



THE KANSAS UNION FARMER



Organization

Education

Co-operation

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An Organized Agriculture Will Help Solve a Difficult Problem

Governor Jonathan N. Davis in Address at State Meeting at Emporia Urges Cooperation, Reduction of Taxes, Commodity Marketing as Relief for Farm Situation of Today

Brother Lansdon, Brother Barrett, Brother Tromble and fellow members of the Farmers Union of Kansas:

I know that ordinarily you would expect me to come here with something to say to you. I would like to be prepared to say some of the things that cross your mind and have crossed your mind in the last two or three years; also that have crossed my mind and have been borne out by our experiences as farmers. I am, of course, going to try to say a few of them. I wouldn't attempt to say them all without making some preparation, and I have not had the time to do that. I have been trying to carry on the details of my work and lay aside some of the other things a little, so that I can get back again to the place where I can feel a little bit better and a little stronger than I look. Temporarily, I am just a little less than that. Sometimes I think I am in much the same position as the man who fell from a twenty-story building and as he passed the tenth story toward the ground, said: "I am all right so far."

I came here today to talk to you because I was invited. (due to the fact that I am governor, I suppose) and also because I could not turn the invitation down. Inasmuch as I happen to be the first Farmers Union Governor that Kansas has ever had, I think, too, that I am about the first simple pure "dirt" farmer that Kansas has had for Governor. I thought our great agricultural state ought to get in the habit of electing a farmer once in a while, so I got the people in the notion of starting the habit last fall. I hope they won't get out of the habit until we have had farmer Governors one after another.

There is an increased interest in agriculture all over this great country of ours at this time. We have some farmers—think they are more than ever before—since the November election—who have become politicians. But from the beginning of this government we had farmer-minded politicians. George Washington, was a farmer as were others in Congress and political offices. In the last sixty years, you can't put your finger on one who was truly of the agricultural mind, and yet we have built, and are destined to build, all of the future of this great country out of the activities of this agricultural class. The mind that you possess is the thing we need, and the idealism that we need, to carry on and uphold the great successes of this country; and yet somehow your modesty has kept you out. We have been afraid to push you. We have told us we couldn't talk as well as other folks. They used to repeat that to me when I was in the legislature, but I insisted that the same as the other fellows and I had a license to talk until I got it all out. I am not going to talk to you this afternoon along the line of the habits I formed while in the legislature. But while there, one fellow stood up and said to me one day: "I have been here fifty days and I have been listening to you talk for ten days." I told him I thought that was cheap schooling for him. I have learned a new rule about talk-

ing. I don't try to put on those long talks any more, and I wouldn't if I were able to do it. My rule is to stand up straight so everyone can see me, speak out loud so everyone can hear me, and sit down quick so everyone will like me. I have been trying to follow that rule.

I wasn't elected because I was a Farmers Union man. I had the good sense to resign from the little local of which I was president. I went out over the state carrying the story of the need of the people at this time. I want to tell you a few of those things today because needs are much the same. I just want to call your attention to the fact that a few years ago we went through great disturbances. We shared our fortunes and misfortunes. During the time of danger, and when the crisis was being met, we hung together as a people as we have never had before. I think the danger of the danger of war was concerned, triumphantly. Then immediately came the necessity of adjusting again the relations—not only of our individual industries, but the relations of the world. We had no common leadership. We had no group of people trying to hold us together to meet the problems of peace. I think the deflation that was brought on was designed, and the men who designed it knew what it would do to the producing interest of this country. Men everywhere, and especially the great crowd of unorganized agricultural people of this country, suffered a decrease in their earning capacity and a doubling or trebling of the burden that they must carry for years to come, in repaying the debt of war and replacing the ravages of the great devastation that overcame us. The great burden of it fell upon the farmers—the agricultural interests of this country—because they were not organized. That was another time when they had no opportunity to protect themselves. They had to go ahead with production, and the products had to be marketed regardless of what the circumstances were. No credit was available, and there was no way by which they could make credit available, so they took the brunt of that deflation, and are still carrying the load today.

There is no doubt about the condition this country is in. There is no argument concerning the real status of agriculture. There ought to be no doubt in our minds concerning a situation that calls for our activity as citizens—a danger that confronts us. It is time to approach these problems and to solve them in the interest of our people. There is no doubt that agriculture has gone through a weakening, an undermining and a real destructive period. All the other classes of our people ought to be willing, in their own interest, to join with the farmer in finding the solution, and the right solution of this problem. I say to you that I think we need to approach these things, but as farmers we must know what we should have. The other fellows organized to protect themselves, and we must organize. They insist they do not take anything from us, but that is wrong. I say to you that the whole matter reverts back to the

question as to whether or not the citizenship of this country can be drawn together to solve these economic problems and to meet the dangers that are placed before us. It is the question of placing citizenship on a common plane, getting away from the feeling that we want to be unfair to anyone. We are in the position where we must insist, and insist strongly, upon justice. We need not fear that we are doing that in our interest alone. We are the people that stand at the base of production, out of which this civilization has been built, and upon which it depends not only for the maintenance of the splendid position we have had in that fine standard of living we have given to our people, but they are dependent upon us for that intrinsic quality which enters into their livelihood. We are human. We don't want to work for nothing, even though they make us do it. I have had this in mind—Can they make us like it while they are making us do it?

I said the great burden fell on agriculture. Do you know of any other industry in this country that could have received the blow agriculture did in that deflation, and lived? Our railroads have squealed and squealed, and yet they haven't been compelled to even figure their rates on deflated values. They are still allowed to charge rates based on the inflated values of their roads.

You know that any other industry would have been destroyed by the blow that fell upon agriculture. I think one reason why agriculture was not entirely destroyed was because it has its feet in the soil and it cannot be destroyed. It can only be made profitable and a burden to those engaged in it. Another reason lies in the spirit of the men and women who constitute and are engaged in this great industry. I would like to illustrate that spirit by telling a story a friend told me the other day. He said he was talking to a man in the country along this vein: "It is too bad your wheat crop failed." The man said: "Yes, it is too bad." The conversation went on: "It is too bad your corn and other crops failed." The man said: "Yes, that is bad enough, too." The other man continued: "It is too bad it is so dry and stock water is so scarce you must feel very blue out here." "No," said the man, "broom corn is worth \$30 a ton." "How much broom-corn did you raise?" asked the man. "I raised a ton—hills this year, but I am going to plant sixty acres next year." I leave it to any of you if that is not the spirit that actuates the farmer. He thinks: "What if the market was not good this year? What if this year was a failure? He is going to plant his seed and have a crop next year. The only trouble is that he is having difficulties now in putting it over with the banker. The banker is having some trouble, too."

We can't always live on that fine spirit which has saved us this far. We must act. I am going to say to you that the farmers who do in Kansas are somewhat limited, because in the past twenty years or more many state functions have been moved to Washington, out of our reach. Last year I tried to get our legislature to bring some of that power back and give us a chance to fight again to retain control of this local power, such as controlling rates and other things of that kind. We farmers don't want anyone to work for nothing. We don't want anyone to do business without a profit. We have been generous in those western Kansas districts. Many a time we have gone to the polls with our hands over a patch in the seat of our breeches and voted for a fellow who we have left our machinery out in the sun and rain to rust while we were voting a high protective tariff on lumber. We have been unselfish, but we must have some relief. There is one thing from which we must have relief, and that is high freight rates. We must say: "Don't take one third of our corn crop, you only need one one-hundredth part of it. Don't take one-half of our hay when you only need a small fraction of it. Give us some chance to market our products."

Certain people are telling us that legislation cannot help. They are telling us how prosperous we are. While they tell us that legislation can't help us, they are trying to get some legislation that will help them. Don't think that I mean legislation can do all for us. Nothing can take the place of thrift, economy and industry that the farmers have learned and have practiced. Nothing can ever take the place of the requirement for better stock and for better management on the farm. Nothing can take the place of that, but you are entitled to your fair share of protection from the government.

Another thing we need is a reduction in our expenses of government—a reduction of taxes. They say: "He said he would reduce taxes last year and he didn't do it." I didn't get a whole lot of help either, so that makes it about even, but it can, and it must be done. It is true that today the farmers bear more than three-fourths of the tax burden directly and indirectly. With that in mind, it won't take a long time to use up eight or nine billion dollars of cash income of this great farming industry. When we include the farm values, this income is something like fourteen billion dollars. Against that come the charges of the public debt of this country, with interest of something like a billion dollars. Then you have to take from the income the manufactured products, an amount that is hard to estimate, but when estimated as low

as possible it runs somewhere around five or six billions of dollars.

We have a real basis for going ahead and buying things that we can get "on time" in a public way. I say the time has come when we must get back to those same fundamental principles that governed you and your father and your grandfathers when out of this soil they were drawing the means to build a thrifty, happy and prosperous home. The trouble is that in this day we are thinking and figuring in terms of billions and millions where formerly we thought in terms of thousands and hundreds. We are forgetting that principles are the one enduring thing. Principles have no change, men change; times change; conditions change, but the principles do not change. The same principles that governed the thrift of long ago should prevail now, and that is the thing to which we want to get back.

In 1914 the taxes of this state for all purposes were something like thirty million dollars. The valuation of the farm products that year was \$342,000,000. Thirty million is about eight per cent of \$342,000,000. In 1921, the taxes of this state mounted to sixty-eight million dollars. This was about twenty-three per cent of the valuation of the farm products of that year. They still remain above \$65,000,000 and the values of farm products have fallen from seven hundred millions of dollars (their value in 1920) to \$351,000,000. That is where we are today. That is why it is necessary for us to persist and continue in the policy of reduction until you bring taxes to the point where they should be—in proportion to the value of agricultural products.

I think some effort should be made to raise the initial value of products on the farm, and that is why we should use every effort to bring about cooperative marketing—to bring about economy in distribution, and to bring them about in such a way that we will have a voice in setting the prices of the products we have to sell. They used to tell me when I tried to get the farmers together that I didn't know enough to organize. I never would admit it. I think it takes more brains to farm successfully than it does to run any other business. Farmers must have lawyers, merchants and expert chemists. You have to know a thing or two. I don't believe we have a hopeless problem, but a difficult one. I must say to you that this movement which was started here a year ago to give us a

chance to pool and cooperatively handle our wheat crop, has more importance to you than you realize. It doesn't differ so much from what other business men have done; after all, cooperation is not so much different from corporation, except that cooperation means your efforts thrown together unselfishly to promote your interests, and corporation means the efforts of a few people who are selfishly interested in the profits. The same management must be provided. We want to remain individual in our production, but in marketing cooperatively we must learn to act together. We must learn to trust our Board of Directors. We must learn to trust the rest of the fellows.

You know I think it is true that if you don't tout your own horn no one is going to tout it for you. Men, if you don't assert yourselves as farmers, no one is going to do it for you. If this country of ours is to be what we have dreamed it was, if it is to follow that ideal (more splendid than any other people have ever known) it must be made so by the fact that our people act together in a common citizenship. The political ideal that is fundamental to our government is akin to that older and higher ethical ideal first revealed to man when it was said that God was no respecter of persons, and that we should do unto others as we would have others do unto us. This is the ideal that gives us hope that this great government of our and by the people will continue to be. This is the ideal that assures us that the interest of those who carry on the productive energies of the state will always be regarded and never neglected. This is the ideal that will prevent this fair land being made a barren waste like the destroyed civilizations of the old world, where the productive energies of the people and the social order of the states were stratified by the selfish interests of those who unjustly profited by such oppression.

That is the responsibility that rests upon the farmers, organized and unorganized, in this state. We must see that this ideal is carried out—that the adjustments in economics, railroad freight rates and other economic problems that force burdens of taxation upon the people, are made; that all of these different activities that we make our complex civilization are carried on in line and in conformity with the principles of that American ideal that makes us proud that we are Kansans, and Americans.

2,000,000 Bushels Under Contract

WICHITA, Kan. — Approximately 2,000,000 bushels of the 44,000,000 bushel pool now being signed up by the Farmers Union wheat pool before May 24, is represented in more than 350 contracts filed at headquarters here of the Kansas Cooperative Wheat Marketing Association up to last night, it was announced Thursday by official of the association. More than half of the first two million bushels is represented in contracts signed voluntarily by some of the largest wheat raisers in the state and by scores of members of the existing pools of the Kansas Wheat Growers Association and the Farmers Union Wheat Marketing Association, according to B. E. Corporon, secretary-treasurer of the new big pool association, and W. C. Lansdon of Salina, chairman of state organization committee. Members of these existing pool associations, which are behind the new big pool, are signing the new contracts as rapidly as they are being carried into the various counties, these officials declared.

At a meeting of the executive committee of the Cowley County organization, held late last week, those present, sixteen in number, signed the contract. Their acreage is said to range from 60 to 400. Many other instances of this kind are being reported by field workers daily. E. J. Shanks, organization manager, declared.

The drive for contracts opened last week in Reno County has netted more than 90 signatures representing approximately 225,000 bushels, it was announced. The Stafford County drive, opened just before that in Reno County, had brought in 100 contracts for delivery through the big pool of a quarter million bushels.

The drive will be carried into other counties as rapidly as possible after the various county committees have been organized. Mr. Shanks stated. More than thirty of these county units have been perfected to date, he said, and field workers are busy setting up others.

Don't—Fail to keep yourself informed.
Don't—Forget the principles on which the Farmers Union was founded.

Don't—Keep all of the flowers for the dead, pass some among the living, they will do more good.

DON'TS FOR MANAGERS

Don't—Be afraid you are going to do more than you are being paid for.
Don't—Expect your Stockholders to be loyal, unless you are loyal to the organization.

Don't—Fail to have an encouraging word for a discouraged brother.
Don't—Be a traitor to the organization for which you are Manager, prove your self a cooperator by using the cooperative channels.

Don't—Be afraid to send a word of encouragement to the men at the other end of the line.

Don't—Be hasty, be sure you are right then go ahead.

Don't—Be pessimistic, always be optimistic no matter how dark things look.

Don't—Fail to have confidence in men for a good business depends on confidence in one another.

Don't—Be afraid to stand for the right at all times.

Don't—Forget you cannot stand still, you are either going forward or backward.

Don't—Lose sight of the fact, that if you hired a man, you would expect him to work for you, the Farmers Union have hired you, who are you working for when you are shipping to other than cooperative concerns?

Don't—Fail to boost for your association every time an opportunity presents itself.

Don't—Expect to have much success unless you are sold to the proposition yourself.

A Subscriber.

Savings Accounts Will Help Farmers Free Themselves From Debt

W. C. Lansdon in Address at Annual Meeting Says Farmers Union State Bank of Kansas City Will Feature This Branch of the Banking Business

This is the hour set apart on the program for the presentation of the Farmers Union State Bank. For a number of years, the organization has been discussing the advisability and the necessity of getting into the banking business either locally or in a State-wide way. We have made an attempt at every session of the legislature the past ten or twelve years to get statistical authority to organize a cooperative bank. We have never been able to get this legislation thru and I don't know whether or not we ever will be able to operate on a State-wide basis, cooperative in as many features as possible under the existing law. We find that the existing laws permit the application of cooperative principles in almost every way that is desirable. The only variation probably from the standard cooperative plan is that of voting of stock instead of voting of members; but we will undertake to correct that to some extent by limiting the amount of stock which we offer to any one individual shareholder of the Association.

There are a lot of people that do not understand the principles of cooperative banking and the progress that has already been made in the United States and in other countries—especially in the other countries. Those who have studied the cooperative system of Denmark tell us that their distributing agencies had a tough time of it and that they finally a few years ago established the Danish cooperative bank which is now the largest of all of them. The middle classes of Germany, Australia and the European countries have for a long time had their local cooperative banks but the farmers and their people of the United States have not as yet taken very much part in the organization of cooperative banks. In the State of Massachusetts quite a number of years ago the legislature authorized the organization of cooperative banks and at the present time the resources from these banks amount to about two hundred millions of dollars. Almost all of these banks, however, are organized exclusively by working men and very few farmers are interested in them. You are familiar with the development of banking which will be explained a little later on. About five or six years ago, the Brotherhood of Locomotive Engineers established a national bank in Cleveland, Ohio with a capital of about five hundred thousand dollars. They now have twenty-fourteen other banks in the United States with resources around thirty or forty millions of dollars and are constantly establishing new branches of their cooperative banking system. In the State of Kansas we have made little progress. A good many of the Kansas farmers don't know that the Farmers Union has organized banks in this State. Seven or eight years ago the Farmers Union organized a cooperative bank at Fairview, Kansas, and the original stockholders—still control that institution. The Farmers Union has three banks in Phillips County, one national and two State-wide banks with a paid-up capital of one hundred thousand dollars and a substantial surplus. There are probably one hundred fifty or two hundred banks in the State of Kansas—small country banks—that might be very readily converted into cooperative banks. A great deal of stock of the small country banks is held by

farmers and those banks could in some way be made a part of the financial cooperative system of this State.

Now as a result of work done at the Educational Assembly in Salina last September, the Board of Directors of Kansas undertook the organization of a State Bank in Kansas City, Kansas. We determined whether we should go into the banking business at all, deciding that we would organize a State bank because after a little investigation we were convinced that we would have a great deal of difficulty in getting a charter for a National Bank at this time. We were satisfied that we would have no trouble obtaining a charter for a State Bank. Next was the question of how big a bank should be organized and after canvassing the situation and our possibilities of raising capital we decided to undertake to raise two hundred thousand dollars to start, with one hundred thousand to be used as capital stock; fifty dollars of the second hundred being surplus and fifty going into a stockholders' account or surplus to act virtually as a deposit of each stockholder with certain restrictions about its withdrawal. The Board of Directors was then constituted, subscriptions obtained and application was made for a Charter. The Charter was granted and a location has been obtained for offices in Kansas City, Kansas. We are now ready to begin business. I have never doubted but that when the time comes the capital for the bank would be subscribed and we have discovered that it is easier to capitalize a bank than any other type of financial institution or business institution.

Other men will go into details regarding this bank. I just want to make one or two statements in connection with the operation of this bank. I have insisted time after time on many occasions and I am going to still insist that the biggest thing that can be done for agriculture today is to set up some sort of a system of finance to encourage saving. I don't think there is but one way for the farmers of this State to get out of debt and that is to pay out. The only way we can ever pay out is to account that enough money to pay out with by saving some of our income. There are thousands and tens of thousands of people that believe they are doing the best they can in that respect. They honestly think it is impossible for them to save money and yet they could save money. There isn't a family in the State of Kansas or a farmer, I don't care how poor he is, that can't provide a way of saving a certain part of his income each year. One thing we hope to do is to establish a savings account that will reach to every Farmers Union home in the State of Kansas and develop there, a habit of thrift for saving and accumulation. If this bank could do no more than to inculcate the habit of saving in forty or fifty thousand farmer families in Kansas, it would be well worthwhile.

Co-operatives Distribute \$250,000
Directors of the Farmers' Livestock Commission which operates jointly three livestock commission companies, at St. Joseph, Mo., Omaha, Neb., and St. Louis, La., met at Omaha, January 9, and distributed 1923 profits of the three companies in the form of dividends totaling nearly a quarter of a million dollars.

You are familiar with the development of banking which will be explained a little later on. About five or six years ago, the Brotherhood of Locomotive Engineers established a national bank in Cleveland, Ohio with a capital of about five hundred thousand dollars. They now have twenty-fourteen other banks in the United States with resources around thirty or forty millions of dollars and are constantly establishing new branches of their cooperative banking system. In the State of Kansas we have made little progress. A good many of the Kansas farmers don't know that the Farmers Union has organized banks in this State. Seven or eight years ago the Farmers Union organized a cooperative bank at Fairview, Kansas, and the original stockholders—still control that institution. The Farmers Union has three banks in Phillips County, one national and two State-wide banks with a paid-up capital of one hundred thousand dollars and a substantial surplus. There are probably one hundred fifty or two hundred banks in the State of Kansas—small country banks—that might be very readily converted into cooperative banks. A great deal of stock of the small country banks is held by

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Other men will go into details regarding this bank. I just want to make one or two statements in connection with the operation of this bank. I have insisted time after time on many occasions and I am going to still insist that the biggest thing that can be done for agriculture today is to set up some sort of a system of finance to encourage saving. I don't think there is but one way for the farmers of this State to get out of debt and that is to pay out. The only way we can ever pay out is to account that enough money to pay out with by saving some of our income. There are thousands and tens of thousands of people that believe they are doing the best they can in that respect. They honestly think it is impossible for them to save money and yet they could save money. There isn't a family in the State of Kansas or a farmer, I don't care how poor he is, that can't provide a way of saving a certain part of his income each year. One thing we hope to do is to establish a savings account that will reach to every Farmers Union home in the State of Kansas and develop there, a habit of thrift for saving and accumulation. If this bank could do no more than to inculcate the habit of saving in forty or fifty thousand farmer families in Kansas, it would be well worthwhile.

Co-operatives Distribute \$250,000
Directors of the Farmers' Livestock Commission which operates jointly three livestock commission companies, at St. Joseph, Mo., Omaha, Neb., and St. Louis, La., met at Omaha, January 9, and distributed 1923 profits of the three companies in the form of dividends totaling nearly a quarter of a million dollars.

You are familiar with the development of banking which will be explained a little later on. About five or six years ago, the Brotherhood of Locomotive Engineers established a national bank in Cleveland, Ohio with a capital of about five hundred thousand dollars. They now have twenty-fourteen other banks in the United States with resources around thirty or forty millions of dollars and are constantly establishing new branches of their cooperative banking system. In the State of Kansas we have made little progress. A good many of the Kansas farmers don't know that the Farmers Union has organized banks in this State. Seven or eight years ago the Farmers Union organized a cooperative bank at Fairview, Kansas, and the original stockholders—still control that institution. The Farmers Union has three banks in Phillips County, one national and two State-wide banks with a paid-up capital of one hundred thousand dollars and a substantial surplus. There are probably one hundred fifty or two hundred banks in the State of Kansas—small country banks—that might be very readily converted into cooperative banks. A great deal of stock of the small country banks is held by

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Boys' and Girls' Club News

PIG CLUB MEMBERS NET \$2,561.

A total profit of \$2,561 was made by 66 Morris county pig club members this year who carefully followed pig production methods advocated by their county agent. Three hundred ninety-two pigs were raised by the boys.

The boys won a total of 97 ribbons and won \$523 in prizes. Because of their meritorious work during the year four of them were awarded free trips to the International Livestock show at Chicago.

GIVE THE BOY THE CHANCE OF THE CHICKENS.

At the recent Country Life Conference held in St. Louis, a moving-picture film was shown of a boy and his prize flock of chickens. The film demonstrated that the birds were fine because the boy had a scientific knowledge of chicken culture, and had applied his knowledge to the care of his flock. But the boy was a mouth breather and showed further effects of malnutrition. The tragic thing about the picture was that the chickens were having a better chance than the boy.

The idea of encouraging farm children to raise thoroughbred poultry and livestock is wholesome. It should be promoted to a greater degree than it is at present. On the other hand, it must be borne in mind that the greatest asset of the farm is neither its live stock nor its poultry, but its boys and girls. They themselves are entitled to as scientific training as the animals that they raise. In order to develop into a strong man or woman every child must have a well-balanced diet which is eaten at regular periods; long hours of sleep in a well-ventilated room; activity as expressed in wholesome work; study, and play; instruction concerning the care of the body; and periodic physical examinations by a reliable physician.

CHAMBER OF COMMERCE TO ENCOURAGE POULTRY RAISING IN SALINA COUNTY.

Salina county boys and girls will soon be informed as to the date when they will be invited by the Salina Chamber of Commerce to come and claim settings of good eggs, which are to be given free to children between the ages of 12 and 16 years. While the date has not been definitely selected, Secretary C. H. Bren of the Chamber of Commerce said today that the eggs will be available about March 15 and advised the boys and girls to watch the official announcement.

According to the plan there will be only one obligation attached to the plan and that is this: Any child receiving a setting of eggs from the Chamber of Commerce is requested to turn back one chicken from their flock. These chickens will be sold, the proceeds to go into a revolving fund to keep the plan going after this first year. Children raising the chickens will be asked to exhibit their birds at the annual poultry show which will be held here some time next winter.

In case something happens, such as animals killing the chickens or by other misfortunes the chickens do not survive, the child will not be obliged to make any kind of payment to the Chamber of Commerce.

A majority of the young poultry raisers have received blanks from their school teachers, the blanks to be filled out by the pupils and sent in to the Chamber of Commerce.

JUNIOR FARMERS UNION LESSON 1.

Early History of the Farmers Union Twenty-one years ago in a small town in the northeastern part of Texas as a very important event took place. The town of Point, Texas was a small, very small place with its old-time country store built at the cross roads. On an old log near this country store, sat a man gazing at the people who passed by. He was not only looking but thinking what might be done for these people for their

faces and ragged clothing told the tale of a hard struggle for existence.

The man was Newt. Gresham, a poor farmer, the people were also farmers. That day Mr. Gresham went home with a heavy heart. Could not something be done for these people whose condition was daily growing worse? They were unable to sell their crops and cattle for enough money to pay for the expenses of raising them. One by one those farmers were losing their homes. What was the cause of all this? Was there not some way for them to better their condition?

Newt. Gresham thought the situation over. Like other great men, he believed that where there's a will, there's a way. On the second of September 1902, having called some neighbors together, he told them of his plan or better still he might call it his "vision," for a vision it was, to be indeed, for a vision of a brighter future not only for the farmers of Texas but the farmers of our entire nation. Nine of the men present at the meeting joined with him to work out their great problems.

This group of ten men organized themselves into a Local Farmers Union. Under the good influence of Mr. Gresham, the good work went on and spread from farm to farm. Thus we find from a small beginning the Union work has been extended into nearly every farming section of this country. Earnest and enthusiastic farmers everywhere are pushing the work onward to the goal pointed out to them by these Texas farmers.

Questions on Lesson.

When was the Farmers Union started?

2. In what state was the first Farmers Union started?

3. Who was the man that started the Farmers Union?

4. What was the condition of the Farmers around Newt. Gresham's home?

5. A group of how many men helped Newt. Gresham in his first work of organization?

What success did they have?

The above is the first of a series of monthly lessons which will be published in this paper. Use them at your Junior Union meetings. If right-ly presented, a group of young people whose ages vary from five to sixteen, will become intensely interested in them. In a very short time a Junior meeting without a Union lesson would be incomplete to these future leaders of the Union.

Mina S. Utz—Towa Union Farmer

ONE MILLION DOLLARS PAID TO COTTON GROWERS

A distribution of about \$1,000,000 was made to its members shortly before Christmas by the Arkansas Cotton Growers' Cooperative Association, Little Rock, Ark. The checks were printed in a special design conveying the good wishes of the association to its members. Payments were to members of the Missouri and Tennessee associations as well as the Arkansas association. Previous payments for the season had been on a flat basis and had amounted to \$90 a bale for shot staple and \$110 per bale for long staple cotton. This distribution was calculated with regard to length of staple, value and weight of bale, and those who delivered better classes of cotton received more money per bale.

FARMERS' PLIGHT A PERIL.

The politicians will find food for serious thought in the startling statement of the Secretary of Agriculture that 23.5 per cent of farmers in 15 wheat and corn producing states are either bankrupt or saved from actual bankruptcy only by the leniency of their creditors. In other words, throughout a great section of the farming West, one farmer in four has been ruined this last year.

This means that one of the most important tasks of Congress is to take every practicable measure to halt this destruction of the foundation of

our national life. All things come from the soil, even the men to put youth and power in the sluggish life-blood of our cities.

Lower freight rates on agricultural products, credits to warehouse and products and finance their exportation, government encouragement to cooperative marketing—these and every other proposed form of relief must be examined and, when feasible, applied.

First of all, the tax reductions proposed by Secretary Mellon will help unburden the farmer, along with other classes of the community.

The plight of the western farmer must be considered as the means to shift their tax burden and handled accordingly—Washington Herald.

HELPING COOPERATION.

One of the greatest dangers to cooperation is that it will be taken under the wing of the government. We are hearing a good deal now about giving government assistance to the organization of farmers' cooperatives. If by assistance is meant that the government shall take a hand in cooperative enterprises, then farmers should protest vigorously. These proposals are being made both of the well-meaning, but misguided, friends of the farmer, and by others whom we fear are not so well-meaning.

Cooperation must spring from the people themselves, else it is not cooperation. To the extent that the government takes a hand, it becomes paternalism. Moreover, direct government assistance gives the politicians and officeholders an opportunity to muck around in the affairs of the cooperatives. When these men represent old-line interests, as they not infrequently do, they can throw many troublesome monkey wrenches into the machinery.

The federal land banks are an example of so-called cooperative establishment by the government. Under the original act, the farmer-borrowers were supposed to elect the majority of the directors of these banks as soon as they were well established. But the politicians and officeholders stayed on the original act, and finally got it amended to thwart the farmer-borrowers. The situation now is that the farmer-borrowers own the stock in these banks while politicians and officeholders run them.

Cooperators should also oppose laws that give government aid to cooperative enterprises. The packers and stockyards act is an example of this kind of a law. It has brought endless harassment to the cooperative live stock commission houses. We fear the grain futures act will both give cooperatives similar trouble in the future.

All that cooperators should ask of the government is a fair field. That is the greatest assistance the government can give. If the farm bloc in congress would act to abolish the special privileges by which old-line business fights the cooperatives, it would be much more helpful than to put through so many laws that give government departments and bureaus an opportunity to meddle with the business of cooperative institutions.

—Nebraska Union Farmer.

\$0.42 MILLION PAID NO TAXES.

When William Rockefeller died recently he left an estate that included \$42 million dollars of tax free securities. From these securities he

must have received an income of something like 2 million dollars a year. Yet on all this enormous income he did not pay one cent of taxes.

There you have an example of how the attempt to make the big incomes pay high taxes results in their escaping taxation altogether. A tax rate beyond a certain point simply drives investments out of active business into tax free securities.

This is what happened in William Rockefeller's case with the result that the man of average means is paying Rockefeller's share of taxes. That is unjust. Rich men like Mr. Rockefeller ought not to be provided with the incentive and the means to shift their taxes on to people less able to pay. The whole income tax system needs revision.—Kansas City Times.

A HUNDRED PER CENT SAVINGS

Taylor Springs, Illinois, has a cooperative society that during the last half-year made a saving of 100 per cent for its members. For every dollar invested in the Hillsboro Co-operative Association in share capital, a dollar was saved for the members on their grocery bills.

The share capital of this little cooperative is \$2,355. It was shown by the last semi-annual report that \$2,351. Of this sum, \$1,511 was distributed among the members as an 8 per cent savings return, and \$800 was placed in the reserve fund. Needless to say, the savings in this cooperative society are not distributed according to each member's stock holdings, but on the basis of his patronage.

The recent strike of the smelter workers in Taylor Springs strengthened the cooperative society. Many new members were won for the co-op by the attitude of the private merchants. The members of this cooperative are composed of many different nationalities. But differences of language or of race count for nothing.

Attention Members

The referendum ballots are being sent to local secretaries with a request that they be returned to the state secretary's office prior to April first.

The amendments voted for and adopted at the annual meeting at Emporia were 8 in number.

AMENDMENT NO. 1 simply means that the delegates shall, at each meeting, determine the next meeting place.

AMENDMENT NO. 3 simply provides that the money now in the building fund shall be invested as the board of directors determine, and how the income from same shall be used.

AMENDMENT NO. 5 and 6 do not change the amount of dues and fees, but mean that the local secretary shall remit to the state secretary all but such portion of dues and fees as is now retained by the local secretary, and local secretary shall make no report or remittance to the county secretary.

The state secretary shall remit quarterly to the county secretary the county Union's part of the dues and fees.

AMENDMENTS 2, 4, 7 and 8 are self explaining.

C. E. Brasted, state secretary.

Planters State Bank

Salina, Kansas
By the decision of the Supreme Court of the United States upholding the Guaranty Law, your deposit in this bank is as safe as Government Bonds.

OFFICERS AND DIRECTORS:
Fred H. Quincy, Pres.; Guy T. Holverson, Vice-Pres.; T. W. Roan, Vice-Pres.; W. T. Welch, Vice-Pres.; E. Gemmill, Cashier; E. F. Ludes, Assistant Cashier; E. H. Sudendorf and R. P. Cravens.

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 in 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

SALINA, KANSAS

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

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

Watson's Best Berries are just what the

Brand Indicates—They Are the

BEST

WATSON WHOLESALE GROCERY

SALINA, KANSAS

PRICE LIST OF LOCAL SUPPLIES

Application cards20 or 5c
Credit blank10 for 5c
Dime blank15 for 10c
Ode cards12 for 20c
Constitutions5c
Local Sec'y's Receipt Books25c
Secretary's Minute Books50c
Farmers Union Buttons25c
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor

Farmers' Union Song Leaflets, per dozen10c
Business Manuals, now used instead of Ritual, each50c
Farmers' Union Song Books published by Jobbing Assn. 20c
published by Hackney25c
published by Texas30c
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor

C. E. BRASTED, Box 51, Salina, Kansas for above supplies. He is the only one you can get them from.

KANSAS CITY HAY MARKET.

Receipts of hay this week: Prairie 109 cars, Alfalfa 412 cars, Timothy 41 cars, Clover Mixed 6 cars and Straw 21 cars, a total of 589 cars as compared with 603 cars last week and 475 cars a year ago.

The market shows a somewhat better tone this week, Alfalfa being quoted unchanged to \$1.50 up with the same change in Prairie. There is a very good demand at this time for better grades and all sound hay, although the lower grades and damaged hay are very hard to move. Straw is quoted one dollar lower this week.

Nominal Quotations, Fri. Feb. 29, '24

Prairie: No. 1—\$15.00 @ 15.50.
No. 2—\$12.50 @ 14.50.
No. 3—\$9.00 @ 12.00.
Packing—\$7.00 @ 8.50.

Clover: Light—\$20.00 @ 21.00.
No. 1—\$18.00 @ 19.50.
No. 2—\$13.00 @ 17.50.

Alfalfa: Select Dairy—\$28.00 @ 30.00.
Choice—\$25.50 @ 27.50.
No. 1—\$24.00 @ 25.00.
Standard—\$19.00 @ 23.50.

No. 2—\$14.50 @ 18.50.
No. 3—\$9.50 @ 14.00.

Clover: No. 1—\$18.00 @ 20.00.
No. 2—\$12.00 @ 17.50.

Timothy: Standard—\$19.00 @ 20.50.
No. 2—\$17.50 @ 18.50.
No. 3—\$14.00 @ 17.00.

Straw—\$8.00 @ 8.50.

FARMERS UNION JOBBING ASSN.

Get our prices on No. 1 Red River Early Ohio Seed Potatoes. Even-weight, branded bags; ship direct from Red River Valley.

FARMERS UNION JOBBING Association.

Kansas City, Missouri.

SPRING TIME IS SEEDING TIME

Get our prices on No. 1 Red River Early Ohio Seed Potatoes. Even-weight, branded bags; ship direct from Red River Valley.

FARMERS UNION JOBBING Association.

Kansas City, Missouri.

DROPSY

TREATMENT. It gives quick relief. Swelling and short breath soon gone. All distressing symptoms rapidly disappear. Liver and kidneys act better. General improvement realized. I send by mail a trial treatment absolutely FREE. Try it. Never heard of anything its equal for dropsy. Write to

DR. THOMAS E. GREEN
Bank Building, Box 108 Chatsworth, Ga.

Order Now for Spring Pigs

SUPERIOR CONDENSED BUTTERMILK

Best and cheapest hog feed on the market.

Manufactured by

FARMERS UNION CREAMERY COMPANY

Superior, Nebraska

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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 line; 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.

FARM FOR SALE NEAR BELOIT—Write Cora Martiney, 450 So. 7th St., Salina, Kansas.

FARMS WANTED

FARMS WANTED IMMEDIATELY. Send particulars Mrs. Roberts, Box 91, Roodhouse, Illinois.

FARM WANTED FROM OWNER: Write immediately, Raymond Smith, Maplewood, Mo.

SALESMEN WANTED

WANTED—A GOOD STEADY GENTLEMANLY salesman to handle a Ward's Wagon. No experience needed. For full particulars write promptly to Dr. Ward's Medical Supply, Winona, Minnesota. Established 1854.

WE PAY \$200 MONTHLY, furnish car and expenses to introduce our guaranteed poultry and stock power. Write COMPANY, 3078 Springfield, Ill. 618.

FEMALE HELP WANTED.

WANTED—WOMEN—GIRLS. Learn Gown Making at home. Many openings. \$35.00 week. Learn while earning. Sample Wagon free. Write immediately, Frank, 111 Institute, Dept. H580, Rochester, N. Y.

POULTRY

PUREBRED BUFF ORPHINGTON COCKS \$15.00; eggs \$1.00 setting. \$4.00. E. VanHorn, Carlton, Kansas.

FOR SALE PUREBRED AMERICAN LEGHORN Cockerels \$3. Eggs \$6.00. Martin Leghorn Range, Alta Vista, Kansas.

WHITE WYANDOTTE PUREBRED ROSE Comb cockerels, show quality. \$2.00. Evald G. Rydquist, Oberlin, Kansas.

HOLTERMAN'S ARISTOCRAT BARRED ROCKS. Light or exhibition pullet mating. Fine ribbon winners, laying strain. Cockerels, \$1.50; Eggs, \$5.00 per 100; Chicks, 25c. Shepherd's Anconas, hatch March 15th. Della Sheppard, Lyndon, Kansas.

HATCHING EGGS

CHOICE SINGLE COMB BUFF ORPHINGTON eggs. Healthy, farm flock. Cockerels, \$1.50; Eggs, \$5.00 per 100; Chicks, \$1.00. Mrs. W. L. Boethlin, Logan, Kansas.

PUREBRED BUFF ORPHINGTON EGGS \$5.00 hundred. Mrs. Gertrude Crawford, Clements, Kansas.

FOR SALE—PUREBRED R. C. R. RED, also White Langshans eggs \$5.00 per hundred \$1.00 per 15. Mrs. C. E. Blades, Rte 1, Minneapolis, Kansas.

PUREBRED BUFF ORPHINGTON EGGS \$1.00 setting, \$4.00 per 100. R. Van Horn, Carlton, Kansas.

WHITE ROCK EGGS FOR HATCHING. Frank B. Pfeiffer, Hays, Kansas.

ARISTOCRAT RINGLET BARRED ROCK EGGS \$1.00 setting, \$4.00 per 100. Cock-ers with flock from certified parents. J. M. Swayze, Route 1, Harris, Kansas.

SINGLE COMB RHODE ISLAND REDS Eggs setting \$1.25. Mrs. John Linn, Route 2, Manhattan, Kansas.

PUREBRED BUFF ORPHINGTON EGGS \$1.00 setting, \$4.00 per 100. Farm raised. Joel Strahm, Sabetha, Kansas.

PURE RHODE ISLAND REDS—Eggs \$4.00 and \$5.00 per 100. Farm raised. Joel Strahm, Sabetha, Kansas.

PURE FISHLE WHITE ROCK EGGS \$5.00 per 100. Mrs. Burt Veach, Route 3, Courtland, Kansas.

BUFF ROCK EGGS—STATE FAIR winners. Prices reasonable. Satisfaction guaranteed. E. H. Kelly, Stafford, Kansas.

SINGLE COMB REDS—EGGS FROM blue ribbon winners. Fairview Farms, Stafford, Kansas.

WHITE ORPHINGTON EGGS \$6.00 per 100. Merton, Winchester, Route 2, Everett, Kansas.

BABY CHICKS.

QUALITY CHIX—9c UP. 12 KINDS. Guaranteed delivery. Valuable chicks information FREE. Quality Poultry Farms, Box 215 B, Windsor, Mo.

BABY CHICKS FROM HEAVY LAYERS. The laying kind are the paying kind. Rocks, Reds, Orpingtons, Leghorns, Anconas, Brahmas and Langshans. Prices reasonable, postpaid. 100 per delivery guaranteed. Circular free. PORTER CHICK CO., Dept. D, Winfield, Kansas.

PUREBRED CHICKS 15 VARIETIES. BEST laying strains. Lowest prices, free catalog. BOOTH FARMS, Box 574, Clinton, Mo.

BABY CHICKS—SEND FOR OUR VALUABLE free chick book and exceptional at 1924 prices. RUSK BROTHERS, Box 120 Windsor, Mo.

PURE BRED BUFF ORPHINGTON CHICKS exclusively, 14c each. W. F. Kulp, Route 1, Ogallala, Kansas.

SEEDS

PURE CERTIFIED KANOTA SEED OATS. Certificate with each sale. Sacks 5c over ten bushel lots. Henry Lodge, Emporia, Kansas.

FOR SALE—

