as far as 500 miles, or for 36 hour travel; day-old calves can rarely be shipped.

IRELAND PREFERS AMERICAN FOODSTUFFS

Ireland is now endeavoring to import directly through Belfast and other large Irish cities and to encourage the larger consumers to import direct in cargo and part cargo lots, says Vice Consul Barringer, Belfast, in a report to the Foodstuffs Division of the Department of Commerce.

At the present time there is a good market for American flour in Belfast and if the large bakeries can be prevailed upon to import their flour direct from American sources, this market will increase. Some of the flour connections, through middlemen located in Great Britain, extend for a period of more than thirty years and now the Irish wish to do their own buying.

The Consul believes that it would

"certainly pay for American flour exporters to thoroughly investigate the Belfast field at the present time."

## Cured Her Rheumatism

Knowing from terrible experience the suffering caused by rheumatism, Mrs. J. R. Hurst, who lives at 808 E. Olive St. B. 346, Bloomington, Ill., is so thankful at having cured herself that out of pure gratitude she is anxious to tell all other sufferers just how to get rid of their torture by a simple way at home. Merely cut out this notice, mail it to her with your own name and address, and she will gladly send you this valuable information entirely free. Write her at once before you forget.

NEW INSURANCE MAN

C. W. Cambridge, of Hunter, Kas., has been appointed agent for that territory to represent the FARMERS' UNION MUTUAL HAIL AND FIRE INSURANCE COMPANIES. Any one wanting insurance in that section, should be sure to see Mr. Cambridge before renewing their policies.

## SALINA SANITARIUM

J. M. GAUME, M. D.

Specialist rectal and colon diseases. Also Sulphur Baths for rheumatism. Piles cured with the knife. Little or no detention from business. Phone 2000, Salina, Kansas. Call or write for further information in the statute book.

## It Pays to Advertise

Miltonvale, Kansas.

September 30th, 1922.

Don C. Estes, Advertising Manager, Kansas Union Farmer, Salina, Kansas.

Dear Sir:—

I am enclosing \$3.20 for ad. Please run same four times. I cannot understand why more of the members do not make use of YOUR ADVERTISING COLUMNS.

This spring and summer we placed a small ad in the KANSAS UNION FARMER and had more orders from this little ad THAN WE COULD FILL.

Very Truly Yours, FRED PACEY.

## MR. CONSUMER MEET MR. PRODUCER

If interested in buying carlot produce of any kind get in touch with me, as I represent the Western Producers Association and can offer any number of cars of POTATOES, APPLES, etc., at living prices delivered your track. Buy from me and pay the man that grows the stuff.

C. E. MYERS Distributing Agent, Sterling, Kansas.

## INSURANCE

Farmers' Union Member—

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

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

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

Get in line.

The Farmers' Union Mutual Insurance Company of Kansas

FRANK D. BECKER, Secretary

Salt—KANSAS

C. E. BRASTED, President. GRANT BLISS, Treasurer.

W. C. WHITNEY, Vice-President. CHAS. SIMPSON, Field Rep.

## PRICE LIST OF LOCAL SUPPLIES

Application cards ..... 20 for 5c

Credentia blank ..... 10 for 5c

Dimit blank ..... 15 for 10c

Ode cards ..... 12 for 20c

Constitutions ..... 5c

Local Secy's Receipt Books ..... 25c

County Secy's Receipt Books ..... 25c

Secretary's Minute books ..... 50c

Farmers' Union Buttons ..... 25c

Farmers' Union Song Leaflets, per dozen ..... 10c

Business Manuals, now used instead of Ritual, each ..... 5c

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

WRITE Box 51, Salina, Kansas

C. E. BRASTED, for above supplies. He is the only one you can get them from.

## Fresh peas are delicious when picked at the right time.

MONOGRAM, ROYAL "W" and HY-LO peas are picked and

packed at the proper time to retain the delicate flavor of

tender peas—not one hard one in a hundred cans.

## WATSON WHOLESALE GROCERY

Salina, Kansas

## \$5.00 A THOUSAND

LETTER HEADS OR ENVELOPES

Printed and Mailed You Same Day as Order is Received

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SALINA, KANSAS.

## Planters State Bank

SALINA, KANSAS

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For thirty-eight years the Farmers National Bank, Salina, Kansas, has weathered all financial storms. The same conservative management which has so successfully directed its course in the past is now at the head. Large capital. Strong Resources. Years of Experience. Conservative management. In a word, "A good place to Bank."

## THE FARMERS NATIONAL BANK

SALINA, KANSAS

## KANSAS UNION FARMER WEEKLY EXCHANGE

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

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100 ACRES WITH SEASON'S CROPS

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takes all, only \$1,000 needed. Details page

18 New York Catalogue 120. Barabaras

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New York Life Bldg., Kansas City, Mo. 9

FOR SALE WELL IMPROVED 80 ACRES

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TWIN VALLEY REALTY CO.

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Salina, Kansas

FOR SALE—100 ACRE FARM NEAR BE-

loit, Kansas. Mrs. Cora Thiford McCart-

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CHEWING OR SMOKING, OLD, MILD,

NEW and sweet. The best you can buy

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Liberty type, Waukesha motor and one

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White Leghorn, cockerels—Barron from

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Kansas. 11-

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Bears all ages, brood sows and gilts; popu-

</



The proper way to wash poultry is to use a spray pump. A hand pump will do the work and is ne-

The first important factor in good healthy calves is birth weight, the second is the care they receive before maturity.

or in raising  
feeding, and  
receive be



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vantages of a Family Bible in a co-  
be easily handled, with Record fo  
and Deaths. The best Bible obt

*Spectator of Ty*  
A NE it came to na

AND it came to pass, when Isaac was old, and his eyes were dim, so that he could not see, that he called for Esau his younger son.

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Devotional Bible Reading arrangement

methods, by following  
be read through in a year.

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## FARMERS UNION BOOK I

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