

THE KANSAS UNION FARMER

Organization

Education

Co-operation

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Marketing As A Career

Crying Need For Thousands of Young Men to Manage the Sales End of Farm Production Says George Livingston, Former Chief of the U. S. Bureau of Marketing

What Shall I Do With My Life?
The most persistent question in the minds of hundreds of thousands of young men today is: "What shall I do with my life?" In high schools and colleges, in offices and factories, on farms, in city homes, in rooming houses, on railroad trains—everywhere young men are asking themselves this question. It occurs in thought a dozen times a week, or as often each day.

Where Can I Get a Better Job?
Where can I get a job? A better job? What do I like to do? How can I arrange to do what I enjoy? How can I make the best living? Or a better living? What sort am I, and what life work should I choose? Where will I fit into the great scheme of things? What business or profession is going to take me, or am I going to take? Where will I amount to most in later life? How can I forge ahead into a line of work, and achieve success in it?

These are natural questions, whether they be in terms of jobs and wages, or in terms of careers. They represent the constant desire of us all to ourselves to the complicated business of living, to find the work where we can swing our arms and use our minds, and breathe deeply with a sense of satisfaction that comes from a sense of achievement. Wages and salaries and income are not the sole measure of success but neither are they incidental. They deserve consideration, and I am going to talk of them as important elements of what we call a "career," or a "life work."

Marketing Offers a Real Chance to Go Ahead.

I want to lay before you a picture of the opportunities in the field of agricultural marketing, not with the idea of urging you all to enter, but in the belief that for a certain number of you, it offers a real chance to go ahead rapidly in a work which is in sore need of good men. Reduced to its elements, the situation is that in the business of marketing farm products there are more jobs looking for suitable men than there are trained men to fill them.

By marketing, I mean the whole complicated process by which grain, live stock, fruits and vegetables, products, poultry and eggs and other products move from the farm to the town or the railroad, to the elevators and storage houses to the city markets, and finally to the home of the consumer, or to the ships for export. I am talking about the selling or distributing of these products, as distinguished from growing or production.

Scientific Selling.

In the past, agriculture involved a knowledge primarily of good planting, selection of seed, breeding, feeding, fertilization, crop rotation, combating of pests and diseases, and similar production problems. These are still essential and there is need for even more progress in scientific production work. But without lessening attention to means of increasing the yield, the whole industry of agriculture is now turning its attention to problems of marketing. Two blades now grow where one grew before, and it is important that both blades be sold to best advantage. The farmer, or, individually, and in organizations, has become more than a grower of food-stuffs for the nation. He is a business man, with an eye on the marketing of his stuff, and a growing sense of the importance of knowing the methods by which his products are distributed to consumers.

This opens up a great new field of interest and activity—the marketing field—where scientific methods must be applied and improved or developed. It is the field where economic or business rules govern, where knowledge of fertilization and better breeding and other means of swelling the crop is of less importance than familiarity with the subjects of when to sell, how to sell, where to sell, how to ship, how to borrow, how to pack. The successful marketing man must know about standardization of farm products storage methods, shipping, car supply, financing the movement, making full use of the banks, market prices, influences which raise or depress them. He ought to know how to organize and operate successfully a cooperative marketing association. He must know what happens to the grain, or the stock, or fruits, after they leave the farm, in order to act intelligently, or to guess with full enlightenment, and not in the haphazard manner so common in the past.

Trained Men Needed.
Those engaged in the marketing of agricultural products have long since recognized the scarcity of trained men.

It was during my seven years' work with the Bureau of Markets of the United States Department of Agriculture that I began to realize the extreme need for some means of training young men for marketing work. Almost every day some matter came up that showed the losses suffered by farmers because of the lack of knowledge. Almost every day it was made for information as to where trained workers

might be secured. There was no training school. There was no source of supply. The only way workers could be trained was by the old-fashioned apprentice method. This was a slow process, and expensive to the marketing organizations.

As the seriousness of the situation grew upon me, I determined to find some way to provide training facilities for men who wanted to get into marketing.

Marketing Experts Scarce.

The longer I studied the proposition, the more I realized the problem of gathering together a group of marketing specialists who were able to give real, first-hand instruction in all the phases of marketing—for marketing experts are very few in number. No college could afford to employ more than one or two—in fact the men who had broad, practical experience would not give up their profitable commercial work to teach in a college.

I talked with many men and found that they realized just as much as I, the necessity for market training, were making splendid successes but they were handicapped by the necessity of employing inexperienced men. Consequently they were eager to help develop any plan that would result in training men for marketing. They were willing to sacrifice their time and efforts to bring about some sort of training school that would make it possible to develop and improve the great business of marketing. So they agreed to make available their knowledge and experience in the form of an intensive lesson in spare time by those seeking inside marketing information.

Keystone of Agricultural Development.

To get a clearer picture of the importance of this marketing field, see what has been happening in agriculture in the last five years. Formerly all discussion at farmers' meetings centered about crop production; now the major topic of consideration is marketing. This is the keystone of the future development program of practically every organization of agricultural producers in the United States. Many declare that on successful organization of marketing agencies their associations will stand or fall.

In 1,800 counties, located in every state where they have county agricultural agents, they have been pressed to advise and guide their constituents in marketing organization. Look over a dozen leading agricultural journals, and you will see that marketing forms the subject of an increasingly large number of articles. Scan the daily and industrial leaders of the nation papers and you will see that business is taking a deep interest in means of improving the conditions of agriculture, and that most talk in terms of better marketing facilities. On all sides, the talk is of marketing. This is the new atmosphere in the industry of agriculture today.

What does all this mean to the man who is choosing a career, or who is casting about for the best contribution to the prosperity of farming? Where are the openings? Here are a few of them:

Fifty thousand cooperative associations of agricultural producers exist in the United States today, and most are of sufficient size to need trained managers. Many require a managerial staff. There is rapidly increasing evidence that these associations want paid managers who have the best interests of agriculture at heart and who have had experience or its equivalent, special training in the business of marketing. This is especially true of groups marketing fruits and vegetables, poultry and eggs, and dairy products. It is difficult to state accurately the range of salaries, but there is a marked tendency to hire high-grade men and pay them adequate salaries, on the assumption that good management is good business.

Consider the cooperative elevators. There are 5,000 of them in the United States, and one of the biggest problems faced by their boards of directors is to find men who have sufficient knowledge of grain to be able to compete successfully with privately managed elevators. Similarly, private elevators are inclined to employ men who have had special training in grain marketing, believing that they will make more rapid progress upward through the organization.

Learn the "Tricks of the Trade."
General knowledge is not sufficient. It is important to know just how to get money from the bank, how to organize your business so that it has credit, how the banking machinery works, how the city markets operate, how to judge the future market for the railroads, how to resort to effective advertising when you need it, how to adjust the crops to fit prospective market conditions, how to match wits with shrewd buyers and hold your own, how to figure nicely on storage costs for guidance as to when and where to sell. These are only suggestive. There are a thousand and other practical, every-day problems or "tricks of the trade" with which you, as a marketing specialist, must be equipped to deal.

Jobbing Association Delegates

In another part of this issue you will find a Credential Blank for the regularly accredited delegate to the Annual Meeting of the Farmers Union Jobbing Association to be held in the City of Emporia on January 15th. It is very necessary that the delegate from your local or business association shall have his credential properly filled out and in the hands of the Secretary ten days prior to this meeting.

By doing this, all credentials can be properly validated and this will save at least a HALF-DAY'S time at this meeting, which otherwise would have to be devoted to this work.

L. E. DeVoss, Secretary.

Why Farmer's Incomes Vary

Diversification and Study of Marketing Problems Produce Greater Profits
(By Philander Grayson)

Diversification can do more for farmers than all the law-makers in the land. Legislation helps and in some cases has been very beneficial, but its effect generally is somewhat limited at best. That money cannot be legislated into farmers' pockets shouldn't be offered as an excuse for not trying to give relief, but after all, there are not a great many bank accounts that have been made appreciably larger by acts of Congress or the state legislature. On the other hand diversification and the application of the better methods that go along with it have put considerable change in the pockets of individual farmers here and there.

Seeking an Explanation.

In every community there are some farmers who make more money than their neighbors. How do they do it? That question caused agricultural economists at Kansas State Agricultural College to seek for reasons. Investigations in several regions have proved that the farms which give best returns have several important sources of income according to W. E. Grimes, head of the agricultural economics department of the Kansas

State Agricultural College. Such farmers make more money, have a steadier income and enjoy better credit than those who practice cropping. The farmer who distributes his risk over several major projects has a higher standard of living. His family lives in a better home, enjoys more conveniences and has more pleasures. His livestock is housed in better buildings. His farm is better equipped and his fields more fertile.

These farms give better returns because there is a better distribution of labor. Teams, equipment and men are profitably employed during a greater portion of the year. Production costs are lower. The danger of complete failure is minimized. Where one crop wheat for instance, is grown, the farmers sell a maximum of hired labor with his grain. Where he produces corn, wheat, grain sorghums, alfalfa, soybeans, beef, pork, milk, mutton and wool, he sells a maximum of his own labor. On the better managed farms horses averaged 4.3 hours of productive labor a day for the year and the cost was 8 cents an hour. On farms where diversification was not so extensive horses averaged 1.5 hour and the cost was 20 cents an hour. Similar differences were found in the cost for use of machinery and other equipment.

A comparison of two farms studied in the investigation will disclose to some extent the reasons for the greater returns from one. Essentially the same crops were grown on the two farms but note the distribution of acreage.

The well diversified farm devoted 130 acres to wheat, 50 to oats, 45 to alfalfa, 40 to corn, 22 to pasture, 8 to rye, 6 to Sudan grass, 4 to orchard and had 4 acres in the farmstead and 2 in lots. The second farm grew 217 acres of wheat, 39 of corn, 22 of pasture, 20 of oats, 14 of alfalfa, 4 of cane and had 1.6 acre in the farmstead and 2 acres in lots.

Studies in the cost of producing corn, wheat, oats, alfalfa and other field crops, the cost of making pork, beef and other animal products are being made by the department in several sections of the state. Several farmers in a number of representative counties are cooperating in the studies. A wide range exists in the costs. Those farmers who are diversifying, applying business methods, distributing channels, keeping their equipment busy, producing livestock or livestock products, have the lowest costs and are making the

most money in every community.

Question Land Ownership. The progress which farmers are making in land ownership is also being studied. Prof. Eric Englund is in charge of this work. He has concluded that the increase in tenancy may not be so alarming as the census percentages indicate. Inquiries sent to 574 farmers indicated that 47.8 per cent of the time they had spent as tenants was on land owned by relatives. In Eastern Kansas the percentage of tenants related to owners was greater than that in Central Kansas and much greater than that in the western part of the state. The highest priced land in the state is in Eastern Kansas, yet tenancy is no so great as in Western Kansas. The three tiers of counties along the eastern border experienced a decrease in tenancy of 1 to 3 per cent in the decade which ended in 1920. In Western Kansas there was an increase of 16 per cent. Professor Englund concludes from his studies that as an agricultural region grows older, tenancy becomes a more and more important agency in the transfer of land from one generation to another.

A study of delinquent taxes shows that the percentage of farmers who were unable to meet their public obligations is greater in western Kansas than in the regions of greater diversified farming in the eastern section. The amount of delinquent taxes decreased in the diversified regions from 1920 to 1921. The Flint Hills section and the wheat growing regions showed increases in the same.

R. M. Green is in charge of the marketing investigations for the department. A preliminary investigation has been made to determine the effect of storage and credit facilities on the marketing of wheat.

Publications containing results of investigations already made or "The Marketing of Kansas Butter," Bulletin 216; "Farm Leases in Kansas," Bulletin 221; "Cooperation Applied to Marketing by Kansas Farmers," Bulletin 224; "Farm Storage as a Factor in the Marketing of Kansas Wheat," Bulletin 229. They will be sent free on request. Kansas Farmer.

Here lies the body of an old scrub boar.

Praise God he is not gone scrub any more.

So reads the epitaph on the monument erected in Collins County, Texas, as a memorial to the last scrub boar.

The Story of Prison Twine

The Farmers Union Jobbing Association Solved the Problem of Distribution For the State and Saves the Farmers of Kansas More Than a Million Dollars Per Year
(By W. C. Lansdon)

Binder twine costs the wheat growers of Kansas a large amount of money each year. It requires from two to five pounds of twine to bind each acre of Kansas wheat harvested with reapers. For all purposes, that is to bind wheat and the other small grains and corn, Kansas farmers use more than 20,000,000 pounds of twine a year. During the past ten years the price of this necessity has varied from as low as seven cents to as much as twenty nine cents a pound. Formerly the big manufacturers and the retail dealers fixed the price of binder twine. Such concerns, with no competition and determined to make all possible profits, charged the farmers whatever the traffic would bear. After awhile, the extortions of the twine trade became so notorious and so burdensome that public sentiment demanded relief. The legislature authorized the installation of a twine plant within the walls of the Kansas penitentiary, appropriated an adequate revolving fund for operations and authorized the sale of prison made twine at a small advance over the actual costs of production.

The prison twine factory established with an annual producing capacity of more than a million pounds a year but in a short time it developed that there were no economical channels through which the product could be distributed and delivered to the farmers. The wheat growers had no collective buying agencies. There were only a few farmers' cooperative associations. The state could dispose of its twine in any one of three ways none of which was very helpful to the producers of grain—by direct sales of small lots to individual farmers, by selling car lots to small groups of organized farmers such as Grange or Farmers Union locals that distributed purchases from the car door and collected money for such sales as the twine was delivered to the growers, or by selling to distributors and dealers for resale to their customers.

Sale of considerable quantities of any commodity to single purchasers and shipment by local freight is a slow and costly process. Only a small amount of twine could be placed in this way and the savings to the consumers were so small that they were not worth the trouble they cost. The second plan, the sale of car lots to local groups, is very difficult to operate without risk of loss by the state. Such organizations have no funds for taken up bills of lading and of course have no credit in any commercial sense. Such shipments, therefore, must be financed by the local purchasing agent or by country banks more anxious to serve their farmer patrons than to do safe banking. It is almost impossible to deliver an entire car lot of twine through the side door to forty or fifty farmers in one day. This makes warehousing and holding necessary but the local group seldom has the required storage facilities or the money with which to pay for the refused or undelivered remnants of the shipment. The obstacles in the way of economic distribution by either of the first two methods forced the state to dispose of the greater part of its twine output through regular channels both within and without the state with the result that the users paid the same price for it that they did for the standard brands.

The development of local share capital farmers cooperative associations with funds of their own for handling and warehousing merchandise improved conditions to some extent but offered no real solution of the problem of handling prison twine in the interest of the wheat growers. The state would not employ traveling men to go about and sell the twine to the farmers cooperatives. The regular manufacturers and jobbers covered the wheat growing territory with well trained salesmen who placed the trade made twine in large lots with the local farmers' organizations and as a very important part of their campaigns for orders cultivated a belief among the wheat growers that prison made twine is of inferior quality, is poorly protected against damages and has considerable less footage to the ball. Many managers of farmers associations and not a few farmers themselves soon became boosters for standard brands of twine and knockers on the products offered by the state.

Six years ago, the Farmers Union Jobbing Association, a federation of something like two hundred and fifty local Farmers Union Cooperative Business Associations, offered its services as distributor of the twine manufactured by the state. An agreement satisfactory to the State Board of Administration and to the Directors of the Jobbing Association was made and the Association put on a selling campaign that reached every part of Kansas. Each year since this arrangement was made the Association has increased the volume of its sales of prison twine until now it has an outlet for a much greater quantity of this product than can be supplied by the Kansas penitentiary until there is a considerable addition to the manufacturing plant and the storage facilities of that institution. The Farmers Union Jobbing Association

has become one of the largest distributors of binder twine in the west. The great volume of its transactions and its connection with so many Local Union cooperatives in every part of Kansas has enabled it, for the last six years, to fix the retail price of twine in this state. A careful comparison of prices in Kansas and in states where there is little cooperation shows that Kansas farmers get their binder twine at an average of five cents less per pound than is charged by dealers in other parts of the country. In 1922 and 1923 the Kansas twine prices ranged from a little below eight and one half cents to a little above nine cents a pound. In states where the farmers are not effectively organized to protect themselves prices ranged from thirteen to as high as eighteen cents a pound. Even in Kansas, in those few remote and backward sections not yet reached by the Union, there were growers who were forced to pay dealers fifteen cents more a pound for their twine.

The Farmers Union, through the Jobbing Association as a central contracting agency and its local cooperative associations as distributors to the growers, has solved the problem of handling the prison made twine and has enabled the state to realize the purposes for which the Kansas twine is maintained—that is to regulate and stabilize the price of twine. The educational work done by the salesman of the Association who visit every part of the state and the experience of many thousands of farmers who have actually used the prison product with entirely satisfactory results have removed the false impression of inferiority so widely and skillfully spread by dealers in standard twine. Practically all Kansas farmers who have used penitentiary twine during the past six years have renewed their orders for next harvest and the sales now entered on the books of the Association total nearly three million of pounds.

The prison twine plant was established to save for Kansas wheat growers. Until the Farmers Union Jobbing Association undertook the distribution of the output the penitentiary could make plenty of twine but could not sell or distribute it in such a way that the farmers received any real advantage. The existing relationship between the Association and the state has reduced the average price of twine to growers sufficiently to make an annual saving of more than \$1,000,000 for Kansas farmers. The entire output of the prison factory has been sold and the state has never lost a dollar on a single order placed through the Association.

The Kansas prison made twine is as good as any other made. The satisfaction this year than ever before. In this one field of service the Jobbing Association has put real value into the Kansas twine plant and at the same time has effected savings for the farmers of the state that annually amount to more than ten times the capital invested in the enterprise and used for all purposes. Good sense would prompt every farmer in Kansas to patronize the manufacturing plant in which he is a partner and the Association that serves agriculture and the state so efficiently and economically. Every wheat grower in the state should use Kansas twine and support this Association that solved the problem of its distribution.

"BE A CO-OPERATOR"

Cooperation won the war;
Be a Cooperator;
We worked it then and knew what for,

Be a Cooperator;
The war is won, we've just begun.
To put "Big Business" on the run,
By cooperation.

Now listen 'till I've had my say,
Be a Cooperator;
And watch results from day to day,
From cooperation;
The profiteers must pay the bill:
Will they digest the bitter pill?
Believe me and I'll say they will
If you cooperate.

Don't sit around and whine and howl,
Be a Cooperator;
You'll get some action on your "growl!"

If you cooperate;
Don't sit around and wait 'till fall,
If you would get results at all
Spit on your hands and "hit the ball"
With cooperation.

There's some will call you "Bolshevik,"
If you cooperate;
Because it makes their profits sick
When you cooperate;
But don't let this delay the game.
If they get tough, you do the same.
Remember, they're the ones to blame
For cooperation.

Let's get the best there is in life
By cooperation.
Forget our quarrels and petty strife,
Go into business for yourself,
Assassinate the "Profit Elf,"
And get your share of this world's self.

In cooperation,
W. H. Stober, Lewiston, Ida.

The highest priced bull in the world is a scrub. He is a luxury which few farms are able to enjoy.

REDUCED FARE to STATE CONVENTION

Important Notice to Members

A reduction of one and one-half fare for the round-trip on the "Certificate Plan" will apply for members (also dependent members of their families) attending the meeting of Kansas Division of the Farmers Union to be held at Emporia, Kansas, January 15, 16, 17, 18. The arrangement will apply from the following territory: All points in Kansas and the cities of Kansas City and St. Joe, Mo.

Read the Following Conditions Carefully

1. Tickets at the normal one-way tariff fare for the going journey may be bought on any of the following dates (but not on any other date): January 10, 11, 12, 13, 14, 15, 16.

2. Be sure when purchasing your going ticket to ask the ticket agent for a certificate. Do not make the mistake of asking for a receipt. If, however, it is impossible to get a certificate from the local ticket agent, a receipt will be satisfactory and should be secured when ticket is purchased. See that the ticket reads to the point where the convention is to be held and no other. See that your certificate is stamped with the same date as your ticket. Sign your name to the certificate or receipt in ink. Show this to the ticket agent.

3. Call at the railroad station for ticket and certificate at least 30 minutes before departure of train.

4. Certificates are not kept at all stations. Ask your home station whether you can procure certificates and through tickets to the place of meeting. If not, buy a local ticket to nearest point where a certificate and through ticket to place of meeting can be bought.

5. Immediately on your arrival at the meeting, present your certificate to the endorsing officer, Mr. C. E. Brasted, as the reduced fare for the return journey will not apply unless you are properly indented as provided for by the certificate.

6. No refund of fare will be made on account of failure to either obtain a proper certificate, or on account of failure to have the certificate validated.

7. It must be understood that the reduction for the return journey is not guaranteed, but is contingent on an attendance of not less than 250 members of the organization and dependent members of their families at the meeting holding regularly issued certificates from ticket agents at starting points showing payment of normal one-way tariff fare, of not less than 67 cents on the going trip.

8. If the necessary minimum of 250 regularly issued certificates are presented to the Joint Agent, and your certificate is validated, you will be entitled to a return ticket via the same route as the going journey at one-half of the normal one-way tariff fare from place of meeting to point at which your certificate was issued up to and including January 22, 1924.

9. Return tickets issued at the reduced fare will not be good on any limited train on which such reduced fare transportation is not honored.

C. E. BRASTED, Sec.

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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, JANUARY 3, 1924.

THE FARMERS UNION STATE BANK.

The official family of the Kansas Farmers Union has secured a charter for a big state bank to be located at Kansas City, Kansas. The institution, so greatly needed by Kansas cooperators, will have a share capital of \$100,000 to which will be added a surplus of \$50,000 and a shareholders reserve of \$50,000. This means that the new institution will begin business with capital resources of \$200,000 less the small amount used for organization expenses and the investment in fixtures.

The incorporators of the new bank have acted in response to the often expressed wish of the members of the Farmers Union of Kansas. There are numerous ways in which such a bank will be able to serve the agricultural interests of this state. Already there are four or five local Union banks in Kansas that must have a friendly and helpful correspondent bank Kansas City. There are hundreds of other state banks that can easily be converted into Farmers Union institutions by slight changes in the ownership of the stock. This process will be greatly helped by the new and strong bank which will be opened in Kansas City.

Nothing is more important than systematic savings by the farmers of this state. The new bank will adopt a liberal policy for the encouragement of savings accounts. It is hoped that within a very short time our bank will have a list of at least 40,000 savings account customers distributed over the entire state. Every active local should at once take steps to organize a savings club and to encourage the members and their wives and children in the accumulation of interest bearing resources in this way. Agriculture will never establish itself on a sound business basis until those who practice it learn to use their earnings and savings to secure the safety of their own business.

The new bank will be located in the Elks' Office Building, the only Kansas City, Kansas skyscraper. This splendid structure, fourteen stories high, is located on Seventh street just one half block off Minnesota avenue in the best business section of the city. The business interests of Kansas City, Kansas, reports to the contrary notwithstanding, are friendly to our bank and a good local support is assured from the day the institution begins business.

The shares of the Farmers Union State Bank will be sold for \$200 each. One half of this amount is share capital and the remainder is surplus and shareholders reserve. It is the hope of the incorporators that members of the Union in every county in Kansas will take shares in this new and greatly needed concern. The entire capital stock should be subscribed and the bank ready to open its doors for business not later than March first, 1924, and that date should be advanced at least one month if possible. In Kansas City and throughout the state Union cooperative enterprises are paying interest that amounts to many thousands of dollars a year. When the new bank is started that liability for Kansas co-operation will be converted into an asset.

Members of the Union who are interested should write to President E. C. Trull or Vice President O. K. Marley for information and subscription blanks. The organization headquarters are at 106 New England Building Kansas City, Mo.

LET US GATHER AT EMPORIA.

The annual convention of the Kansas Farmers Union will meet at Emporia during the week beginning January 14th. It will be the most important gathering of cooperators ever held in Kansas and it should be by all odds the largest. Every Local and County Union should send a delegate. There should be a large representation from the chartered cooperative business associations.

The state wide cooperators—the Jobbing Association the Farmers Union Live Stock Commission Company, the Cooperative Auditing Association, the two insurance Companies and the Farmers Union Wheat Marketing Association—

will all make reports to their members and to the members of the Union who have never supported any of these enterprises. The result of the year's operations will be presented and the plans and policies for the coming year will be announced.

The president and other officers of the new Farmers Union State Bank of Kansas City, Kansas, will attend and will call on the membership for help in carrying this greatly needed new project to the point where it can begin business and begin to render essential services to Kansas agriculture.

The new wheat pooling plan will be discussed by men who have mastered the details of cooperative marketing. No one can afford to stay away.

Meet us at Emporia.

DUTY OF UNION COOPERATIVES.

More than six hundred Kansas chartered business enterprises owe their existence to the Kansas Farmers Union. The parent organization did the work of organizing and educating the farmer for cooperative business. It is still doing that work in every part of the state. It is not too much to say that not a single association that has recognized the Union and required its shareholders to keep in good standing is in any serious difficulty. It is equally true that no association that has forgotten its origin and allowed its members to violate their obligation by dropping out of the Union is now financially sound.

There are just two things that the local cooperative associations can do to help themselves at this time. The first is to join with the State Union and the live Local and County Union is an intensive campaign for more members of the parent organization. The second is for each and every cooperative in the state to send a delegate to the State Convention.

Neither of these suggestions would cost the cooperative very much money and either of them may save a good business from failure.

When the delegates from the cooperatives get down to Emporia they should not only attend all the general meetings of the convention but they should have a special meeting of their own.

WHEAT SALES BY STRANGERS.

Brother John Quincy Adams, president of the Washington Farmers Union, has succeeded in saying something that meets with the entire approval of the Chicago Board of Trade if Ralph Pickell is an authorized spokesman of that organization. In a recent speech he took occasion to criticize Mr. Sapiro and the Lowden Committee and the wheat pooling plan in general. Brother Adams is afraid of the Advisory Wheat Committee, of Sapiro and of the contingency that organized wheat may be sold by strangers.

The dread of the Advisory Committee is wrapped up in the suspicion that it may seek to control the wheat units that it assists to organize. That fear is not well grounded. The Kansas Co-operative Wheat Marketing Association now forming, for example, will be a Kansas corporation organized under the laws of this state. It will be governed and controlled by a Board of Directors made up of twenty-one of its own members who must be selected by wheat growers who sign the marketing contract. If this Association is ever controlled by any man or men outside of the state of Kansas it will be because the members go to sleep on their jobs and allow the directors to violate their oath of office. No form of organization could possibly be more democratic than that which is provided for by the Kansas Marketing Act of 1921.

This paper feels no urge to defend Aaron Sapiro nor is it at all likely that Mr. Sapiro has any conscious need of defense. He is the pioneer in the work of establishing cooperative marketing on a sound legal basis. During the past eight years he has assisted in organizing more than a hundred commodity associations most of which are functioning to the entire satisfaction of their members. Doubtless he has charged for his services and in some instances has collected fees that seem large to farmers who are engaged in the hazardous business of producing wheat at a loss. It is reported that the bill that Mr. Sapiro collected from the Tobacco Growers of Kentucky was excessive. Possibly it was a big bill but was in return for services that have yielded large returns to the farmers of Kentucky. The Burley Tobacco Association alone added more than FIFTY MILLIONS OF DOLLARS to the income of its members in just two years of operations. The fee that Sapiro is alleged to have collected for his work is a very inconsiderable fraction of that huge sum. Before any active steps were taken in the formation of the Kansas Co-operative Wheat Marketing Association those interested asked what fee would be required in payment for Sapiro's services in drawing the contract and were told that that would be no charge against the Kansas organization for that purpose. If Sapiro or any other lawyer collects too much money from his clients it will be found on close and fair investigation that the clients themselves are usually to blame by reason of negligence in protecting their own interests.

As for the wheat belonging to the farmers who organize being sold by strangers that is a curious statement. When was any wheat ever marketed in this country in any other way? Are the members of the Chicago Board of Trade and of the other grain exchanges of this country who have made millions in marketing wheat and many more millions in speculating in that commodity to be regarded as close friends of the farmers of this country? Do they operate their various gambling devices in the interest of their farmer friends or are they in the business to get all the profits that can be made entirely regardless of the interests of the producers.

Pooling associations take the sale of their members' grain out of the hands of strangers

KANSAS UNION FARMER

and create sales agencies made up of employees who are hired for their jobs because they know how to sell wheat. If there are farmers in Kansas who are good wheat salesmen, and there are many of that sort in this state, they are the men who will get the job of selling the Kansas wheat. Cooperative marketing associations exist for the benefit of their own members and one of their mngrits is that they take the sale of agricultural commodities out of the hands of strangers and turn that job over to farmers or men employed by the farmers.

Brother Adams does well to warn the farmers to keep their eyes open but he may be assured that most of them in the middle west have already learned that very necessary lesson.

BOOTLEGGING CANADIAN WHEAT

The Canadian wheat crop for 1923 exceeded 470,000,000 bushels. With the most generous allowance for home consumption that means a surplus production of more than 300,000,000 bushels which must be sent to outside markets. From the best information that can be secured it is certain that about 100,000,000 bushels of the Canadian surplus has been taken care of by American mills.

Wheat comes across the Canadian boundary into the United States in three different ways. About 80,000,000 bushels have been brought in this year and milled in bond and under the drawback provision of the tariff law that means that no duty has been paid on that volume of imported grain. As soon as the flour made from the imported wheat was reexported the millers were allowed to draw back practically the whole amount of the duty. In connection it is charged that flour made from the lower grades of American wheat has been substituted in the export sales of American millers for corresponding amounts of flour made from high imported Canadian wheat and that the bulk of the rebates paid to millers is actually on home grown grain. This explains why the premiums on high grade domestic milling wheat have been so low this year. The great mills are filled with Canadian grain and the millers are buying unprecedented volumes of low grade American wheat to substitute for it in filling their export contracts.

The records of the grain trade and of the government show that well towards twenty millions of bushels of Canadian wheat have entered this country and have paid the regular tariff of thirty cents a bushel. This has been possible because of the great exportable surplus of Canadian wheat which is produced for less than half the expense of growing the same grades of grain on the American farms. The Canadian growers can pay the tariff of thirty cents a bushel, pay freight to the American mills and still make some profit by underselling American farmers.

The third way in which wheat crosses the border is plain smuggling. Thousands of truck loads of Canadian grain have dodged around the guards and revenue collectors along the international boundary and American millers have bought that wheat without the payment of any duty. This is a criminal proceeding but so far the government has not been able to check the smugglers.

In this situation, now so generally known throughout the country and of which Washington is certainly well advised, congress has a plain duty which it should perform without delay on reassembling after the Christmas holidays. The duty on imported wheat must be increased to sixty cents a bushel and the swindling and crime breeding drawback clause must be repealed. This can be done in three days if congress will stop playing politics and go to work.

ROAD BONDS OR TAXES.

Missouri will collect more than four millions of dollars from automobile owners for the privilege of using the roads of that state during the coming year. Practically the whole of this income will be applied to the payment of interest on the highway improvement bonds already issued or authorized for issue. In other words, plain enough for any man to understand without a chart, the bonding system of road building is absolute throwing away about \$4,000,000 annually in that state.

If, instead of issuing bonds which double the cost of road construction, the state of Missouri had adopted a pay as you build plan there would have been only a slight retardation of the highway program and when the roads were finished the state would have had no debt to burden the taxpayers of this and several generations yet to come.

A tax of three cents a gallon on gasoline would produce about \$7,000,000 a year in Missouri. The privilege tax amounts to approximately \$5,000,000 a year. Adding these two items together would give the state about \$12,000,000 a year for permanent road construction. That is as much money as any highway department can spend in twelve months without waste or graft. In fact it is as much as is being spent from the proceeds of bond issues.

Missouri and every other state in the country can build good roads from current income without incurring a dollar of debt. In some cases it may take a few years longer to complete the required construction but when finished such roads would impose no continuing obligations for interest and principal.

The men who must pay the bills and the great majority of those who use the roads should be in favor of the plan to pay as built. The owners of capital who want to invest in tax free securities, the materials men, and the automobile manufacturers are the allies and confederates of the thieves and grafters who are so strongly in favor of building from the proceeds of bond sales. Every thoughtful man should know that roads built by issuing bonds cost just twice as much as goes into construction. It is time for the taxpayers to demand legislation forever prohibiting the sale of bonds to pay for highway improvements.

NOTICE OF ANNUAL MEETING.

The regular annual meeting of the policy holders of The Farmers Union Mutual Insurance Company of Kansas will be held in the office of the company at Salina, Kansas on Thursday, January 10, 1924 at ten o'clock A. M. to transact such business as may properly come before the meeting.

C. E. BRASTED, Pres.
F. D. BECKER, Sec'y.

NOTICE OF ANNUAL MEETING.

The regular annual meeting of the policy holders of The Farmers Union Mutual Hail Insurance Company of Kansas will be held in the office of the company at Salina, Kansas on Thursday, January 10, 1924 at 1:30 P. M. to transact such business as may properly come before the meeting.

C. E. BRASTED, Pres.
F. D. BECKER, Sec'y.

PROXY. THE FARMERS UNION MUTUAL INSURANCE COMPANY OF KANSAS

I, the undersigned, hereby certify that I hold policy No. _____ in the Farmers Union Mutual Insurance Company of Kansas, and I do appoint _____ as my representative and authorize him to vote for me in the annual meeting of the stockholders of the above named insurance company of Salina, Kansas, January 10, 1924.

Signed _____
This proxy must be in the office of the company on or before December 31, 1923 with a ten cent revenue stamp attached.

Subscribers of the home town newspaper never live so far off the road that they "get rusty."

With average prices for wool, a breeding ewe almost pays with her fleece for her upkeep during the year. Every lamb means just that much clear profit.

CALL FOR THE SEVENTEENTH ANNUAL MEETING OF THE KANSAS DIVISION OF THE FARMERS' EDUCATIONAL AND CO-OPERATIVE UNION OF AMERICA

JANUARY 15, 16, 17, 18

The Kansas Division of National Farmers' Union and the State Co-operative business associations it has lent its support to establish, will convene at Emporia, Kansas, in the Broadview Hotel, Tuesday, January 15, 1924 at 10 a. m.

The Jobbing Association meeting will be the first number on the program. It will convene Tuesday morning, 10:00 a. m. and continue in session until 6:00 p. m., or the part of that time necessary to transact its business.

The Auditing Association will convene at 7:30 p. m. on the evening of the same day. Wednesday morning, January 16, at 10:00 a. m. the Farmers' Union will convene in annual session and, with a few intermissions will continue in session until all the business necessary to come before the meeting is transacted.

Wednesday afternoon at 2:00 o'clock the Insurance Company will hold a meeting while the committee on credentials are getting their report ready.

Wednesday evening meeting will be an open meeting devoted to speech making.

Thursday evening at 7:30 the Live Stock Commission Company will convene in the auditorium of the Kansas Teachers' College to consider the livestock interests of the association.

Thursday morning the Farmers' Union proper will again convene at 9 o'clock and continue its activities until the purposes for which the meeting was called are accomplished.

Delegates to Farmers' Union annual meeting are required to have their credentials in the hands of Secretary Brasted 10 days before the date of the annual meeting.

Basis of Representation

1. One delegate for each local Union in good standing in the State Union December 31, 1923.
2. One delegate for each county or district union in good standing as above. A county and district union to be in good standing must have five or more local unions in good standing in the state union December 31, 1923.

3. One delegate for each Farmers Union Co-operative Association and in case of county Farmers' Union Co-operative Association, each unit of such association is entitled to a delegate. All delegates must have credentials of the organization they claim to represent.

A delegate must be a member in good standing of the organization he is elected to represent at the annual meeting.

Delegates are required to send their credentials to C. E. Brasted, state secretary, Salina, Kansas, at least ten (10) days before the date set for the opening of the annual meeting.

JOHN TROMBLE, President.
C. E. BRASTED, Secretary.

DELEGATES' CREDENTIAL

The Farmers' Educational and Co-Operative Union of America

This is to Certify That Farmers _____ who are members

_____ in good standing of _____ Union No. _____ State _____

were elected as delegates to the Seventeenth Annual Meeting of The Farmers Union which meets at Emporia on the 15-18 day of January, 1924.

Secretary _____ President _____

FORMAL CALL

The Jobbing Association of the Kansas Division of the National Farmers' Union will hold its regular annual meeting in the Broadview hotel in the city of Emporia, state of Kansas, at 10 a. m. on Tuesday, January 15, 1924.

Every individual owner of one share or more of the common stock, is entitled to attend this meeting and cast one vote. Every Co-operative Business Association owning one or more shares of stock is entitled to attend and cast one vote. Every local or County Union owning one share or more, is entitled to attend and cast one vote. Individual shareholders, Co-operative Associations and Union organizations are urged to arrange for delegates to attend this meeting either in person or by proxy or delegate.

DELEGATE'S CREDENTIAL

This form is to be used by Local Unions, County Unions and Chartered Business Associations of the Farmers' Union owning common stock of the Jobbing Association for certifying delegates to the regular annual meeting to be held in Emporia, Kansas, January 15, 1924. Each credential should be signed by the President and Secretary of the organization represented. Any member of the Jobbing Association who is in good standing in his local union is eligible to represent any Local Union, County Union, or Chartered Business Association owning stock in the Association.

DELEGATE'S CREDENTIAL

THE FARMERS UNION JOBBING ASSOCIATION
Kansas Division

This is to certify that _____ has been elected to represent _____

at the annual meeting of the Farmers' Union Jobbing Association of the Kansas Division of the National Farmers' Union, to be held at Emporia, Kansas, at 10 o'clock a. m., Tuesday, January 15, 1924.

Owner of Stock Certificate _____ Shareholder _____

Witness _____ Town _____

FORMAL CALL

The Farmers Union Co-operative Wheat Marketing Association will hold its regular annual meeting in the Broadview Hotel in the City of Emporia, Kansas, Friday, January 18, 1924.

All members of the Board of Directors of this association are urged to attend this meeting either in Person or by proxy.

H. E. WITHAM, Gen. Mgr.

NOTICE

To Local Secretaries

In making remittances for minor members a number of secretaries are failing to send a proper amount of money to the state office. Unless this is done your local cannot be given credit for the full quota of members.

The following collection from minor members should be made at time of taking them into your local and the proper remittance for each MINOR member, made to the state office:

Initiation Fee	\$2.00
National Dues	.25
	\$2.25

Of this amount \$1.25 must be remitted to the State Office.

C. E. BRASTED, State Secretary.

USE UNION WANT ADS

Department of Practical Co-Operation

Notice to Local Secretaries

The Abstracts will not be sent to local secretaries this year as has been the custom in the past. Each secretary whose records are properly kept has his record showing the number of members and a record of remittances.

If for any reason any one is not able to determine the true status of their local from their records, we will furnish such ones on abstract on request.

C. E. Brasted,
Secretary.

ATTENTION! FARMERS UNION MEMBERS

If you have not paid your 1923 dues, your Kansas Union Farmer will stop coming in a few days.

If you have paid your 1923 dues to your Secretary, and he has not handed you your card, ask him why? It may be that he has failed to send the dues in to this office.

You can avoid missing two or three issues of your paper if you give this your attention.

C. E. BRASTED, Sec'y.

UNION MEETING NOTICES

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

Local Secretaries And The Membership in General
We have the State Constitution for 1923, containing the Kansas amendments as adopted, ready for distribution at 5c per copy.
C. E. Brasted, Secretary.

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.

CRAWFORD COUNTY MEETINGS AT GIRARD KANSAS
Girard Local No. 494 of the Farmers Union meets in Union Hall the second and fourth Tuesdays of each month at 7:30 p. m.

L. B. Roof, Pres.

Poy W. Holland, Sec.

UNION LOCAL NO. 2019
Blaine O'Connor, Sec.
Regular meetings on the first and third Thursdays of each month, at 7:30 p. m.

J. R. Horton, Pres.

ORDER PRESIDENT BARRETT'S BOOK

We now have a supply of the book "Uncle Reuben's Activities in Washington," on hand and can fill orders direct from this office. Make remittance of \$2.00 to C. E. Brasted, Sec'y.

C. E. Brasted, Secretary.

NOTICE

The annual meeting of the stockholders of the The Healy Co-operative Elevator Co. will be held in the I. O. O. F. hall on Wednesday, January 9th, 1924, at 10 A. M.

R. S. HAVERFIELD, Pres.

C. M. JENNISON, Sec.

BEALER UNION, ANDERSON CO.

The Bealer Union is helping in the county contest for membership and doing fine. Old members are all paying up. The Union is giving new members an oyster supper the last Friday night of the year. The officers for 1924 are: Pres. Ivan Gifford; Vice Pres. G. S. Mills; Sec. -Treas. Mrs. Thompson; door-keeper, Mr. Stanley; Conductor, Everett Gifford; Business manager, Mr. El-Hott.

Mrs. A. A. Velthou.

KAVANAUGH LOCAL ELECTS.

At the last regular meeting of Kavanaugh Local No. 408, the following officers were elected for the coming year:

Pres.—George Stephan, Walnut R. R. No. 5.

Sec. & Treas.—John Butler, Walnut R. R. No. 1.

Delegate to State Meeting—John Butler and George Stephan.

John Butler, Sec.

SUMMIT LOCAL NO. 859.

Summit Local No. 859 met at Frost School House Wednesday December 12th. There was a large attendance and a wonderful co-operative spirit was shown throughout the meeting.

The following officers were elected: Roy C. Miller, president; Nelson E. Samuelson, secretary-treasurer; Jake Baker, conductor; A. Johnson, door-keeper; Gus Waters, lecturer.

The members of the executive committee or the ensuing year are: Mrs. J. D. Storey, Mrs. Nelson Samuelson, Mrs. Earl Ely.

After the election of officers a beautiful feed was served by the ladies of the local.

A number of good programs and debates are planned for the winter months and we expect to have a good attendance at all of our meetings.

J. D. Storey

NEOSHA COUNTY MEETING.

We have at this time a Bakers Dozen 13—Locals in our county all of which are in good standing with the county. One local having been dead for several years, but am proud to say has paid up and has membership of 12 male members and 12 female with a good field for a bright future for more members.

With us, we have had no crops and everything has been very slow. The future has not a very prospecting outlook. Although we have lost a few in members yet temporarily I hope. As yet all have paid more by far, except I say 2 than they did last year. Four out of 10 locals last year never gave the county cent. But all have paid me their 1923-24 and some four locals a part of their 1924 dues. With the addition of one local, reinstated.

SHELLENBERGER LOCAL

Erie Shellenberger F. U. Local 562 held their election Tuesday night, Dec. 18, 1923 and elected the following officers:

Pres.—G. C. Peak; reelected.

Vice-Pres.—Frank Snow.

Sec. & Treas.—Walter J. Schumisch, reelected.

Con.—Albert Lydie.

Door-keeper—John Chase.

Lecturer—E. A. Crall.

Ex. Com.—Sam Johnson, Guy Lydie and Clarence Treadway.

Delegate to State Meeting—Clarence Treadway.

After the business session was over the program committee took charge and furnished a good entertainment and at the close of the program. The teacher with her pupils had prepared a surprise and furnished a Santa Clause, coming with sacks of candy, nuts, oranges and apples. Then the good sisters of the Local furnished sandwiches, doughnuts and coffee.

One new member.

BROGAN LOCAL 226

Brogan Local had a very interesting meeting Monday night, Dec. 17, with a good attendance. They are a jolly good bunch and always show their visiting brother and sister locals a good time when they come.

Pres.—Tom R. Casey—Reelected.

Vice Pres.—John Bergman.

Sec. & Treas.—Geo. Bumgardner.

Con.—E. J. Klein.

Door-keeper—Frances Crager.

Correspondence—Wm. Casey.

ST. PAUL LOCAL 1785

St. Paul Local 1785 held a big and interesting meeting.

After the election of officers a social time was enjoyed by all. Officers elected as follows:

Pres.—E. T. Fortine.

Vice-Pres.—Frank Severt.

Sec. & Treas.—Henry Vitt.

Con.—A. Belle.

Door-keeper—Geo. Vitt.

Correspondence—Mrs. Frank Severt, Mrs. Geo. Vitt.

J. O. Faust, Co. Sec.

A Fascinating Story for 15 Cts.

The Story in Book Form Would Cost You \$2.00

A chemist invents a high power microscope whereby he discovers a new and beautiful world in a scratch on a gold ring, and while he is looking, a beautiful girl with dazzling vestments and pearly whiteness of skin comes to a spring for water. This is the Lylda of the story. The chemist determines to visit this new world and make Lylda's acquaintance. He concocts a powder that reduces him to the required size and another powder which when taken, restores him to normal size. The scheme works and the love and adventure story starts. If you want to read a story to take you away from your work and worries, why not turn loose on the story—"The Girl of the Golden Atom." You can read the complete story in Capper's Weekly. Send 15 cents in stamps, which will pay for a thirteen weeks' trial subscription. Address, Cappers' Weekly, 37 Capper Bldg., Topeka, Kansas.

Besides the story there are other departments that will entertain the whole family. You will enjoy the editorials and articles by U. S. Senator Arthur Capper. Your wife will profit by the household hints, and fashion page, and the children and grownups, too, will delight in the children's page. Its health articles will prevent much suffering in your family. All will enjoy the snappy articles and cartoons by famous artists. A Journal of progress and champion of a square deal for all of the people. The story begins at once. Send in your trial subscription today. NOW—Advertisement.

Fattening rats is one of the common farm practices which leak profits.

Sell Cockerels NOW!

The poultry department of the state agricultural college says:

"Buy your breeding cockerels this fall and winter. Some people wait until it is too late to sell. Classified advertising in Kansas Union Farmer will sell them now, while it is good shipping weather.

The cost is only 4c a word when you order 4 weeks service.

Mail Your Ad Today!

WICHITA HOUSE HAS BRIGHT PROSPECTS FOR 1924

January the first—the beginning of a New Year and the time to start on that new clean page of another Chapter in the Book of Life—is at hand. Looking back through those other Chapters we all know that the happiest and most prosperous days were those filled with that wonderful quality known as Co-operation.

And now at this time when all mankind takes a new lease of life and turns over the New Leaf, we too shall make our resolutions to meet our individual needs. Our organization is founded on Education and Co-operation—let our Great Resolution then be to uphold these principles.

The Farmers Union Live Stock Commission has been operating successfully on the Wichita market for four months, and during that time, we know we have had the pleasure to serving at least a part of our Kansas and Oklahoma membership. And all of our membership cannot help but feel proud of the policies which distinguish their firm on this market.

You have heard that Opportunity knocks but once, that must have been centuries ago, for here and now Opportunity knocks every day, and I can think of no greater opportunity than the opportunity to market your stock and other products co-operatively.

Let us start the New Year right and keep it right by marketing your live stock with your own firm that that firm may be the leading firm on this market as well as on other markets.

We are very glad at all times to hear from our members or friends and any inquiry for market quotations or information of any sort will gladly answered.

THE FARMERS UNION LIVE STOCK COMMISSION is your firm, here for your use and we ask your Co-operation.

I will be Emporia the entire week of the State Convention and will be very glad to meet anyone interested in our house here at Wichita.

R. E. BARNES, Mgr.

THE NEMAH COUNTY MEETING

The 10th Annual meeting of the Nemaha County Farmers Union held December 8, 1923 at Seneca was a decided success. Good weather prevailed and a large attendance was assured.

What made the meeting interesting was that everything worked in harmony. Mr. H. E. Witham gave us an interesting talk on our wheat and Mrs. Alice M. Williams, our county organizer gave every inspiring lecture regarding the great need of the organizing of Agricultural communities, claiming that that was the only practical system to educate the farming class to bring about better conditions, financially, socially and that of Altruism.

The election of officers brought about the following results:

President — George Moringor of Bancroft.

Vice President — Jacob Fisher of Goff.

Secretary & Treasurer — Joel Strahm of Sabetta.

Lecturer & Organizer — Mrs. Alice M. Williams of Oneida.

Conductor — Frank Reichers of Seneca.

Door-keeper — Harvey Strahm of Sabetta.

Executive Committee — W. J. Wittmer of Oneida, J. J. Azizer of Seneca and Luis Wisdepe of Seneca.

County Legislative Committee — C. S. McNeal of Centralia, J. M. Rlinger of Seneca and Jacob Fisher of Goff. With these officials Nemaha County ought to go some.

The following resolutions were adopted:

Be It Resolved: That we do not favor the Woman's Auxiliary Association in the Farmers Union. We believe in letting good enough alone, and keep up the full strength of the Union with our men and women as one organization, believing that in Union is Strength, while Divided we Fall.

Joel Strahm.

HAWKINS LOCAL ELECTS.

Hawkins Local Union No. 1815 of Franklin County held a very interesting meeting November 6. Election of officers for the ensuing year was the business of the evening. The following were elected:

Pres.—E. S. Monroe.

Vice-Pres.—J. J. Johnston.

Sec.—Treas.—Mrs. L. C. Rice.

Conductor—H. L. Morgan.

Door-keeper—A. C. Morrison.

Lecturer—Mrs. J. H. Young.

Business Manager — E. S. Monroe.

Executive Committee: W. L. Barton, L. C. Rice and W. H. Fisher.

Delegate to state meeting at Emporia—Mrs. L. C. Rice.

At-ernate—A. C. Morrison.

During the social hour supper was served, while it was being prepared Miss Ellene Walker gave two piano selections.

For the next meeting Jan. 1st a spelling contest is being planned.

Mrs. L. C. Rice.

Sec.—Treas.

FARMERS THROUGHOUT STATE ARE STARTING TO ORGANIZE

The state convention of the California Division of the Farmers' Educational and Co-operative Union of America has aroused renewed activity.

ty, and the growth of farmers' organizations in this state has been stimulated. It is reported that efforts are now being made to organize locals at Denair, Waterford and Valley Home. Escalon, in San Joaquin county, is energetically bending itself to the task of reorganizing a farmers' union there. Turlock farmers are getting into the harness again and it is expected that a local will be formed there within a short time.

Turlock at one time had the banner local of Stanislaus county.

Unsettled financial and market conditions are expected to provide a fertile field for farmers' union propaganda. The utter failure of such organizations as the Farm Bureau Federation is slowly beginning to dawn on the minds of the growers. They salvation lies in organizations of their own kind, and through cooperation with the exploited city workers.

Farmer-Labor News.

CO-OPERATION DISCUSSED BY FARMERS' EXECUTIVES

Missouri, Kansas, Nebraska and Iowa Officials Meet—M. F. A. Producers' Contract Commented Upon

ST. JOSEPH, Mo., — Representatives of four of the most powerful state agricultural organizations in the middle west met here to discuss plans for joint action for mutual benefit of the farmers in the four states, Missouri, Kansas, Nebraska and Iowa.

Those who attended the meeting were: John Tromble, President of the Kansas Farmers' Union; Milo Reno, President of the Iowa Farmers' Union; C. J. Osborne, President of the Nebraska Farm Union, and three Missouri Farmers' Association representatives, Howard A. Cowden, Secretary; E. E. Woodman, of Kansas City, and C. F. Emmert.

In commenting on the activities of the Missouri Farmers' Association, President Reno said: "Iowa is watching closely the progress of the Missouri Farmers' Association and especially the Producers' Contract."

Former Governor Frank O. Lowden, who also is chairman of the wheat growers' advisory committee, suggests the organization of wheat growers into co-operative marketing corporations.

He is right in arguing that action on the part of wheat growers similar to that of producers in other industries will be followed by similar results. There can be no successful denial of the fact that co-operation, which is far from being monopoly, has materially furthered the interests of these industries.

Marketing conditions have long been recognized as vital factors in distribution, but wheat growers—and, in fact, all subdivisions of the great agricultural industry—have been singularly and disastrously slow to realize the fact and to put the realization into practical effect.

Mr. Lowden points out that the commodity form of contract has been of material benefit to the fruit growers of California, the tobacco growers of Kentucky and the cotton grow-

ers of the southern states. There is no doubt that it would have a similar effect if adopted by the wheat growers of the country.

To the argument that a higher price for wheat would raise the price of bread, Mr. Lowden answered that the price of bread is now based upon \$1.50 wheat, and there is no apparent reason for disputing the assertion. Even if not true it is obvious that the wheat growers must receive more for his product and that one of the most effective means of getting it is to proceed along the lines suggested by Mr. Lowden, instead of dumping his crop upon the market at one time or holding it under conditions which are not governed by any wise concert of action.

—Kansas City Weekly Journal.

NEW METHOD Heals Rupture

Kansas City Doctor's Discovery Makes Truss or Operation Unnecessary

Kansas City, Mo.—(Special)—A new discovery which, experts agree, has no equal for curative effects in all rupture cases, is the latest accomplishment of Dr. Andrews, the well known Hernia specialist of this city. The extraordinary success of this new method proves that it holds and heals a rupture, it weighs only a few ounces. Has no hard growing pads, no elastic belt, no leg straps, no steel bands, and is as comfortable as a light garment. It has enabled hundreds of persons to throw away trusses and declare their rupture absolutely healed. Many of these had serious double ruptures, from which they had suffered for years. It is Dr. Andrews' ambition to have every ruptured person enjoy the quick relief, comfort and healing power of his discovery and he will send it on free trial to any resident of the Kansas Union Farmer who writes him at his office, 1401 Koch Bldg., Kansas City, Mo. He wants one person in each neighborhood to whom he can refer. If you wish to be rid of rupture for good, without an operation, take advantage of the doctor's free offer. Write him today.

—Adv.

Lowden Marketing Plan

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—Kansas City Weekly Journal.

Lowden Marketing Plan

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He is right in arguing that action on the part of wheat growers similar to that of producers in other industries will be followed by similar results. There can be no successful denial of the fact that co-operation, which is far from being monopoly, has materially furthered the interests of these industries.

Marketing conditions have long been recognized as vital factors in distribution, but wheat growers—and, in fact, all subdivisions of the great agricultural industry—have been singularly and disastrously slow to realize the fact and to put the realization into practical effect.

Mr. Lowden points out that the commodity form of contract has been of material benefit to the fruit growers of California, the tobacco growers of Kentucky and the cotton grow-

ers of the southern states. There is no doubt that it would have a similar effect if adopted by the wheat growers of the country.

To the argument that a higher price for wheat would raise the price of bread, Mr. Lowden answered that the price of bread is now based upon \$1.50 wheat, and there is no apparent reason for disputing the assertion. Even if not true it is obvious that the wheat growers must receive more for his product and that one of the most effective means of getting it is to proceed along the lines suggested by Mr. Lowden, instead of dumping his crop upon the market at one time or holding it under conditions which are not governed by any wise concert of action.

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