



THE KANSAS UNION FARMER

Organization

Education

Co-operation

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Echoes of the Assembly

Under This Heading Each Week We Expect to Print Excerpts or the Address in Full of the Different Speakers Who were on the Program of the Farmers Union Educational Assembly at Salina.

THE FARMER AND THE RAILROADS

(By N. H. Loomis.)

Although I come here as a railroad man, I am not entirely unacquainted with the farmers viewpoint. I was once myself, a long time ago, a dirt farmer. It was in this county on a homestead claim belonging to my father. I broke the sod, sowed the grain and harvested the crop which wasn't near enough to pay the threshing bill. You can imagine how I felt when I learned the price of the labor or done. At the present time I am interested in a farm near Topeka. Willard, Kansas, on the Rock Island railroad. Until quite recently I owned a farm in this county. I was offered a good price during the war and concluded I had better sell. I am not unacquainted with the value of the dollar from personal experience. Not having made a great success in raising wheat I thought I might experiment and get a teachers certificate but in order to teach and get a certificate I had to take an examination. Also to get a certificate I had to deposit \$1.00 before I could take the examination. The question was, how could I raise that dollar. I could not do it. I concluded I could not ask for a teachers certificate because I could not raise the dollar. One day I saw my brother coming over the hill waving his hand in the air and calling. It was a dollar he had in his hand that he had picked up through his labors so I came to town but I had to give it all to the county and I did not have a cent with which to buy even a cup of coffee. I got my certificate and got a school to teach and got \$20.00 per month. It seemed like a large income at that time to me. I later decided I would study law.

The Needed Dollar

I refer to something that happened after I began to read law with Mr. Bond. My money ran out. I did not see how I was going to get along. A colored man was going to quit his job as janitor of the opera house. Mr. Bond, then owner of the building said he did not see what he was going to do. I told him I would take the job. He was very much surprised and said they only paid \$1.00 per night. I didn't care much what they paid just so they paid as I needed the money badly. I soon found out what work was to be done. I had to sweep the floors, take care of the dressing rooms, bring water in in pails for their needs, raise the curtains, shift the scenery, bring in coal, build the fires take out the ashes, etc. I needed the \$1.00 and I was willing to work for it and I was glad I had the job.

It seemed I was going to be a good lawyer. The first thing I knew, I was connected with the railroad. I started in at Lawrence as shorthand writer and assistant attorney. About 15 years ago they thought they wanted a boy from Kansas to look after their business in Omaha so I was sent up there. Up there they refer to me as the man from Kansas. Down here they speak of me as from Nebraska. I do not know what time I am to take. I often find I have got through in half an hour. When I see you are getting tired, I am going to quit. I am not going to lose the opportunity of sitting down.

Building Railroads

Building railroads of this country forms one of the most interesting epochs in the history of our country. We have nothing but admiration for the men who built the railroads which span the continent which link all the territory into one great unified nation. It was a small beginning but when started grew rapidly. In 1823 the Baltimore & Ohio, the first railroad had 13 miles of rails. 23 miles was the total of all the railroads at that time. In 1830 the mileage had increased to 3000 miles of rails and in 1860, just before the beginning of the Civil War, we had 30,000 miles. Now we have something like 265,000 miles of rails in this country. It took skill and will power to build all the railroads which span and bind this country. We have nothing but admiration for the men who did it. After the war railroad building started up again and in 1869 the Union Pacific and Central Pacific united and we had rails stretching from the Atlantic to the Pacific ocean. Most of the railroad mileage has been constructed since you men can remember.

Important in railroad construction is the fact that they must be built to serve the country. Before the war the steel rails weighed about 20 pounds. Now they have steel rails that weigh 125 pounds. Engines that weighed 50 tons are now replaced by engines weighing 350 tons. 5 and 10 ton cars then and now we have 50 and 60 ton cars. They are made to handle the traffic of the country.

Railroad Legislation While the roads were being built, every town in the country wanted one. They usually were not satisfied with one. They wanted all they could get of them. Every town wanted to be

a railroad center. In the mad rush, all inducements were offered for it. The railroads got so they did about as they pleased. The result was, there must be some sort of legislation governing them. That started in 1870, first in Massachusetts. However it was not until 1887 that Congress passed a measure governing the railroads of the entire nation. After that time the law and nobody could claim since then that the Interstate Commerce Commission does not have the power to regulate railroads and tell them what to do.

They began to frighten investors in railroad property so they were unwilling to buy railroad securities. If railroads want to make improvements necessary to meet the growing commerce of the country they do it by selling stock and bonds. They have to induce people to buy them and if they are a good investment. You do not invest your money in securities if they are not dependable. When it was found that Congress and the states were legislating against the railroads they began to think railroad securities were not what they wanted. The results were very bad. Up to 1906 the railroads were able to make the improvements necessary and to handle the business efficiently. After that time, it was indeed a difficult thing to do. They were unable to raise the money.

The commerce of the country from 1890 to 1910 doubled. In the next years it increased 80 per cent. In the next 10 years it increased 60 per cent. I do not have to tell you of the growth of the country. You are well acquainted with those facts. I am afraid the people form any years did not fully realize that railroads had to grow as well as cities and commerce of the country.

Government Operation

They cannot handle the commerce of the country with the material they had 20 years ago. They have to have new equipment. It costs millions of dollars. J. J. Hill of St. Paul said the railroads of this country need a billion dollars a year to make the improvements necessary to handle the business of the country. After 1907 what were the actual facts and conditions of the railroads. Between 1900 and 1907 the number of engines purchased was 9 times as many as those purchased between 1914 and 1921. The number of box cars purchased between 1900 and 1907 was 15 times as large as the box cars bought between 1914 and 1921. That illustrates the manner in which the railroads went back.

When the war came on and a great deal of stress was placed on the railroads and business increased, they were unable to handle the situation and they were taken over by the government. We all recognized that the paramount object was to win the war. The owners took their own interests as second. When the roads were turned back the expenses had increased. The wages were increased, new train schedules inaugurated and a great many things had happened to place the railroads in an inferior condition. Difficulties confronted Congress and they considered the proper means to adopt to turn the roads back to the owners and let them handle the business of the country and place themselves in a position where your products could be handled to an advantage.

If the railroads had been purchased and made government property it would have taken 90 billions of dollars. It would have taken 95 millions of dollars to pay interest; and taxes which the people would have been compelled to pay, would have amounted to 250 million dollars per year. It was not to be thought of. That the government should purchase the railroads of this country and make them government owned railroads. The job then was to make it possible for the owners to take back the railroads and handle the business of the country and do it efficiently. It was hard for the railroads to haul your stock and wheat to market. They did not have the cars. They had not been permitted in the past to earn enough money to put their roads in shape to handle the business. For the first time in the history of railroad legislation since 1887, the act of 1920 known as the Esch-Cummins law was passed. Its object was to let the railroad companies get on their feet so they could handle your business at the lowest rate possible.

The Esch-Cummins Law It is supposed the railroads have done so well under this Esch-Cummins act that they are prepared to reduce rates and make substantial reductions in the rates. It is a difficult task to organize and handle business

as they should. They have had labor troubles. For instance, the nation wide strike last year. They are confronted with a difficult task and not until the last part of 1923 and the beginning of 1924 that the railroads were in shape to take advantage of the Esch-Cummins act. During 1921 the net earnings of the railroads did not exceed 3 1/2 per cent on the actual valuation of the railroads of the country as fixed by the Interstate Commerce Commission. In 1922 the net earnings were 4 1/2-100 per cent. For the first 7 months of 1923 an estimate has been made of 5 15-100 per cent. However, there will be some revision of those figures as it shows the railroads of the western lines, that is, the lines west of the Mississippi have only made 4 17-100 per cent.

The I. C. C. fixed rates so the railroads would make as near as possible, under economic management 5 1/2 per cent plus 1/4 per cent for making of certain improvements. For those two years, under the Interstate C. C. act of 1887 they were allowed to earn on actual valuation of their property a return of 6 per cent. As a matter of fact, they did not earn over 3 1/2 per cent. After the first 2 years, the I. C. C. fixed their earnings at 5 1/2 per cent. That is not on the value of their stock. That is upon the value of their property. That is, the value fixed by the I. C. C. The I. C. C. has not yet been able to fix the final value of the railroads of the country. You can see that the railroads have not yet been able to make returns and profits which law said they should make for building themselves up.

One of the most important things about the act was to give investors of the country confidence in the ability of the railroads to pay returns. Congress recognized that if the railroads got money they had to sell stock and bonds. Investors would want to know that Congress had adopted some policy that would be followed for the purpose of encouraging people of this country to put their money into railroad securities. The railroads understood from experience of last year that if they continued to operate their property it must be in condition. They must buy new equipment, etc. necessary to carry your crops to market.

They have borrowed money in large sums, bought equipment and done all humanly possible to put their roads in shape to meet your business.

If the railroads make more than 6 per cent there is a clause in the I. C. C. act which takes from the railroads one half of all they make over 6 per cent and it goes into the public treasury. Some men have said that the recapture clause is not effective. Not a single dollar has been paid in and it cannot be paid in until we know the actual value of the railroads of this country as decided by the I. C. C. They have had as many as 1500 employers going over the railroads of the country counting the rails and ties, etc. A value must be fixed which is an honest value. They have only announced two final valuations to be used for that purpose. Until the final valuations are found, the recapture clause the railroads are fighting this recapture clause and declare it unconstitutional. A short line railroad in Texas did bring suit to test that clause. The judges of the United States four of them who heard that case held the law to be constitutional and the railroad company had to abide by the recapture clause. It has been appealed to the supreme court. That is the only case of this kind that this question has been raised. The conclusion is the railroad will be compelled to turn in one-half to the government as provided in the Esch-Cummins act.

Questions Asked Mr. Loomis

Lansdon. The basis for rate making by the I. C. C. was a basis on the tentative valuation. Does the law give the impression that the clause would be judged on the tentative valuation?

A. I think not. It is on the actual valuation.

Lansdon. It is my impression that Congress intended that the recapture clause should be on the tentative valuation.

A. If that is the law, it will be enforced. Uncle Sam is in a position of enforcing his law. If the law anties was based on the amount paid by the government during the federal administration.

The question is whether the railroad should extend its lines under

by the government to any railroad to bring their earnings up to the amount guaranteed?

A. They have given loans to the railroad company. The government has not had any money available under this recapture clause.

Q. I had a letter from a prominent railroad official in this country who says his company will pay one-half of their earnings over 6 per cent to the government if it is finally determined. If the roads bring the case in court and the final decision is given and they have to pay it.

A. I suppose every man here would not give up half of his income until he was really showed he had to.

Q. The I. C. C. has been 9 or 10 years trying to get the valuation of the roads and they only have reported on two of them. Won't it be some time, that is a number of years, before they get the final valuation of the other roads.

A. Oh, they are in shape to hand down valuation figures very rapidly. They are getting things closed up and will give figures in a very short time. However, when they are handed down if it is 65 years from now, the railroads are compelled to account for the amount of their earnings. That is according to the law.

They have to keep their accounts and records so they can be accounted for when the final valuation is handed in. The law was passed to enable Congress to fix rates to help the weaker lines. The object back of it all was a good object. It is a good law. A fair law. It is one thing placed in the transportation act for the protection of the shipping of the country.

No Transportation Guarantee

Another passage and about which there is a great deal of talk is there is a guarantee under this transportation act. That is an entire misunderstanding. There is no guarantee to the railroads. Only investigate. Read the law yourself. For the first six months after the railroads were returned to the owners, they were to get a guarantee. After six months there was no guarantee. This guarantee was based on the amount paid by the government during the federal administration.

The question is whether the railroad should extend its lines under

those conditions. Whether they will be tied up. They have to keep all kinds of books and all kinds of information in those books for the government officials. The I. C. C. can go into the offices and see their correspondence, records, etc. They are all subject to the inspection of the I. C. C. They can do about as they please with the railroads. It has to give to the railroad owners after fixing rates, a fair return on the value of their property. That is all they are required by law to do.

Now, what is a fair return is a hard thing to determine. It takes a long time to fix what is a fair return. Rates fixed by the I. C. C. is not a guarantee but they are for the purpose of forming a basis on which it can determine what rates ought to be charged and bring a fair return. If the railroads do not make 5 3/4 per cent they cannot recover it from the government. If they do not make the amount the I. C. C. intends they should make, the railroads have no recourse against the government. They have no come back against the government for the amount set down by the I. C. C. If they had, they would be 1 billion dollars ahead of what they are now. Yet the railroads are satisfied to take the decision of the I. C. C. We think they are trying to do the fair thing and we are satisfied.

More Questions

Q. Lansdon. In the event that any railroad failed for a long time to earn what you call a fair return under the transportation act would not it be the duty of its officers to get the I. C. C. to demand a chance to raise its rates.

A. Yes. They could go to the I. C. C. and ask that the railroads be allowed to make a fair return for their investment but the I. C. C. would not have to grant them the right to raise their rates.

Q. Why are the rates of railroads for shipping of freight not based on per ton for mileage?

A. They do use that in calculating rates. They, the I. C. C. takes that into consideration. However, they also take into consideration the amount of money invested in that distance. They want a rate of return that is adequate for that. In distributing this expense they have to take into consideration all of these things.

The farmer takes into consideration the value of his farm when he figures how much it takes to raise cereals, crops, stock, etc. The railroads have to do the same thing. The farmer can do as he pleases, pay his hired men the wage he considers fair. The railroad cannot change the price we pay to our men unless he have a hearing before the labor board and permission to change it. These railroads are for your benefit. They are for the purpose of conducting public business and being the public servant. They have to have, in order to serve you, enough income to pay their expenses. Their expenses are enormous. Since 1913 the wages of their men have increased 90 per cent. Everything they buy has gone up. They have to meet those expenses. 1 7-10 per cent was paid the stockholders in 1921.

Q. What did the U. P. pay to its stockholders?

A. The U. P. paid 10 per cent dividends. They have an investment of about 33 millions of dollars. They could pay that dividend not because of their great earnings with their roads but they had money invested outside that made good returns.

Q. Lansdon. Where did the Union Pacific get the money they invested outside, that made these good returns. Off the people wasn't it they sold at a good profit. Then they sold some more stock and made a handsome profit and by careful business methods had built up a reserve with which to buy their outside stock.

Q. The tentative valuation of I. C. C. is, so far as we know the valuation of the property. So far as we know that is established as being the valuation for the time being. Now, does the railroad pay taxes on that valuation.

A. Before the war, the U. P. paid \$1,256,000 taxes. In 1923 they paid 9 millions of dollars.

Q. Lansdon. Do the railroads pay taxes on the valuation fixed by the I. C. C.

A. Now, you know the answer to that question as well as I without asking it. I don't need to tell you. The railroads are fighting to keep taxes down just as you farmers are fighting to keep your taxes down.

Lansdon. They had to pay about 15 millions more up in Wyoming the other day.

A. The money for these taxes all comes from your pockets. When we have to pay a lot of taxes, it is extended over the entire road and the farmers pay their share of it. We are trying to keep the taxes down but we are not getting very far in keeping the taxes down. Taxes are one of the large factors of our expense. You pay your share. If we pay taxes we have to get the money from our earnings. We get our earnings from you and you pay in the long run. Get this proposition in mind. When you see big improvements just figure you are paying your share of it. When municipalities compel railroads to make certain improvements costing large sums of money, you are helping pay for them. You are glad to see them but the

cost finally comes from your pockets, but are forced to pay out the money. We try to keep the expenses down and we cannot help it. The salary of our employees is beyond our control. We try to keep down the overhead. If they are too large, the I. C. C. can say so. It looks into these matters. They can cut out any item of expense they consider too high. Bear in mind under this recapture clause, the government is entitled to one-half above 6 per cent over a certain per cent of earnings.

Q. What is the salary of the railroad presidents?

A. I don't know what the salary is we are paying our president. You have to pay a big salary to get a big man who can run the business and you pay a little salary to a little man who ruins it. When we find a man we need, we have to pay him the salary to get him. The man at the head of the U. P. is a man who has grown up with the railroad business. He was head of the railroad operations of the entire country during the war. He gets a good salary. I don't know what it is. He is as good a man as I ever knew in my life. He is C. R. Gray from Arkansas. Whatever he gets, he earns. The other officers have grown up from the bottom. They get big salaries. It is because they earn them. We must have big men with big brains and big experience and wet get them. You hear people speak of watered stock. There is no such thing. The rates are not based on watered stock or value of railroad securities. The railroads cannot issue stock unless the I. C. C. permits it. We wanted to issue some securities this year to buy more locomotives and we had to answer a whole lot of questions and furnish all kinds of proof. The rates are based on the value as placed by the I. C. C. and not on stocks and bonds. The railroads are necessary to the farmer. As necessary as the farm implements are to the farmer. What would you be doing and how far would you get if it was not for the railroads? You cannot afford to starve them any more than you can your horses. You pay for it in the long run. Railroads are as important to the farmers as horses or farm implements. If you try to starve your railroads you will get poor yourselves. The railroads belong to the people of the country. They are more for your benefit than they are for the stockholders. People would not invest their money in them unless they are a fair thing. If you want them to improve and grow, fix the rates to enable them to improve and grow.

I really intended to talk to you on reductions of rates but I have lost so much time in answering questions, if I had not had the questions to answer I could have easily gotten through in the time allowed me. Could have explained these things in regard to the reduction of rates. I don't want to tire you out. I won't bother you with what I have to say in regard to the reduction of rates. I think my opportunity has arrived to sit down.

Closer Co-operation Would Help

I would like to take a more gatherings of this kind. We ought to get together on these questions and discuss them. Our interests are the same. We cannot be successful unless we do get together. 40 per cent of our business is from you. When we can get our railroads in shape to reduce rates we ought to and will do it. We want to assist you. We want to talk these things over. We want to understand each other and come to a common understanding. In January we reduced the freight rates 13 per cent. Did you notice that any when you went to ship your stuff? You did not. You cannot always tell the result of these things. That reduction did not benefit you. When the rates are reduced they injure the railroads. Whether you benefit yourself or not, it is a problem hard to answer.

Is it not true the rates on corn and wheat are the same and the price of wheat has gone down and corn has gone up. Why is this? In considering matters of reduced rates, consider this. If the I. C. C. thinks there should be a reduction in rates, it is going to be made whether the railroads want it or not. They will take into consideration the whole situation and they act justly. All these matters have been decided in the ordinary way. They are subject to no one. The railroads are trying to give you people service at the lowest price and we hope you will be able to look at it from their standpoint. We are satisfied with the I. C. C. It is trying to do the fair thing and we realize that. Allow the transportation act to stand as it is.

I thank you.

THE EXTENSION SERVICE AND FARM ORGANIZATIONS

(By Dr. Umbarger Dean of Extension Service)

I am glad of this opportunity to meet you this morning. I have to get myself on a sort of a basis with you. We are responsible of carrying out to people of the state what we find out in our institution. That is, the people having to work. In doing that we saw need of an organization. The county farm bureau. I

The Murray Garsson Membership Prize Contest

Mr. Murray Garsson of New York, the Motion Picture Producer, who is preparing the big Farmers Union Picture Play for presentation to the People of the United States, is an ardent convert to the Union Program of Organization, Education and Co-operation. While in Salina during the week of the Educational Assembly was very much surprised to learn that there has been a decline in the membership of our Kansas organization. He expressed amazement that there is even one farmer in this state who does not belong to the union.

Hearing that a state-wide Membership Campaign was being planned by the officers and Directors of the State Union Mr. Garsson offered to contribute \$500 to be used for prizes for securing additional members and for the collection of dues from those who have not paid for this year. The Board of Directors accepted this generous donation and added \$125 to it from the State Treasury to be divided into five prizes to be offered to County Unions participating in the campaign as follows:

The First Prize, \$250 will be awarded to that County Union which makes the greatest gain in its paid up membership before November 16th, 1923. The County Unions finishing Second, Third, Fourth, and Fifth will each receive substantial money prizes the whole amount of Prize Money, \$625, to be divided as indicated below:

FIRST PRIZE	\$250.00
SECOND PRIZE	\$150.00
THIRD PRIZE	\$100.00
FOURTH PRIZE	\$ 75.00
FIFTH PRIZE	\$ 50.00

Conditions of the Great Prize Contest

FIRST—Paid up Members for the purposes of this Contest, shall mean all dues paying members whose dues and assessments are paid in full to December 31st, 1924. This definition includes four groups of members in good standing as follows:

(a) All members now in good standing, that is who have paid their dues and the Building Fund Assessment for the current year and now pay \$2.25 dues for the year ending December 31st, 1924, before November 16th, 1923.

(b) New members who pay an initiation fee of \$2.00, current dues and building fund assessment amounting to \$1.07 and \$2.25 dues in advance or a total of \$5.32 to put them themselves in good standing until December 31st, 1924.

SECOND—No competing County Union shall be awarded a cash prize amounting to more than ONE DOLLAR for each NEW member obtained.

The above prizes are maximum prizes, you must secure at least 250 new members in any one county in order to win the grand prize. Oother prizes distributed pro-rata.

THIRD—All dues and fees collected in the Prize Contest be properly distributed to the Local, County and State Unions before any prizes are awarded and Local Secretaries shall be given to November 23, to make their settlements with County and State Secretaries.

FOURTH—All County Unions contesting for the Murray Garsson Prizes must mail their reports to the State Secretary before midnight of November 25th, 1923, and the post mark on the enclosing envelope will determine the date of mailing.

FIFTH—The award of Prizes will be made by a jury composed of the Officers and Directors of the Kansas State Union and shall be announced and the prizes paid not later than December 8th, 1923.

Every County Union in Kansas should take part in this contest. Officers and members throughout the state are urged to give their time and influence to this campaign. It is more important that the Organization shall have a large membership in this state. If in doubt about any of the terms of the Contest write to Secretary C. E. Brasted, Salina, Kansas, for more information.

Now is the Time to Build the Farmers Union. Let's Go.

C. E. BRASTED, Secretary.

JOHN TROMBLE, President

(Continued on page 3)

The Kansas Union Farmer

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

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

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

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

ADVERTISING RATES ON APPLICATION



THURSDAY, OCTOBER 11, 1923

THE MEMBERSHIP BANNER CONTEST

The Board of Directors of the Kansas Farmers Union when last in session at Salina decided to offer THREE SILK BANNERS to the three COUNTY UNIONS that rank FIRST, SECOND and THIRD in total Membership in good standing on December 31st, 1923. These PRIZE BANNERS will be beautifully designed and lettered and will be identical in style except that the First Banner will be Blue, the Second Red, and Third White. All three Banners will be awarded on the third Wednesday in January during the Opening Session of the Annual State Convention at Emporia.

For the purposes of this Banner Contest ALL members in good standing will be counted and this of course includes ladies and minors who are members in good standing on December 31st, 1923, as well as dues paying members who on December 31st, 1923, are paid up in full to December 31st, 1924. The Officers of the various County Unions are expected to have their membership lists made up and in the hands of the Secretary of the State Union not later than January 10th, 1923.

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

WHY JOIN THE FARMERS UNION?

In the first place because a self help educational organization of farmers is vital to agriculture and is more greatly needed at this time than ever before in the history of our country. The farmers themselves must go seriously and intelligently about the big and necessary job of making their business more profitable and attractive. No one else is greatly interested in this matter.

In the second place the Farmers Union has made good. It has educated its members in the principles and trained them in the practice of co-operative business. It has established several hundred local co-operative business associations in Kansas all which have either made or saved money for their members. Through its state wide enterprises the Kansas Farmers Union has reduced the cost of insurance for farm property and growing crops, has provided grain and hay markets for its members and others at Kansas City and has built up a terminal co-operative Live Stock Commission Company which now handles sales amounting to more than \$1,000,000 a month.

In the third place the Kansas Farmers Union has announced a great and helpful program for the future. It will soon have its own big bank at Kansas City, it will continue to organize co-operative marketing associations until it has provided a profitable outlet for every staple commodity produced on the farmers of Kansas. As emergencies in agricultural life and business present themselves the Union wise and confident as the result of its twentyone years square dealing and high thinking will deal with them to the satisfaction and profit of all farmers and to the very great advantage of the whole body of society.

Join the Union because it has always kept its record clean, because it has made good in the past and because it is the only outstanding farmers organization that offers a constructive program for the future. Join the Union now because the many obligations that it owes to agriculture can be most promptly discharged if it has the active support of all the farmers of Kansas.

PULL FOR 100,000 MEMBERS

It is the hope and the confident belief of the Official Family of the Kansas Farmers Union that our organization shall have 100,000 members on January 1, 1924. When the record of the Union is considered in connection with the need for effective organization of agriculture that is not too much to ask and expect.

There are nearly 170,000 farms in Kansas. The average farm family is made up of five persons at least three of whom are eligible for membership in the Union. That means that there are 510,000 persons in Kansas who should belong to the Union. Is it asking too much to demand of handles sales amounting to more than \$1,000,000

the active and loyal members that they secure enough applications before January to swell our present membership to one-fifth of the total number who should be in the Kansas Farmers Union which even now is the greatest single body of agricultural co-operators with the largest volume of annual co-operative business in the whole world.

It will be mighty easy to reach the 100,000 mark during the next three months if every member of the organization sees his duty and does it. Now is the time for all good Union folks to serve the organization. Let's go.

FAILING CO-OPERATIVE ENTERPRISES

First and last more than one thousand co-operative business associations have been organized under the direction of the Farmers' Union. A large number of such institutions are still in operation with fine results for their members. It would be foolish to deny, however, that there have been far too many failures where almost all should have succeeded.

No co-operative can succeed unless its trade or patronage is bound together by the cement of some sort of educational organization. Wherever Kansas Union co-operatives have failed it will be found almost invariably that the Farmers Union first declined in membership. Wherever the greatest success has been made it will be found that the Farmers' Union has maintained its strength. The men who are no longer supporters of the Union itself feel themselves under no obligations to support Union enterprises. The men who pay their dues in the organization, attend to their various duties and observe their obligations as members invariably consider themselves in duty bound to patronize and support Union business associations.

The best way to revive the failing business of a co-operative that has been established by our organization and carries the name of the Union is to get more Farmers Union members in the trade territory of such an enterprise. Men who maintain their relations with the Union keep informed on the growth of the fine results of co-operation. They master the fundamentals of collective bargaining. They develop courage and loyalty that bind them to their own enterprises. There is not a weak or a failing co-operative enterprise in Kansas that cannot be saved, strengthened and set on the road that leads to usefulness and success by the increase of Union membership in its territory. The officers and directors of every co-operative business association in Kansas are urged to assist in the state wide drive for Union membership that will be put on during the month of October.

THE STEVENSON EXPORT PLAN

Nearly every one who reads the papers knows that American farmers have lost much of the export market for their products. This condition has several causes. There are many of our old customers in other countries who are unable to buy enough food for their families even if it is cheap. Agricultural production is increasing in many of the war torn countries of Europe and in several of them has been restored to pre-war volumes. European countries with colonial dependencies are buying when possible from their own colonists. Finally it has become only too plain that there is an almost world wide distrust of the United States due partly to the debts owed America by foreign nations and partly to the animosity that every bankrupt has for those who are prosperous.

Mr. George H. Stevenson who is a farmer and was formerly president of the federal land bank of Baltimore, Maryland, like many thousands of other Americans, has a plan which he believes will increase the exports of farm products from this country and at the same result in friendlier relations between our folks and those who should be our customers in foreign lands. He suggests that for every dollars worth of farm products bought in this country by any of our allies in the great war shall be credited on the debts such nations owe to the United States.

For example, Italy owes this country something like two billions of dollars. Mr. Stevenson would have all the evidences of that debt destroyed whenever that country buys and pays for two billions of dollars worth of farm products in this country. And so with the other nations the most of which will probably never be paid.

This looks like a pretty good plan and might work out but for two things. Except England our debtor nations have no more money with which to buy farm products than they have for the interest and principal of their debts. In the second place most of the countries like to be in position to pay are fast becoming self supporting by home production. Still it might be worth a trial. Something must soon be done to restore our lost trade and to re-establish America and Americans in the confidence and friendship of other peoples.

BROTHER, ITS UP TO YOU

There are a good many men who joined the Farmers Union in good faith but have dropped out because they cannot see any good that the organization has done for them. Of course they are wrong in more ways than one. The Farmers' Union has done something worth while for every farmer in Kansas but the things it has done are the results of the hard work and loyalty of the members who realize that they can best help themselves by doing everything in their power to help the organization.

Every man, woman and child in the Union can do something that will help the cause along. Some can get new members. Some can make speeches, sing songs or play on the piano. Some are good debaters and clear thinkers. Many can write better than they can talk. Perhaps there is an occasionally member who cannot do any of these things or anything else that he considers of any value. He is mistaken. If there is nothing else he can do he can surely attend all the meetings and be a good listener to what goes on.

Members Of the Farmers' Union

From more than half the organized counties of the state attended the first Educational Assembly of the organization which was held in Salina during the week of September 24th to the 29th. Whether the meeting was a success and is to be regarded as the first of a long series of similar events in this and other states are matters that must be determined by those who attended and by the membership in general when matter is checked up to the next state convention which will meet in Emporia on the third Wednesday in January of 1924.

Perhaps no busier week for Kansas farmers could have been selected. In many counties sowing wheat was in full progress. In others, there were other sorts of farm work that could not be delayed. All over the state the schools were in session making it almost impossible for families to attend the Assembly. Considering all the obstacles in the way the meeting was well attended.

There was a general feeling that something worth while has been started and that next year the preparations should begin earlier and that the Assembly should be held during the last week in August.

Platform

Speaking Was Notably Good. From Monday morning until five o'clock Friday afternoon there was not a dull moment. The National Union was represented by President C. S. Barrett, of Union City, Georgia; Vice President E. L. Harrison, of Lexington, Kentucky; Secretary A. C. Davis of Springfield, Missouri; James M. Collins, Eaton, Colorado; C. J. Osborne, Omaha, Nebraska; John W. Batcheller, Mission Hill, South Dakota, directors and of course John Tromble and W. C. Lansdon director and lecturer respectively were present. President Milo Reno of the Iowa State Union, Director T. E. Howard of the Colorado Union and Mr. White Editor of the Kentucky Union Farmer also attended.

All the representatives of the National Union addressed the Assembly and every one of them made a good speech. President Barrett was at his best and in his story of Uncle Reuben at Washington he impressed all present with the fact that the Farmers Union is the most powerful unofficial influence at Washington. No man in America is more thoroughly conversant with the internal workings of the machine at Washington. Barrett knows the inside and is well acquainted with the operations of the invisible government of the republic.

Barrett

Is So Immensely Useful

To farmers of this country in the position that he now holds that very few members of the Union are willing even to consider whether he might not be more valuable somewhere else. During Assembly week, however, the national president made it so plain that he has mastered public questions in the interest not only of agriculture but of all the people that a good many farmers made up their minds that they would like to see him promoted to the presidency of the United States.

President Barrett probably would not consider such a change in the nature of a real promotion. He believes that the Farmers Union is the most useful and powerful organization in this country and naturally therefore regards his position as the greatest honor that can be conferred on any American farmer.

It is as certain as taxes and death that if the national democratic party should nominate Barrett for the presidency no man in the country could beat him. A great group of middle northwestern states will not support a reactionary republican for the presidency. That is the sort of nomination that is quite sure to be made. In that event, unless the democracy presents a real progressive a third party will be formed. With Barrett as the nominee of the democratic party the states of Michigan, Wisconsin, Minnesota, North Dakota, South Dakota, Montana, Idaho, Oregon, Washington, Kansas and Nebraska would swing into line in his support and his election would be assured.

To make such a nomination would be an act of wisdom on the part of the democracy but that party so consistently does the wrong thing at the right time that it may be expected to name some reactionary and lose the greatest opportunity that it ever had to put a farmer and a real Jeffersonian in the White House.

Davis Is The Most Polished Orator

In the Farmers Union. His address on the Times and Trials of the National Union was a masterpiece of classical English discourse. His pleasing delivery loses no force because of his quiet and scholarly style of delivery. The fine audience that had the pleasure of listening to Sec-

retary Davis received a new and a real conception of the breadth of vision and the high purposes of the men who have built up the organization.

The president of the Colorado Union, J. M. Collins, is a splendid type of the thinking farmer, devoted to the great work of building an organization to establish the security of agriculture. In his short address he sounded a note of warning that should not go unheeded. He believes that the co-operative movement is now approaching its hour of greatest danger because it has just begun to prove to the business world that it can handle great commercial organizations in the interest of the farmers.

Batcheller

Has Been President

Of the South Dakota Farmer Union for a good many years. He has built up a strong organization that grows a little stronger with each succeeding year. No man in the organization has clearer vision or more dauntless courage. President Batcheller was among the first farmer leaders to be convinced of the sinister origin and purposes of the Farm-Bureau Federation.

Fully convinced of the possibilities of co-operative marketing President Batcheller believes that the existing agricultural emergency justifies some sort of governmental action to secure the stabilization of the prices of farm products but is just as sure that no relief measure will be permanently helpful unless the dollar, which measures all values is first stabilized.

Batcheller shows his sincerity and his complete devotion to the cause in which he is enlisted in the simple and direct way in which he presents the truth to his audiences.

President Osborne

Of the Nebraska Union

Was called away before the Assembly had the privilege of hearing him speak on the subject assigned to him. That was most unfortunate for those in attendance. No man in this country is more sincerely and unreservedly anxious to advance the cause of organized agriculture.

Although the farmers of Kansas did not have a chance to hear an address from President Osborne they did have the privilege of seeing the five reel picture show that is used by the Nebraska organization in its educational work. All of the activities of the Nebraska Union are portrayed and in all the various enterprises that are pushed to most usual success Brother Osborne is the leading and central figure. No movement with such a leader can fail to hold the confidence of the people.

Milo Reno

Made The Greatest

Speech of the week. He was at his best. With pat anecdote apt illustration, genial and pungent humor, and withal with merciless logic he drove home his thesis that the farmer can never hope to improve their condition permanently until they are able to control and use their own financial agencies. As president of the Farmers Union Life Insurance Company Reno has made a very complete study of evils that result from the centralization of life insurance reserves in eastern financial agencies.

President Reno has strengthened the Iowa Union, increased its membership and added to the value of the services that it renders to its members. He is president of the State Union, of the Farmers Union Life Insurance Company and of the Farmers Union Live Stock Commission Company that operates successful houses at Chicago and South St. Paul.

The Railways

Are Busy Educating

The public as to their needs and their ability to render the service that is their only reason for existence. N. H. Loomis, a Kansas man who is now general attorney for the Union Pacific at Omaha made a very interesting speech in presenting the railroad side of the transportation problems. It was, of course, the special plea of an advocate, but it was frank and clear statement of the rail way case.

Loomis is one of the ablest railroad lawyers in the United States. He has his stuff in good form and anywhere else except before an audience of farmers he would get it over with out much trouble. Several times he was asked to explain and enlarge on certain statements and always he responded with fine courtesy and ready reply which were clean cut and well phrased even if they did not convince many in the audience.

Jeas Milley

State Superintendent

Of Public Instruction made a very interesting report on the activities of the rural high school system. This is a matter in which the farmers and the Farmers Union are greatly interested. It appears that about seventy-five high schools, most of them operating under the Rural High school

law are giving really helpful instruction in agriculture and home economics.

Superintendent Milley who went into office as head of the common school system of the state after 12 years in the office of county superintendent of Crawford county is very familiar with the demands for better results from the rural schools. He expressed himself as strongly in favor of a better system of certifying teachers for the country schools, of a better system of taxation, of a work able redistricting law, of the plan to transfer seventh and eighth grade pupils from the one room district schools to the rural high schools in conformity with the plan for junior high schools that have been established in the towns and cities of the state.

There was some difference of opinion on the last proposition and it was suggested that the matter be taken up and discussed in the locals during the coming winter. Mr. Milley expressed himself as being sincerely anxious to co-operate with the farmers in securing better educational facilities for the children of the rural districts.

Dr Lindley,

Chancellor of the

University of Kansas discussed the productive possibilities of the well trained human mind and pointed out a number of great men whose intellectual processes have added greatly to the wealth of the world. He called attention to the fact that the inventions of Thomas A. Edison have resulted in the addition of more than \$15,000,000,000 worth of property to the wealth of the world and that the added security and comfort possible through such inventions cannot be estimated in terms of wealth.

Chancellor Lindley's address was the first assistance that the University of Kansas has ever given to a Farmers Union program. He is a finished speaker, a scholar of world wide reputation and as an administrator he has proved his ability in the progress that has been made at the University of Kansas during his three years at the head of that institution.

Senator Capper

Spoke in Commendation

Of the program and work of the Farmers Union. He discussed the legislation that was enacted during the last session of congress for the purpose of providing easier credit facilities for farmers in need of funds for operating purposes. No speaker during the week was heard with closer attention.

The senator said that he thinks so much of the Farmers Union that on learning that as an editor he is eligible for membership he joined the organization with the full intention of supporting its program and giving his influence to the support of its various activities and enterprises. He laid great stress on the importance of co-operative marketing but declared that the burden of high freight rates must be lifted from agriculture before there could be any general restoration of the price of agricultural production to profitable levels.

In closing Senator Capper pledged himself to the support of any needed constructive legislation that may be presented by organized agriculture during the next congress.

M. O. Glessner

Was at His Very Best

In presenting his plans for securing and retaining members of the Farmers Union. He is of the opinion that necessity is the mother of co-operation and that the average farmer will not work with the movement until his condition becomes so miserable and intolerable that he must organize in order to obey the law of self preservation. Brother Glessner believes that much harm has been done the organization by extending the benefits of co-operation impartially to members and outsiders.

As this is a day of contract organizations Brother Glessner presented a membership contract as a substitute for the application card. In the contract he would have every applicant pledge himself to support the policies and enterprises of the organization and guarantee that pledge by signing an attached demand note for twenty-five dollars to become due and payable upon the judgment of a majority of the members own Local that he had violated his obligation.

The suggestion seems sound and is entitled to the serious consideration of the membership. It is suggested that it be debated in the locals this winter preparatory to consideration at the state convention in January.

James Brown

A Prominent Lawyer

Who has always lived in Denver, Colorado, attended the meeting at his own expense for the purpose of becoming better acquainted with the co-operative movement and incidentally

to offer his services in any way that might be useful to agriculture. In his address he discussed the nature of the government of the United States and made it clear that the republic is simply a great voluntary co-operative corporation intended to promote commerce and other interests common to a whole nation full of people.

Mr. Brown believes that all agencies such as boards of trade, that render no real service in the production, the distribution and exchange of commodities are mere obstructions or obstacles in the way of commerce and that they can be removed by court action without any additional legislation. He supported all his statements by references to the Declaration of Independence, the constitution of the United States and the constitutions of all states that have been admitted to the Union since the government of the republic was established.

The brief address made by Mr. Brown was illuminated by his profound knowledge of the law and of history and economics. Such a man, sincerely devoted to the interests of organized agriculture, can render services of the very greatest value.

Manager Woodman

Of the Live Stock Commission

Company made one of the most interesting and impressive addresses of the week. It was interesting because it was the story of a great achievement. He traced the history of Union Live Stock marketing at Kansas City from the small beginnings of October 1918 to the splendid and assured position of first house on the Kansas City market in handling several lines of business and third in the total volume of sales which now average about \$1,000,000 monthly.

Woodman's address was inspiring because it was such a clear exposition of what the farmers of this country can do for themselves through organization and co-operation. He appealed for the support of all the members and assured the Assembly that the possibilities of co-operative live stock marketing have hardly been touched. All that is necessary to the still greater success of the two Farmers Union Commission houses at Wichita and Kansas City is the support of the farmers in whose interests they were organized.

Brother Woodman disclaims ability as an orator but the most eloquent speaker of the week had no closer attention. There was a reason. The farmers were learning at first hand that history has been made at Kansas City during the past five years. Men always have plenty of time to listen to a record of great things done and that was Woodman's story.

Manager Witham

Of the Wheat Marketing

Association made a very lucid and easily understood explanation of the purposes of commodity marketing. He told of many advantages that are already plainly apparent in the operations of the Association. He made it clear that with careful, honest, and economical management the Wheat Marketing Association has great possibilities for Kansas farmers.

Brother Witham reported that the business of the Association is moving along without dissension of any sort. Ample funds at five per cent interest have been obtained for operations. About 200,000 bushels of wheat have been delivered by members. This grain has been handled to comply with the orderly marketing provisions of the contract. About half has been sold on the other half is in storage at Kansas City ready to be sold as market conditions require.

It was brought out in Manager Witham's discussion that it is generally possible to get from one to three cents more for a carload of good milling wheat when the mill buyers discover that the Association has arrangements for storing and holding grain.

President Tromble

Closed The Meeting

With an inspiring address on the duties, obligations and privileges membership in the Farmers Union. He appealed to all present to return to their homes and their locals determined to practice and to extend the principles of the Farmers Union. He emphasized the fact that no matter how much the farmers had enjoyed the meeting its results would be small unless its lessons were carried home and applied to the great work of building up the organization.

Brother Tromble asked for the co-operation and the active assistance of every member of the Union in Kansas in the campaign for additional members that will be conducted by the State Union during October. He expressed the belief that all had enjoyed and appreciated the program and the hope that other similar assemblies may be held in the future.

REMEMBER The Farmers Union Live Stock Company AT THE Wichita Stock Yards

Be Sure To Read Our Report Of The September Business On Page 4

The Kansas Farmers Union---An Organization That Has Made Good

Local and County Unions and Co-Operative Associations
Join in a Campaign to Get More Members and Collect Dues

INSTRUCTIONS TO COUNTY UNIONS

Every County Farmers Union in Kansas is expected to participate in the big state wide campaign for additional members of the organization. Officers and members of County Unions and Officers of Local Unions are requested to read the following instructions with care and to act accordingly.

FIRST—Each County Union is requested to hold a Membership Conference made up of the County Officers and Delegates and the Officers of each Local Union. This Conference should be held on October 16th or on some subsequent day of the same week and in no case later than Saturday, October 20th. Use all possible means to have a full attendance of all Presidents and Secretaries of Local Unions.

SECOND—In this Conference first go over all the reasons for sticking to or joining the Farmers Union as stated in the advertisement in the Kansas Union Farmer in the issue of October 4th. Also bring out and discuss any other arguments, reasons or appeals connected with the condition of agriculture and public affairs in the county.

THIRD—Make all necessary plans for a Special Membership Meeting of each Local to be held early in the following week and if possible not later than Wednesday, October 24th. Arrange for every member of every local in the county to receive notice of this meeting. Strongly insist that these Local Membership gatherings will be the most important farmers meetings ever held in the county.

FOURTH—Instruct the County Secretary to arrange for Membership Meetings for all Local Unions not represented at the County Membership Conference. Also to get in touch with the last known officers and with all the members of any dormant or defunct Locals in the county.

FIFTH—Arrange for and advertise meetings of the defunct and dormant locals to be attended either by the President, the Secretary, or Organizer of the County Union or by some one designated for that work by the County Union. If there are five or more present at meeting elect a new set of officers and make immediate settlement with the Secretary of the State and County Unions for all dues and initiation fees collected.

SIXTH—arrange for the County President or the County Organizer to establish new Locals in any unorganized sections of the County.

INSTRUCTIONS TO LOCAL UNIONS

The success of the Membership Campaign will depend very largely on the efforts of the Officers and Members of the Local Unions. All farmers who believe in the Union and its program should be willing to give a few days time each year to the absolutely essential work of building the membership of the organization. Every member of the Farmers Union in Kansas is requested to read the following Instructions and to be governed accordingly:

FIRST—Every Local Union in Kansas is requested to call a Special Membership meeting for Monday, October 22 or as soon thereafter in the same week as is possible. Officers and Members who receive this paper and read this notice are urged to assist in advertising these meetings among all members and former members of their Locals.

SECOND—The Secretary is requested to read the advertisement printed in the Kansas Union Farmer in the issue of October 4th, the Call to Union Colors in the same paper and these instructions to the assembled members. Present any other arguments for strengthening the Union and be sure that every one in attendance is supplied with plenty of reasons to use urging others to join the organization.

THIRD—Arrange for a house to house canvass of the entire Local territory during the remainder of the week and to be completed not later than Saturday, October 27th. To make this canvass effective organize a Membership Committee big enough to load two or three automobiles and work together or in two competing or contesting teams if so preferred with the terms of the contest between the two groups arranged and understood in advance.

FOURTH—Membership Committees having been formed and supplied with receipt books and blank applications for membership they will proceed in the following manner:

(a) Collect 1924 dues from all members who are fully paid up to December 31st 1923. The full amount to be collected for members in good standing on account of 1924 dues is \$2.25. If official receipts cannot be obtained use blank receipts that can be had at any stationery store.

(b) Collect dues from members who are paid up to December 31st, 1922, for the years 1923 and 1924. Collect \$2.75 for the year 1923 and \$2.25 for the year of 1924 or a total of \$5.00 which will put the members so paying in good standing up to January 1st, 1925.

(c) Take new applications for membership from all farmers in the Local territory who are more than 21 years old and collect for each such application \$2.00 as an initiation fee, 57 cents as dues for the remainder of the year of 1923 and 50c for the building fund, \$2.25 dues for 1924, a total of \$5.32 which will put the new member in good standing until Jan. 1, 1925.

(d) Solicit applications from all farm women belonging to families that already have one or more male members of the Union in good standing and remember that girls 16 years old or over are eligible to membership. As various educational and literary programs are being worked out for school children it would be well to secure the membership of all country school teachers who can render valuable assistance in this work. Single women who have no male relatives in the organization may be taken into the Union on the payment of the usual fees as provided in paragraph (c) of these instructions.

(e) Solicit subscriptions from all farmer boys over 16 years old and under 21 and collect with such applications \$2.00 for the initiation fee, 25 cents for National Dues for 1923 and 25 cents for National Dues for 1924, but if there are no male dues paying members of the boy applicants' family at least one member of such family must pay adults dues as provided in paragraph (c) above.

FIFTH—Collect dues for 1923, if unpaid, and for 1924 from all members who attend the membership meetings. As evidence of his belief in the organization every man who acts as a member of the canvassing committee should be paid in full to January 1st, 1925.

SIXTH—As soon as possible and not later than November 16th, 1923, hold a Local Meeting to vote on all applications and to initiate all who are elected to membership. All financial reports and all reports to be used as basis for awarding membership prizes must also be made to the State Union not later than November 17th.

INSTRUCTIONS TO LOCAL CO-OPERATIVE BUSINESS ASSOCIATIONS

Strictly speaking to State Union has no authority to issue instructions to local cooperative enterprises maintained by members of the Union and using the name of the Union as a part of their legal name. The success of such associations, however, is so greatly dependent on the complete organization of the supporting territory of each of them in the Farmers Union that it is hoped that all will join in the work of securing additional members and in the collection of dues during October and a part of November. Believing that the best way to build up and strengthen every Union co-operative in Kansas and in fact the only way to assure its success is to build up the Union the Board of Directors of the State Union makes the following suggestions to the directors officers, and managers of the Union Co-operative Associations and trusts that all will act accordingly.

FIRST—Not later than October 21st call a Special Meeting of the Board of Directors for the purpose of working out plans to co-operate with the County and Local Unions in collecting dues, reinstating delinquent members, and obtaining applications for membership in the Union.

SECOND—Where there are two or more Locals with in the trade territory of the Co-operative offer a prize \$25 to the Local that secures the greatest number of new dues paying members before November 16th, 1923, and a second prize of \$15 to the Local that finishes second in the contest.

THIRD—If there is not more than one Local in the supporting trade territory of the Co-operative offer that Local a cash prize of \$15 for an increase of fifty per cent in membership before November 16th and a cash prize of \$10.00 to each member of the local who secures fifteen or more new applications for new memberships before November 16th.

FOURTH—Offer a cash prize of \$5 to the County Union of the county in which the Co-operative is situated if it finishes within the money or secures one of the seven prizes offered to County Unions in the statewide campaign for the collection of dues and to secure new members.

FIFTH—Arrange to pay a part of the cost of the house to house canvass for newmembers and for the collection of dues within the trade territory of the Co-operative.

USE THESE MEMBERSHIP BLANKS TO HELP YOUR LOCAL SECURE THE GRAND PRIZE

APPLICATION FOR MEMBERSHIP

To the Officers and Members of.....Local No.....
Farmers' Educational and Co-operative Union of America

Realizing the need of a great agricultural organization to promote the interests of the producing masses, I hereby make application for membership promising if admitted, to conform to the constitution and by-laws of the order, and do all reasonably within my power to promote its growth and success; and I want to receive the Farmers' Union (paper) as long as I remain a member and I want my subscription to be paid for out of my annual dues.

Date.....192.....

My age is.....years. Occupation.....

Postoffice.....R. F. D.....

Name.....

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Postoffice.....R. F. D.....

Name.....

Each member of the Union should take the time to do their part in this membership campaign --- Don't delay --- Get a new member today. For further information write

John Tromble, President

SALINA, KAN.

C. E. Brasted, Secretary

A CORRECTION

In the story relating to the establishing of a Farmers Union Bank at Kansas City, which appeared in last week's issue of the Kansas Union Farmer, the name of E. C. Crall, Erie, Kansas, was listed as one of the committee to organize said bank. This name should have been E. C. Trull of Kirwin, Kansas.

THIRD QUARTERLY MEETING OF EXECUTIVE BOARD

Salina, Kan., Sept. 27, 1923
The Board of Directors of the Kansas Division of the National Farmers Union met pursuant to call in the office of President Tromble. President John Tromble presided. Members present, C. E. Huff, C. E. Henderson, O. M. Lippert, Treasurer Grant Bliss and Secretary C. E. Brasted and Vice President W. C. Lansdon.
The minutes of the previous meeting were read and no corrections or objections appearing, they were approved as read. The auditors report for the period Dec. 31, 1922 to July 1, 1923 was read and approved.
A general discussion followed of ways and means to increase the mem-

bership of the state. It was moved by Director Lippert and seconded by Director Henderson that President Tromble, Vice President Lansdon and Secretary Brasted be named as a committee to draft plans for a campaign and membership drive. Motion carried.
It was moved by Director Henderson and seconded by Director Lippert that President Tromble be requested to investigate and determine as near as possible the cost of securing the necessary apparatus and films for a motion picture to portray the Union activities of the state. Motion carried.
Meeting adjourned until 7:30 p. m. 7:30 p. m. Sept. 27, 1923.
The Board met as per adjournment.

A general discussion of the activities of the Farmers Union Live Stock Commission business was participated in by all present.
Board adjourned until 7:00 p. m. Sept. 28th.
Sept. 28, 1923. 7:00 p. m.
Board met as per adjournment of the day before.
Motion was made by C. E. Huff and seconded by C. E. Henderson that we proceed to establish in Kansas City, Kansas, a state bank with a

capital stock of \$50,000 and a surplus of \$25,000. Motion carried.
It was moved by C. E. Huff and seconded by C. E. Henderson that President Tromble appoint a committee of five members to be known as an organization committee. Motion carried.
The following committee was named by President Tromble.
E. C. Trull, Kirwin, chairman.
C. E. Huff, Oronoque.
C. E. Henderson, Kincaid.
H. R. Green, Moline.
C. E. Brasted, Salina.
The following bills were allowed:
C. E. Huff, service and expense, \$44.00.
O. M. Lippert, service and expense, \$69.81.
C. E. Henderson, service and expense, \$36.40.
No further business appearing the Board adjourned subject to the call of the President.
C. E. BRASTED, Secretary.

Don't forget to save some of that best grain for seed. There is always a scarcity of native grown pure bred, selected rye, oats and wheat seed in the fall.

FARMERS UNION LIVE STOCK FIRM AT WICHITA RANKS SECOND IN CATTLE IN FIRST MONTH'S OPERATION

We believe that the Farmers Union members of Kansas and Oklahoma will feel proud when they read this report of the new Farmers Union Live Stock Commission at Wichita.

This firm began its operations on the Wichita market the first of September, 1923, and is now just about a month old. The growth of the company has caused considerable comment on the market. To quote from one of the Wichita daily papers will give our members some idea as to the Farmers Union standing: "The Farmers Union Live Stock Commission, operating on the Wichita market, ranked second in the number of carloads of cattle handled during September. This is its first month's business, having purchased the Droll-Conner interests and gaining active control on September 1st. "A very liberal patronage is being enjoyed by the house in Wichita. Experienced men are employed in all departments. The services of Arch Conner, cattle salesman, and George

Droll, hog salesman, were retained when the Droll-Conner interests were purchased. Both have had several years of experience on the Wichita market. Mr. Conner is from Texas. Through his acquaintance some of the most prominent cattlemen of the southwest are attracted to the Wichita market.
The business handled in Wichita during September represents six states. They rank as follows in the amount of business: Kansas, 88 cars; Texas, 35; Oklahoma, 17; Nebraska, 6; New Mexico, 5; Iowa, 4. With this volume of business only twelve shipping associations are represented. It is barely possible that many of the association managers and members have not yet been informed of the fact that the Farmers Union is operating a Live Stock Commission house in Wichita. We hope that such is the case, and that in the future all shipping association managers in the territory tributary to the market will avail themselves of the service of our firm there. A letter or card will bring an immediate answer from the men on the market and they will be pleased to serve in any way possible; giving sales and buying quotations and their best judgment as to future market

conditions.
During the first week of October the Farmers Union has handled business for the following men in Kansas:
E. M. Bull, Clearwater.
Glen Tueghe, Belle Plaine.
Roy Chambers, Valley Center.
Peabody Shipping Association, Peabody.
W. Kent, Winfield.
T. C. Pepper, Wilmore.
A. W. Manka, Burns.
J. W. Redinger, Burrton.
Louis White Mulvane.
L. W. Crandall, Sedgwick.
R. E. Hopkins, Derby.
Carl Jones, Haysville.
P. B. Ratcliff, Murdock.
C. E. Tallman Benton.
L. F. Wagner, Mulvane.
Amos Sharper, Mulvane.
J. Brooks, Douglas.
D. F. Cave, Sedgwick.
Ethel Marcum, Eldorado.
Ray Wilson, Valley Center.
John Howard, Mulvane.
Jake Flickinger, Cheney.
Cedar Vale Shipping Association, Cedar Vale.
E. S. Ferguson, Valley Center.
J. W. Newton, Winfield.
Cattle have been purchased for the following men:

J. B. Reece, Brownell, 2 cars.
W. C. Rutchman, White Water 1 car.
J. H. Williams, Great Bend 1 car.
G. G. Richards, Haviland, 1 car.
C. F. Sharp, Udall, 1 car.
A. H. Morrow, Garfield, 2 cars.
Dell Griffith, Westphalia, 1 car.
A. G. Alexander, Council Grove, 1 car.
Gust Kumberg, Sawyer, 1 car.
L. L. Murphy, Great Bend, 1 car.
O. L. Anthony, LeRoy 1 car.
R. F. Burns, Hazelton, 1 car.
Ernest Longenger, Elbing 2 cars.
C. and W. Chinsberg McPherson, 1 car.
L. Meuli, Hope 2 cars.
W. E. Shilling, Westphalia, 1 car.
G. Ficken, Bison, 2 cars.
W. G. Ficken, Bison, 2 cars.
G. L. Whitaker, Clayton, 1 car.

Every boy and girl who is a member of the pure bred sheep club of Big Horn, Wyo., sleeps under a blanket made of wool from his own sheep, according to reports to the United States Department of Agriculture.

Co-operative marketing must and will succeed; it is the farmers' best hope.