



THE KANSAS UNION FARMER

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Setting Up a Commodity Co-Operative With Foundation to Assure Success

Steps to be taken in Organization Include Need of Territory, and Endorsement by Leading Farmers and Business Men

By John R. Hutchinson, Director of Extension Work in Virginia.

With the rapid spread of cooperative marketing throughout the United States during the past few years, many mistakes have been made and much has been learned in the school of experience. Practically every cooperative marketing association yet established has had to go through a period of poor management and has had to be reorganized before it successfully accomplished what it set out to do. However, the encouraging feature is that most of these organizations have passed successfully through this period of readjustment and are now functioning efficiently.

In the opinion of the writer a large number of the mistakes made by these organizations could have been avoided if these organizations had been set up correctly. The trouble in the past has been that there were not enough successful cooperatives on a large scale to furnish the experience, needed, but with the great spread of the cooperative movement this experience has been gained and some pretty definite rules can be laid down in regard to what to do and what not to do in setting up cooperative marketing associations.

From a detailed study of co-operative marketing as a whole, and from considerable experience and observation with cooperative marketing associations in this State, the following suggestions in regard to setting up commodity cooperative associations are made:

(1) The first step for a group of farmers to take if they think that they want to set up a cooperative marketing association is to make a thorough survey of the commodity and the territory which they want to organize and see if there is a real need for the organization of this commodity in this territory. Considerable assistance in making such a survey can be secured from the Extension Division of the State Agricultural College and from the Marketing Division of the State Department of Agriculture. If the results of such a survey show that the average producer over the territory is making a fair profit, year in and year out, and that the cost of distribution is not too high, then no cooperative association of farmers is needed and it will be very difficult to get one organized. Experience has shown that there must be a real necessity before farmers will stick together and cooperate.

(2) If the survey shows that there is a real need for the cooperative marketing association, a small group composed of the leading farmers from each community or county should be called together and the matter fully discussed. A committee should be appointed from this group of leaders for the purpose of working out a marketing agreement, a contract, and other plans. This committee should work in close touch with representatives of the Agricultural College and of the State Department of Agriculture and get these representatives to put them in touch with similar successful organizations throughout the United States. The committee should also secure the most accurate statistical data possible in regard to the production, warehousing, financing, distributing, storing and selling of the commodity which they want to organize. Members of the committee should visit successful cooperatives and get first hand information as to the operation of such associations. In addition, the committee should get accurate information from every other source possible. It should discuss the matter with the leading bankers and business men in the territory, and should have associated with it competent legal authority to help work out the marketing contract. With such information and assistance the committee can hope to work out a plan which, though not fool-proof, can be made to work successfully.

(3) After the plan has been fully worked out it should be presented to a meeting composed of the leading growers in the territory, representatives from each of the leading farm organizations in the State, a representative of the State Bankers' Association, and the leading bankers and business men in the territory. The need and the purpose of the organization should be presented by a clear thinker and a good talker. This should be given for a thorough discussion and all points involved in the plan. After the whole plan has been explained the endorsement of the body should be requested. The wholehearted endorsement of such a group is of inestimable value.

After the plan has been endorsed by the leading farmers and business men of the territory an organization committee should be appointed and an organization director elected. The organization director should be a man of the highest integrity, a man who knows how to handle other men, and a man who enjoys the confidence of a large majority of the farmers in the territory. Such a man is hard to find, but he is absolutely indispensable to the association if it is to succeed. The organization director will have to be given a certain amount of latitude in the early stages of the work and will have to have an organization committee that will meet immediately after the director is appointed. He should get in personal touch with the State Agricultural College, the State Division of Markets, the State Bankers' Association, the State Farmers' Union, the State Farm Bureau, the leading State papers, and all other State or district organizations working with farmers, and sell the idea which he has in mind to these organizations and get their support. It is hard enough for farmers to fight the common enemy without having to fight among themselves.

(4) Plans for financing, soliciting membership and working the whole territory should be definitely worked out before organization work is started. A publicity department should be established at once to keep the farmers and the business public advised as to the purposes and plans of the organization. It is very necessary that the business public get the right conception first-hand, as a good word from one outside of the organization is better than a dozen from a paid solicitor. All publicity should be absolutely truthful. Exaggeration should not be indulged in. All the cards should be on the table, face up, all the time.

(5) Great care should be exercised in selecting field workers. Only men of high type who understand and believe in cooperative marketing and who will tell the truth and play the game square at all times should be employed for this work. More harm has been done to cooperative marketing by untruthful or half-truths told by untrained solicitors than perhaps in any other way. The county farm demonstration agents and extension workers in the territory should be kept fully informed as to the plans of the organization committee and should be asked to assist in calling meetings and explaining the plan of the organization to the farmers. These agents can be of great assistance to the field workers. There should be frequent contact between the organization director and the workers in the field. All membership solicitation should be by farmers if possible.

(6) As soon as possible the director of organization should call a meeting to which is invited a representative from each county bank and from each newspaper in the entire district, and a whole day should be spent in receiving suggestions from this group and selling the plan to them. If this is rightly handled as much can be done by this group as by the field men that the organization can hire. The organization director should explain to this group and all other business men that the plan is constructive and not destructive; that it is for the building up of each community rather than for the destruction of any man's business; that it is only trying to cut out waste and speculation, and that it is for the greatest good of the greatest number.

(7) Operations should not be started until at least fifty per cent of the commodity in the territory is under contract, and it is much better to have seventy-five per cent.

(8) After the organization is completed, careful plans must be made for the election of directors by districts based on production. The election should be absolutely fair and the organization should see that the members are fully informed as to the type of directors necessary for the operation of the association. The Extension Division and other educational institutions can be of great assistance in educating the members as to the necessity of a high type of director. The Board of Directors, as far as possible, should be composed of business men who are farmers and understand the farmer's viewpoint.

(9) In organizing for business the Board of Directors should see that a department of field service is immediately appointed for the purpose of keeping up the proper contact between the organization, the growers and the general business public. No farmer can be expected to be loyal to his organization unless he is fully informed as to its operations. A complete plan of word of mouth communication should be worked out through the organization of local units, county units, and in large organizations, district units. Farmers must be kept advised of actions taken by their Board of Directors at its monthly meetings if the Board expects the solid backing of a loyal set of men. The whole truth and nothing but the truth must be given the farmer-members at all times. An officer in the association who believes in keeping information from the growers should be gotten rid of immediately. Never promise farmers more than can be delivered. Surprise them by exceeding promises rather than falling short of them.

(10) Usually members of the Board of Directors should not be

permanent employees in the association, nor should they be allowed to employ their relatives as officers in the organization. The directors should receive a per diem for salary and expenses when they are actually at work. They should be men who are willing to sacrifice for the association. No man who is a director for what he can get out of the job has any right in any farmers' cooperative marketing association.

No matter how much discussion and disagreement there may be in a meeting of the Board of Directors the directors must be big enough to go to such meetings united on a general policy and all work to put this policy over. If there are any of the directors who are generally antagonistic to the well working of the association they should, in the interest of harmony, step out of office and be big enough to work in the ranks.

(12) The directors must keep constantly in mind that their efforts are to benefit the members, and if the organization is not functioning in this way something is wrong. They should also keep in mind the welfare of the general public. Render a real service to the public and the existence of the cooperative will be justified.

(13) No person should be a director or an officer in a cooperative marketing association who is in any way connected with any speculative business that comes in competition with the business of the association which he represents, nor should any person be an officer or a director in such an association unless he thoroughly believes in the principles of cooperative marketing and is willing to sign one of the contracts of the association. Every director should be required to make a detailed study of the contract being used by his association and to thoroughly familiarize himself with all of its operations. Every director must believe that the principle of cooperative marketing of farm products is economically sound and morally right.

(14) Any person who accepts a position as a director in a cooperative marketing association must be a willing to give the association sufficient time and study to see that it is operated along sound business lines. In other words, the Board of Directors must direct and the executive committee must see that business is executed. The interests of too many people are involved for anyone to carelessly accept a position as director in a cooperative association. Ignorance of what is going on is certainly no excuse for a member of the Board of Directors. Apologize for no pocket books and it is usually too late to lock the barn door after the horse is stolen.—Southern Planter.

UNION PACIFIC LAUNCHES INFORMATIVE CAMPAIGN

With an announcement that "The public be informed" is its policy in matters affecting both the railway and the public, President Cary R. Gray of the Union Pacific has launched a program of newspaper advertising, the first installment of which has just appeared. Others will follow on the first of each month.

"The Union Pacific realizes," says Mr. Gray, "that the good will of its patrons is its greatest asset. It also believes that a successful railway is the greatest asset of any community which it serves. With this statement every thoughtful citizen must be in complete accord."

Originally the sole function of a railway was to move persons and property from place to place. Today it is generally recognized that to explain to the public the how and why of the railway business is almost as essential as the doing of that business.

The Union Pacific has for many years encouraged its authorized representatives to discuss railway problems frankly with the public, but until now has it undertaken to reach its patrons, employees and the public on the entire system at one time.

The Union Pacific serves a mighty empire extending from Council Bluffs, Omaha, St. Joseph and Kansas City on the East to Los Angeles, Portland, Tacoma, Seattle, Spokane and Butte on the West. One out of every six persons in the country lives in a state reached by the Union Pacific. More than fifty thousand persons receive a Union Pacific pay check each month. Estimating four persons to a family, 200,000 persons are directly dependent on the Union Pacific for support. If to this be added the persons engaged in producing supplies and materials purchased by the Union Pacific, the grand total would run into millions. The railway employs, their families, patrons of the road and the general public in the thirteen Union Pacific states are vitally concerned in maintaining the railway plant at a state of highest effectiveness.

Everyone who has the welfare of the community at heart will find interest and profit in this series of articles.

It is not very often the editor gets a bouquet when he does. He wants everybody to know about it. The following item appeared in a letter from Wamego, received recently. "I must say that the last issue (February 15th) is the best Kansas Union Farmer we have ever read. It may be because a fighting spirit is manifested. I never have been very favorably impressed with the F. B. and am less than ever now."

"The Toll"

THE STORY OF PRODUCTION

The Story of Production.

"The Toll" is an overpowering, stupendous and vital motion picture production, embodying a simple truth. It is a story of the tragedy of the soil and the glory of the toiler. It is a picture that every liberty loving American can call his own. It is a story of love of a maid and a man; love of a little child; love of God and country; and love of justice. It fuses soil and gold—labor and capital—high and low—simple and great—all in the melting pot of love and justice.

The story was written by Judge Willis Brown whom one critic has called "the Mark Twain of the screen with the O'Henry punch." Romaine Fielding will direct "The Toll." He is the president and director general of the General Film Manufacturing Company. He was selected to produce this picture because of the clear character of his productions and because of his well known ability to visualize an ideal on the screen. He has selected an all star cast and more than \$100,000.00 will be spent on this production, and in one scene alone, there are more than 45,000 people.

The responsibility for the production of this wonderful story of the struggles of the farming class rests with a representative body known as the Producers Cooperative Syndicate. The officers of this Syndicate are Charles S. Barrett, President, also National President of The Farmers Union; Jacob H. Taylor, Secretary and Trustee, editor of "The National Magazine"; and A. A. Elmore, Financial Agent, National Board of Farm Organization.

The following quotations tell what a few of America's most prominent people think of "The Toll."

Senator Arthur Capper said: "The great problems of rural life and achievements, the entertaining allurements of the motion picture, the popular demand for wholesome film production, afford an unparalleled opportunity for the success of 'The Toll,' that unique and absorbing story which features the rural life of our country."

Senator Thomas P. Gore says, "Ignorance and her brood are the worst enemies of the human race. Prejudice is the worst of the brood. That ignorance which will not yield to education and enlightenment is unconquerable. Progress and prosperity alike are born of knowledge. Instruction and enlightenment may well join hands in a service so vital to our national well-being."

Governor F. C. Walton, of Oklahoma, says, "I am hoping your picture, 'The Toll,' will be shown in Oklahoma, so that I may see it. I am sure any picture dealing with the problems of the farmer and the tolling masses will prove of inestimable benefit to the nation."

Senator Wesley L. Jones says, "The idea is fine. The subject matter is great, and I hasten to give my sincere endorsement to the undertaking." F. Stanley Webster, Congressman from Washington, says, "If the producer and the consumer can be brought closer together on a common ground and their mutual interests can be vividly portrayed through a cleverly conceived film, the result will be a very valuable one."

Smith W. Brookhart says of "The Toll," "It is my belief that you have hit the bulls eye in this plan for presentation of the farm questions to the American people."

F. H. Harris says, "There is no doubt in my mind that the story of 'The Toll' finds in a new field those elements in life's tragedies, joys, aspirations and achievements, which make the usual basis of an entertaining motion picture production. I am glad the ORGANIZED PRODUCERS with their millions of members are entering the field of wholesome film entertainment with a purpose."

Senator Walter F. George says, "You have hit a high and popular mark at a very opportune time when you select from the rural life the tragic and dramatic elements of the farm folk for a story which can be shown on the screen."

Senator T. H. Caraway says, "I am glad to have had the story of 'The Toll' presented to me. I shall look forward with much interest to the completion of its production. I want to assist you in any way possible." Senator Wiley Polindexter says, "It will be a great thing for the country if, through the appealing medium of the movie, you can tell the story of the farm. The human equation, the comedies and tragedies of life, nature and science, all contribute in the making of 'The Toll'."

Senator Ladd says, "The Toll" is the most talked of theme in the whole world today. Any clean, wholesome, entertaining picture, with a purpose and a punch, is always welcomed and should be supported."

"Credit is power. It determines what men shall work and what men shall starve, what industries shall prosper and what industries shall fail, what nations shall be free and what nations shall be enslaved. The hand that writes the bank draft rules the world. Cooperative control of credit is the main road to economic freedom."

A POT SHOT AT POTTAWATOMIE

"Just returned from the phone office to see what had become of you," said John Hern as he extended a hand to Senator Green and myself as we alighted from the Dodge which we had driven from Minneapolis, Ottawa County, after talking Farmers Union to a loyal bunch of Union Farmers who had met in regular session to see what the sentiment of the Union members were in regard to establishing a County Agent in Ottawa County, and a discussion of the Pooling of Wheat and Dairy Products.

Leaving Minneapolis after four o'clock and driving to Wamego in time for an evening meeting was a good undertaking for a real automobile driver and I have applied for a Hero Medal having rode the entire distance with a Green, Senator, driving.

Brother Hern explained that they had often tried to get yours truly but that they had been disappointed in not being able to hear me. But now that they have had a chance to hear what kind of a talk I make, they can look back and see that it was not as much of a disappointment as they had supposed.

Senator Green introduced the subject of cooperation in a very interesting manner and then used an Ingersoll watch as an illustration to prove just how ignorant I really am. His point was well taken.

Smith is still running the store for the Union members at Wamego and is doing a nice business, is now reducing some of the stock.

The Mill is running day and night turning out a flour that the exporters are pleased to sell. Folks around in Kansas are trying it to their immense liking. Barrett is the new man in charge.

Blain, Kansas, was the next scene of Union activity where after having been bailed from Westmoreland, by McCormack the real live store manager, I was entertained by the elder McCormack and Frank Hennessey. Those two patriots are largely if not wholly responsible for the thriving condition of the Union and their store. The little store might be held up as an example of what could be done with a small amount of capital as they started out with about eight hundred of capital and have gradually increased. Besides they have made money ever since they started till now. They handle some machinery, groceries, cream and other things that the stockholders, who number about twenty three, want.

Frank Hennessey opened the meeting, said a few words and then turned the meeting over to the writer. The lunch spoke well for the lady cooks, a crowd of almost one hundred absorbed the talk and the oyster soup.

Oldsberg is composed mostly of Swedes who know what is best for them and have a store that has made money for them ever since it was started, never failing to pay interest on capital stock and a rebate besides. Groceries, hardware, and cream are the three branches of the business which is so ably managed by Brother Samuelson. The dinner was splendid, served cafeteria style. The local Veterinary made a nice little talk after the house was called to order, explaining the values of different foods raised on the farms, lots of horse sense in his talk.

Music by the lady violinist, a song by a young Swede who bore the same name as his older brother, then a practical demonstration by your Chief in the use of Farmers Union gas and other things found on the farm.

Considering the fact that it rained about all day we had a splendid turnout and excellent attention.

St. Mary was the next scene of action. Manager Yokem had about given up seeing any lecturer as we were both busy trying to find each other. Quite a big crowd gathered in the hall and after some formal discussion we launched out on the local elevator situation and a discussion of the Pooling Plan.

It was generally agreed that under the present system of handling wheat by the Farmers Union elevators, on such a small margin, and including the handling of wheat for the farmers that won't join the elevator association, that we were building up a system so that the man on the outside of the elevator was getting the benefit of the small handling charge while the stockholder was left to hold the sack in case of a loss. There seems to be no way to get the farmer on the outside to pay back a part of the excess price that the elevator paid him for his wheat.

If you take too large a margin on his wheat he will sell to the other fellow, so he compels the Union elevator to pay a premium for his wheat so they can lose money on it, and compel the loyal stockholder to pay a penalty to the outsider because the outsider was too smart to join the Union and take stock in the elevator.

M. O. Glassner.

AMERICAN FARMERS COOPERATIVES DO ENORMOUS BUSINESS

A business increase of 64.2 per cent in nine years is the way 501 farmers' buying and selling cooperatives in the North Central States have thrived by cooperation. Allowing for the change in the price level for crops and live stock, which was 8 per cent higher in 1921 than in

Co-Operation Paid Me an Extra \$1000 Last Year Says this Illinois Farmer

By Marketing of Fruit Through Cooperative Exchange Has Advantages of General Market and Association Grading

By A. B. Leeper, manager, Illinois Fruit Exchange, Centralia, Ill.

"It was worth an extra \$1,000 to me to belong to the Illinois Fruit Exchange in 1922, over and above what I would have received from a country buyer for my 40 acres of apples," said a member of that organization in a recent interview.

"I have a 400-acre farm at Quincy, which I rent on a partnership basis, since most of my time is now taken up by the work of the exchange. My orchard isn't yet good enough to produce an entire crop of No. 1 apples, so there is a large quantity of seconds, which usually are hard to sell. But this year, through the exchange grading plan, there was a good market for this off grade, at a price bigger than was often received in my other twenty years as a grower, for my best fruit."

Hundreds of other Illinois fruit farmers profited by this cooperative marketing venture which is just finishing its first year. Nine hundred other growers in Adams, St. Clair, Marion, Clinton, Washington, Jefferson, Jackson, Union, and Johnson Counties all report a goodly increase over what they would have received had there been no organizations.

After twenty years experience in fruit-growing and trying to market my own products, I am firmly convinced that the future of the whole fruit industry of the United States depends upon improved marketing along lines such as we are undertaking here. Improvement can only come about through cooperation among farmers.

The individual is not big enough to solve the problem—it must be done collectively. It simply amounts to merchandising our crops instead of dumping them. This is the very thing that made the exchange seek wider markets. If they had sold all their fruit at home or shipped most of it to one market, instead of selling it to the one hundred and ten markets that our records show—some to Florida, Texas, Colorado, Massachusetts, and Canada—they could not have recovered the prices of this year.

For instance, there was a glut in the local strawberry market around Villa Ridge and Quincy. Local buyers were offering 50 cents for a 16-quart crate. The exchange started to ship out berries. The congestion was relieved, and by Monday the price had jumped to \$2 a crate.

By the same methods, at Alma, peach prices jumped an average of 50 cents a bushel more than they would have been had the marketing been localized as usual. Local buyers had to pay the fair price of the general market, instead of the low price of a glutted market, because our organization gave us the machinery with which to reach the general market. No individual could ever do that.

Real progress also has been made in the grading, packing, and standardization of our fruit. Up to 1922 southern Illinois fruit had a poor reputation everywhere. Today, buyers compliment us on its quality and evenness. Association grading is the answer. Another thing the individual can't do.

One of the biggest commission men in Chicago told us that our grading added at least 25 to 50 per cent to every bushel of peaches from the southern part of the state.

Our members now realize that real prices are based on a reputation for good grade and pack. Grading rules are the strictest in our organization, and we intend to keep them that way. To capitalize our good grade and pack we will use the "Himi" trade mark on it.

Eighteen locals make up our organization. Nine of them have packing and grading sheds. We intend to equip all of them. When grading is

done on the farm, our inspector calls, explains our rules, and makes a demonstration. The farmer then grades his own fruit. It is inspected at the car by an exchange man, and if not up to the mark it is refused. Inspectors have this authority. Uniform grading and packing are absolutely vital to our success.

The machine is the best grader. It does not have any of the faults or sympathies of a human being. Every man's fruit looks the same to the machine.

Five inspectors, with one general inspector handled all the work last year. Our territory is so scattered that one district finished about the time the next one began. This is how our plan works.

When a farmer brings his fruit to the car, he is given a receipt. When the car is loaded, this advice, with the carbon receipts, is forwarded to the main office. Each car's records have a separate folder. When a buyer makes returns for a consignment, payments are made accordingly.

Where there is no local organization, we deal directly with the grower. Otherwise we deduct our expenses and forward the balance to the local, and it is then sent to the farmer with all charges deducted. We haven't balanced our books as yet, but I doubt the charges will be 10 per cent.

Once delivered, the fruit belongs to the exchange, and is shipped to the best market. To make this fair to all, we have a daily pool. The length and type of the pool, of course, is governed by the fruit or vegetables. When perishables it is daily, and each man is given the average price of the pool. If a man is big enough to have a whole car, and he asks for it, we make his consignment an individual pool.

Our organization is held together by a three-year iron-clad contract which every member has signed. Contracts are made direct with members except where there is an incorporated local, in which case the exchange deals with the local, and it in turn with its members. As each man signed up he posted a note for \$100, payable on demand. This is to protect us in case of breach of contract. Also, the notes act as security for any loans we might need to carry on the business. We do not make advances, but where a man really needs money, we help him out.

Being a non-stock, non-profit organization, we are truly cooperative. Every member has one vote, and no initiation fee is charged. The business of the exchange is governed by a board of directors of seven members. These are elected by delegates from the locals. The local's delegate votes one vote for each member of his local. The board picks the officers from its ranks, and does all hiring and firing of help. Monthly meetings are held. On the board each branch of the fruit and vegetable business is represented.

We now have in mind the series of local meetings or schools to give our members instruction in grading and marketing. This will be done in conjunction with the University of Illinois Agricultural Association, which promoted and fostered the exchange.

The banks have been a great help to us. At first they did not grasp the significance of the movement, but soon got back of us. The success of the plan meant more business for them. Now you often find the local bank cashier acting as treasurer of the local, so close is the movement and bank connected.

Banks are being headed institutions, and when you find them back of something it's a pretty safe bet that it's got something in it.—Farm & Fireside.

foundations for social control of the most basic necessities of life. The next great step forward must be taken by the city workers who can easily reduce their living costs if they but organize consumers cooperative stores to distribute the food products marketed by the farmers' cooperatives.

WHAT THE FARMER NEEDS MOST

Mr. G. W. Helstrom, a clothier of McPherson, Kansas in commenting upon an interview of Hon. J. N. Tinker, made a very true statement of the condition of farmers in general in McPherson and all other counties of the state. He said in part:

"The McPherson County farmers whom I have been in touch with for nearly forty years, are not asking for longer credits or cheaper rates of interest. They are demanding a fair price for their products. They ask for enough to feed, clothe and educate their children. And they are as much entitled to this as we are who live in the town and make a living off the toll. The farmers have made McPherson City. They are the very foundation of our business. And we cannot be prosperous when the farmers are down and out financially."

The possibilities of service for the people and democracy in industry in such vast cooperative undertakings is enormous. They are laying solid

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

All copy, with the exception of notices and including advertising, should be in 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, MAY 10, 1923

THE FARMERS PURCHASING POWER

The Country Gentleman through its representative Mr. William Johnson, The Hon. Herb Hoover, now serving this republic as Secretary of Commerce, and the Hon. Henry Wallace who is playing the part of Hank the Hired Man for agriculture in the Harding administration have recently been going round and round with each other about the purchasing power of the well known American farmer. These three gentlemen should know a good deal about prices and some of the things they know should be so. It is certain, however, that anything that either of them can prove to be true is going to leave the other two out on a limb. They do not agree and the most careful study of the figures presented by each of them indicates that agreement is impossible.

Secretary Wallace appears to have been getting some letters from home where the people of his own state have succeeded in mortgaging their farms for something more than ONE THOUSAND MILLIONS OF DOLLARS on which they are paying interest that absorbs a considerable portion of the increase of their lands, flocks and herds. He is convinced that the farmer is in a bad fix because the purchasing power of the dollar that he buys with his products has declined from 100 cents in 1913 to 68 cents in 1923. Wallace cannot see, nor can any one else in touch with agriculture, how his people are going to pay a billion dollar mortgage debt with farm products at such a low purchasing power point.

The Country Gentleman, one of the readable and entertaining weekly fictional magazines published in the United States says that Wallace is a gloom besotted pessimist, that he is in favor of inflation and cheap paper money, that he is an agricultural Bolshevik, and that his speeches and the publications of the Department of Agriculture are injuring the farmers credit to such an extent that bankers and others fortunate enough to own investment funds will do business with Uncle Reuben only on the basis of interest rates that insure the borrower against risks of extra hazardous loans. In fact the C. G. is not sure that the farmers should not bring a court action against the Secretary of Agriculture for circulating reports calculated to injure their standing as business men.

Mr. Johnson quotes liberally from some report, statement or interview recently given out by Secretary Hoover in his attempts to elucidate the business and agricultural situation. Mr. Hoover's statisticians not only throw doubt on the soundness of Mr. Wallace's conclusions and question the accuracy of his figures but come right out in the open and declare their firm conviction that the farmers dollar today is worth 102 cents as compared with 1913. Neither the economists of the Department of Commerce, Mr. Hoover himself nor Mr. William Johnson of the Country Gentleman undertakes to disprove the pretty well known fact that a bushel of wheat or any other unit of farm products has declined in purchasing power since the good old days before the war. Also all of them overlook the equally known and generally accepted fact that it costs the farmer a good deal more to make a bushel of wheat than it did ten years ago and that expenses of other kinds of farm production have kept step with the rising costs of growing wheat.

Both Mr. Johnson and Mr. Hoover base their assertion that the real purchasing power of the farmers dollar now as compared with 1913 on the fact that there was about a fifty per cent increase in the sales values in dollars of farm products in 1913 as compared with 1923. The farmer had a dollar and a half last year for a dollar that he had in 1913. And there you are. If the farmers increased sales were for products that could be made for the same cost per unit as in 1913 and if he could buy the same quantities of necessities for a dollar this year that he could in 1913 perhaps Mr. Hoover and the Country Gentleman are as much as half way right, which is saying a good deal for the two of them. As a matter of fact the farmer knows that his production costs have increased and that his expenses are

son put out in trying to prove that increased production has enriched the farmer brings to mind the story of the Jew who was selling out a stock of fire damaged or bankrupt merchandise. He assured every purchaser the goods were being sold much below cost. Finally an inquisitive fellow, probably in the service of the Country Gentleman, asked him how he could sell everything at a loss and still stay in business. With a well known Hebraic gesture Ikey said, "Vell you see, vot I lose on each single sale I make up in the long run because I haf such a pig volume of pizness."

COST OF BROKEN FAITH.

The Burley Tobacco Growers Cooperative Association is now selling the last of the second crop that it has handled for its members. The records of the company show that measured by the prices of the 1919 and 1920 crops cooperation has made a little more than \$50,000,000 in two years for the sixty thousand farmers who signed the five year contract to market their product through their own association and nowhere else.

The Dark Tobacco Association of Kentucky and Tennessee and the Bright Tobacco Association of Virginia and North Carolina are handling the first crop delivered by their members and their sales indicate that the average price will be about double what was received last year. In many cases the original advance on delivery, supposed to be about forty per cent of the final settlement is more than the total price received for last years product. These two associations will make more than forty millions of dollars for their members in the first years operations.

The members of the Northwest Wheat Growers Association are getting about fourteen cents a bushel more for their wheat this year than would have been possible without cooperative marketing. About 20,000,000 bushels of wheat will be handled this year with a net gain to the growers of nearly three million dollars.

Cooperative marketing, allowing for short crops, boll weevil, and other influences has more than doubled the price that planters receive for their cotton since it began to do business in August of 1921.

These results should convince all doubting farmers of the value of the pooling plan in marketing agricultural products. Strange to say, except in the tobacco industry not one fifth of the farmers who have been offered the opportunity and who now see the merits of the pooling system have become members of the cooperative selling organizations. But that is not as strange as is the report that considerable numbers of tobacco growers, in the face of the results obtained last year and assured for this year, are breaking their contracts and delivering their crops to the tricky traders who have fattened off their labor for generations.

The tobacco buyers who have been thrown out of profitable jobs by the growth of the cooperative movement are using every possible sort of argument to induce farmers to ignore their agreements and deliver their product to the auction markets on the loose floor. Every sort of lie is invented to discourage and frighten the grower. He is told that his advance—about forty per cent of the market price—is all that he will ever get. He is assured that the association graders are both incompetent and dishonest. He is solemnly informed that the law under which the association was formed does not apply in his state and that therefore his contract is invalid and unenforceable. He is offered a fair price, all cash down, for his crop if he will break his contract and in most cases is guaranteed against all court expenses if the association brings suit to compel specific performance or the payment of liquidated damages.

Few growers fall for these arguments but it is a fact that some have violated their contracts and are delivering their tobacco to the very men whose extortions, dishonesty and greed forced the organization of the associations. Of course the buyers are getting the crops they secure under the regular market, otherwise they would do their purchasing from the association. Equally of course they have no intention of paying the court costs that are sure to follow suits resulting from broken agreements. The deluded growers who are taking counsel with their enemies rather than their friends are getting less than the market for their tobacco, they will be forced to pay liquidated damages to the association, and they are doing their best to make the farmer and his organizations a joke and prove the truth of the speculators often repeated statement that farmers will not stick.

Along next summer after final settlement has been made by the pool and after the courts have decided that the contracts are perfectly good the men who have been deceived and robbed by the liars and thieves that are fighting the pooling plan will probably get together and stick together long enough to make a cooperative purchase and use of a sufficient footage of good hempen rope.

Every local secretary in Kansas should lay in a good supply of applications for membership and every local should take measures to get many more good and true farmers and their wives to sign such cards.

Every good citizen is necessarily something of a busy body when it comes to finding out just how the taxes are spent.

FARMERS AND TAXATION

David Friday, president of the Michigan State Agricultural College has considerable reputation as an expert on taxation and wages. He contributes a good many articles to the more serious magazines of the country in which he discusses economic problems of general interest. Professor Friday knows a lot of things about taxes, and he understands some of the true things that he knows.

and he understands some of the true things that he knows.

In an article in the March number of the Review of Reviews President Friday discusses the growth of tax burdens during the past ten years. Apparently he has tried to prove two things—first, that there has been no such increase in taxation as many people claim and second that the farmers of the country do not pay nearly as much tax as they suppose and that even if they do pay more than formerly it is their own fault and is for services that they need and must have in order to keep in step with modern progress.

To his own satisfaction this renowned economic proves that taxes have not increased ten fold in ten years as he charges many agitators and distributors claim. He concedes however and quotes official figures to prove that there has been at least a three-fold increase in state and local taxes and nearly a five-fold increase in payments for federal purposes. Friday is about right in his conclusions. The total revenues collected for federal use in 1914 amounted to \$670,000,000. During the past five years the average has been \$4,500,000,000 about a six fold increase. But the statement is made that, for 1922 and 1923 the government will be able to get along on about \$3,000,000,000 a year or only a little more than four times the pre-war revenue requirements.

Professor Friday also concedes that local and state taxes have increased about four fold in the same time. He gives some figures to prove that this is so and of course every taxpayer has some very reliable evidence in the shape of his annual tax receipts that show unmistakably that the costs of government are getting heavier every year. In another article in the same magazine are some figures that indicate that local taxation—including state taxes—in Wisconsin increased from \$33,600,000 in 1914 to \$103,000,000 in 1922; in Minnesota from \$33,749,000 to \$108,000,000; in Nebraska from about \$15,000,000 to more than \$60,000,000; and in Kansas from less than \$30,000,000 to about \$30,000,000.

The states for which figures are obtainable are fairly average commonwealths and it may be safely assumed that there has been about the same rate of tax increases for the whole country. It is therefore, not merely admitted but proved by this apologist for high taxes that the country as a whole is paying at least four times as much a year for all governmental purposes as was necessary only ten years ago. To justify this increase in tax burdens Professor Friday should have supplied us with proof either that we are buying services worth four times as much or that we are four times as able to pay. This he fails to do.

A good portion of the Friday article is taken up with a labored attempt to prove that the farmer pays only a relatively small amount of the increased tax. The figures cited are based on the theory that farmers pay only that part of the taxes for which they have receipts from the collectors plus their proportion of the indirect taxes levied by the federal government and passed on to consumers. There are two fallacies in this part of the discussion. The farmers tax burden cannot be determined by footing up his tax receipts. Every article that he sells is reduced in value as the result of deductions to pay the taxes of the railroads and other interests that handle farm products. Every thing he buys includes as a part of its cost an addition to normal value to pay the increased taxes of railroads, factories, merchants and other handling agents and agencies. Except the direct income tax levied on the proceeds of fixed investments it is possible to shift nearly the whole burden of taxation from the first payer. As the farmers are original producers and final consumers there is no one to pass this burden to when it finally reaches them and so in the last analysis they pay nearly all the taxes.

The second fallacy in Professor Friday's statement has to do with the taxing power of the farmers crops. The farmers tax burdens have increased and the dollar purchasing power of his products has decreased. He must purchase all his supplies with commodities worth about 65 cents in 1923 for a dollars worth in 1913 and with what he has left he must pay four times as much taxes.

The climax of the Friday statement is reached however when he sums up and shows that while the farmers paid one fourth of all the taxes in 1913 they are only paying one seventh in 1923. He should have carried this estimate forward for a generation or two as it would have been easy to prove by the same method that by 1960 they would be entirely exempt. That would have been a strange conclusion but probably not far wrong at that. Unless agriculture is soon reorganized on a profitable basis long before 1960 the farmers of this country will be without property of any sort and of course will then be free from all property taxes.

Yes, the farmers will stick, at least their wives will stick for them. They have stuck more patches on the breeches than any other equal number of workmen in the whole United States.

The produce exchanges of the country let the farmers slip up on them with cooperative marketing but Uncle Hiram the banker is not making any such blunder.

If the farmer is the backbone of modern civilization that particular and peculiar organism must be an invertebrate. Being the backbone of anything of anything is something that farmers are anything else but.

The soundest objection to federal excess profits taxes is that it is hardly right for our government to act as a receiver for stolen property.

Merging Great Transportation Lines

Into still greater transportation systems appears to be the next step in the big schemes that are afoot in this country for the conversion of all producers and most consumers into mere vassals or serfs of the capital invested in railroads. The Interstate Commerce Commission has been conducting hearings at Kansas City for the purpose of learning what the folks of the west think about the plan for consolidating the big lines of this part of the country.

Under the leadership of Commissioner Clyde Reed of Kansas nearly every public utilities commission in the Missouri Valley has protested against the plan. The Chambers of Commerce of all the big middle western cities are against it. The bankers are opposed. The merger appears to have no friends in this part of the republic.

No two groups of protesters urge the same reasons in opposition to the plan. The big city folks are afraid that their towns would suffer in prestige if they were changed from the status of terminals to mere stations on the railways. The bankers take their tip in some measure from the Chambers of Commerce. Producers and other shippers are afraid of higher rates. If the project is put over it is certain that it will be against the wishes of most of the people and interests that are served by the lines involved.

Railroads Are Either Weak or Strong

From the point of view of those who are interested in net returns that affect the value of underlying securities, the M. K. & T. is usually regarded as a weak road and the Santa Fe as a fine example of one that is strong. The facts appear to be that the gross operating income per mile of the two lines is almost the same. Yet the Santa Fe pays its expenses, its interest on bonds, its dividends on common and preferred stock, maintains its property out of earnings and annually adds many millions of dollars to its surplus funds.

The M. K. & T., receiving the same rates that are paid to the Santa Fe for freight and passenger service expends relatively a much smaller sum for maintenance and equipment, goes from one receivership to another through reorganization after reorganization and has never been able to pay dividends on its stock and has frequently defaulted its bond interest, all despite the fact that mile for mile it earns as much money as the Santa Fe. Why is the one system strong and the other weak?

Obviously there are but two possible reasons for the plight of the M. K. & T. and other so called weak lines that have large incomes. Either these weak properties are cursed with incompetent or dishonest management or so loaded down with interest bearing securities that are without property basis that they cannot make money.

The merger plan proposes to put the M. K. & T. the Alton and several other weak lines with high earning capacity into the same system with the Santa Fe and possibly the Union Pacific and Burlington that earn no more per mile but still make great sums of money each year. The alleged purpose is laudable enough, to secure equality of service for equal payments. What will result from such a merger?

No one can answer this question with certainty but well known results have followed such combinations in the past. Almost invariably there has been a vast increase in securities. This has served as an excuse for maintaining rates out of all proportion to the value of the service rendered and has furnished the stock jobbers with great opportunities for making money.

Unless mergers can be effected without loading the supporting territory with still higher charges for service they should not be made. This seems to be one of the big things in Commissioner Reed's objections to the plan.

Responsibility For the Proposed Merging

Of all the railroads of the country into some fifteen or twenty great systems have been variously charged to congress, to the Interstate Commerce Commission, to the administration, to the democratic party and to the republican party. Authority for

SURVEY OF 6,000 FARMS SHOWS \$917 AVERAGE RETURN IN 1922

A return of \$917 to the owner-operator for the use of \$16,400 of capital and the labor of the farmer and his family during the year 1922 is the average shown by a survey of over 6,000 representative farms just completed by the United States Department of Agriculture. These farms average somewhat larger in size and value than the average of the United States according to the 1920 Census. This return included \$715 cash—the margin—plus an increase of \$202 in inventories of crops, livestock and machinery. In addition the average farm produced food and fuel consumed on the farm, estimated to be worth \$294. This \$715 cash balance was all the average farm made available to the owner to pay his living expenses and take care of debts.

Sales of crops amounted to \$816 which was 41 per cent of the cash receipts of \$1,973. Sales of livestock and the products of livestock amounted to \$1,114 or 57 per cent of cash receipts; miscellaneous receipts were \$42 or 2 per cent of cash receipts.

which included hired labor cost of \$331 for the year, livestock \$204, feed \$175, taxes \$174, machinery \$123, fertilizer \$57, seed \$43 and miscellaneous \$150.

The results of the operations on individual farms, which make up the average of \$917, ranged from a margin of \$58,000 of receipts over expenses to a deficit of \$34,000 of receipts under expenses. Fourteen per cent of the farms failed to break even, the survey shows. About two-thirds of the farms returned less than \$1,000 each. Twenty-eight per cent returned \$1 to \$500; twenty-three per cent returned between \$500 and \$1,000; fourteen per cent between \$1,000 and \$1,500; seven per cent between \$1,500 and \$2,000 and only eight per cent or one farm in every twelve returned more than \$2,500 net for the year.

The size of the farms was 252 acres on the average and the reported value of land and buildings \$13,600. The value of crops, livestock and machinery on hand at the beginning of the year was \$2,800, making a total capital of \$16,400.

COMMENT ON WORLD'S NEWS FOR WEEK

such a series of combinations is found in the Esch-Cummins law which was enacted by congress republican in both houses and approved by a democratic President. Neither political party can take entire credit for the measure and both are about equally responsible for its provisions.

Just whether the roads themselves or the Interstate Commerce Commission took the initiative in carrying out the merger provisions of the Cummins law is a little uncertain but it is probable that the roads are pushing the movement. The only thing that is real certain about the whole business is that the people whose business supports all the railroads are not being considered at all as parties in interest.

Rates For Railway Services

Should be the same throughout the country and the quality of the services sold by railroads should be uniform. It is absolutely certain that the customers of the transportation lines cannot get equal services in different sections of the country from unit rates. Charges that can mean huge profits on lines honestly and efficiently operated and that are not loaded down with watered securities are barely sufficient to pay operating expenses on other lines that are equally needed by the people who pay the bills.

The proposed merger system might equalize matters within the territorial limits of each of the proposed systems but could not establish equality of service and charges as between systems without working gross injustices. A fair deal for the customers of the railroads, and that means every human being in the republic can be secured only by merging all the lines into one great nation wide system to be operated by the government or under the rigid supervision of the government.

Rivers and Harbors Should be Greatly Improved

During the year ending June 30th, 1924, there will be about FIFTY SIX MILLIONS of dollars available for such work. The Secretary of War has just made the allotments. The Missouri River between Kansas City and St. Louis gets about a million and a half. Hundreds of acres that cannot be located on the map get from \$10,000 to \$100,000 each. Black river Arkansas is to be improved, the Missouri about Kansas City, the Osage, and scores of others that have carried no commercial shipping within the memory of living men.

It is a shame and almost a crime that the people of this country do not use the available inland waters. No other modern nation ignores such a tremendous resource for service. Water transportation is cheap, safe and rapid. There should be boats on every stream that has a uniform depth of more than three feet. It will be a long time before they will be there.

The only thing that can be predicted with any certainty about the \$58,000,000 appropriation, just double what the budget recommended, is that it will all be spent in one year.

Navigable Rivers are Closed

To the public as a result of long continued policy of the railroads. To get to the municipal dock at Kansas City it is necessary to cross a dozen railroad lines. Newport in Arkansas has deep water. The biggest barges operated on the Mississippi could be loaded there. The Missouri Pacific railway owns the entire river front for right through the town and it is necessary to cross about fourteen main tracks and switches to get to the water.

These conditions exist generally throughout the country. The railroads have taken most effective measures to keep the people from using the rivers and by the generous and lavish use of propaganda have convinced most of us that water transportation is not worth while, that it belongs in the discard with the ox cart and the stage coach. But until we begin to use inland navigable waters why spend so much money in pulling snags?

A Politician Should be Just a Citizen

Interested and useful in securing better government in local, county, state and federal affairs. Just why

such a man should be so generally regarded as a sort of dangerous character, almost criminal, is a little hard to understand until we realize that there are so many people in this country who refuse to participate in the activities of government and who must have some excuse for their slackerism. So they call all the folks who vote in the primaries and in the elections and who accept the responsibilities of office by the name of politicians.

Every citizen of the republic should be proud to be known as a politician.

Constitutional Conventions Come High

But there are a few states already ready to take a chance. Missouri authorized a delegate body to revise her fundamental law and is now wondering if there is any way to stop it. The convention has been in session off and on for a year or more and still shows no sign that its work is nearing completion.

It seems that the legislation that authorized the Missouri Constitutional Convention set neither time nor cost limits on its activities. Something like \$350,000 has already been spent and the recent session of the General Assembly appropriated another \$100,000. The total cost before adjournment is certain to be more than a half million and that will be followed by the expenses of a special election to pass on the new constitution which will add at least another \$1,000,000 to the bill that the taxpayers of Missouri must foot in order to get a new and more fashionable charter of government.

Kansas is not likely to authorize a constitutional convention very soon now that we know something of the cost of that particular agency for the expression of the voice of the people.

Slackerism Is Just as Dangerous

Criminal and treasonable in peace as in war. The only difference is that it can be practiced without any immediate danger to the traitors who are too lazy to and indifferent to discharge their duties as citizens in peace times but entails considerable personal risk in war time.

Voters who take no part in the primary and general elections are far more dangerous to the republic than any of the slackers who hid out in time of war. All this is suggested by a little piece in one of the big papers stating that less than one half of all qualified voters of this republic participated in the last presidential election.

Harding Is a President

Who does his own thinking and is not afraid to take an unpopular position that he believes is right. He has been considerable of a shock to the gentlemen who secured his nomination and election on the theory that he would be a rubber stamp that they could use for either party of personal profit.

Harding will be renominated unless he loses the support of the republican organization, something that is impossible and almost unthinkable. The National Republican organization has the delegates from all the southern states to start with in any convention contest. Although the negro does mighty little voting on his account in this country the numerical strength of his race nominates all the republican candidates for the presidency and elects all the democratic nominees that reach that high office.

Automobiles Kill and Injure

More folks than any other type of vehicle or transportation agency. Thirty-five persons were killed and 219 seriously injured in motor car accidents on Saturday and Sunday of last week. The rate of empire has been decided with less blood shed.

The constantly growing death list due to automobile accidents is a serious reflection on both the sanity and the morality of the American people. Almost without exception the fatalities are the result of perverting fools, lunatics and law breakers to drive cars.

An automobile driven in conformity with law by a sane and moral person is safer by far than a horse and buggy. Why should society tolerate the dangers that are the result of reckless, insane and incompetent drivers?

MUTUAL INSURANCE GAIN

Practically every state north of the line drawn along the southern boundary of Missouri is now served by farmers' mutual insurance companies, according to a report of the department of agriculture. In most of these states the territory is fully covered although in some of the eastern as well as some of the western states additional organizations are needed.

With the organization of larger county companies and the growth of such companies in membership and risks in force, the earlier plan of collecting assessments after each material loss had been found burdensome and unsatisfactory. The preferred plan at present, and one which promises to become practically the uniform plan, is that of collecting advance assessments at the time of writing the policy in an amount equal to approximately one year's cost of insurance, and later to collect annually in advance assessments, sufficient for one year's cost, the company reserving the right to levy a special or extra assessment if occasion should require. The Produce

USE UNION WANT ADS

Boys' and Girls' Club News

THE GIRL WHO COULDN'T WAIT

When Myrtle Jennings graduated from the Waterville High School her folks didn't think she was old enough to go to college. Now Myrtle is an energetic youngster and the prospect of waiting two or three years until time should endow her with enough maturity so that her parents would consider her of college age did not particularly appeal. She donned her unisuits and went out to the barnlot fence to consider the ultimatum and to review the prospects of profitable employment on her father's half section of Marshall County land.

As she sat there wrangling with her problem a scrawny neglected calf meandered across her range of vision. She jumped down and followed the calf into the barn. There were nine others just like it, fat and hungry. She adopted them calves right on the spot. What she brother, who is a student of vocational agriculture in the Waterville High School, she negotiated for the construction of 10 stanchions in the barn.

Good Care Worked Wonders
A few weeks of care and invigorating feeding made remarkable changes in those calves, but Myrtle was struggling against inherent obstacles which the calves had acquired from their scrub sire and dams. Their breeding was against them. Sometime later W. E. Turner, instructor in vocational agriculture in the high school, had occasion to call on her brother in connection with his field project, which is a part of every student's school work. He was on the lookout for prospective club material, and suggested that Myrtle join. He showed her time with the scrubs when she could do so much better with purebred animals.

Myrtle liked the suggestion, but there was one big obstacle. She didn't have the money to buy a purebred calf. However, Turner told her that arrangements probably could be made to borrow the money. That would be better than getting it from her father, because it would be more business-like and would make the project stand on its own feet. Purebreds weren't worth while if they had to be subsidized. He thought the calf would justify its purchase by its earnings, and by the greater value at maturity.

Myrtle had another secret session with her own thoughts. She made arrangements to borrow money from a local banker on her personal note which she could find a calf which suited her. Turner agreed to help in the selection. Several times she found what she thought was a satisfactory calf, but Turner either vetoed her choice or was unable to arrange a time when he could go to see it. In the meantime Myrtle grew impatient. She wanted to get that calf in her barnlot and see what she could do with it.

Finally, she says in her story of the calf club project, she "packed the whole family into the car and drove 26 miles to Crystal Springs Farm" to get a better for \$125 and brought her home. Then she called Turner on the telephone and told him of the purchase.

"Now you've done it," thought Turner, but decided to withhold comment until he could see the calf. When that time came no criticism was necessary. He decided that Myrtle had done as good a job of selecting a calf as he had been with her.

The calf prospered and when the Marshall County Fair at Blue Rapids approached, Myrtle began fitting her "show." She was entered with the other calf calves in the open classes. Early on the morning that the fair opened, Myrtle put on clean suit of unisuits, hitched a team to the wagon, loaded the calf and went to Blue Rapids. While she was not busy at ministering to the wants of the visitors who stopped to admire her herdsmanship. When the showing was finished the calf had annexed several ribbons, among them the royal purple junior champion and grand champion, which proclaimed that she was the best Shorthorn female exhibited at the fair in 1922.

Myrtle says she learned a great many things about taking care of cattle from county hardmen at the show. She also became acquainted with purebreds as a result of her calf club experience. Now she has a purebred Shorthorn herd started with the calf as a foundation. Since then she has bought a cow and calf. The original indebtedness for the calf club heifer has been discharged through savings, sale of scrub calves and prizes won at the fair.

One of the requirements of the fair association was that all cattle should be tuberculin tested before they were brought to the grounds. Myrtle hired a veterinarian, took him out to the place and had not only her own heifer tested but all the cattle on the Jennings farm. She didn't propose to have her Shorthorn foundation jeopardized by a lot of tuberculous spreading scrubs. She could not help their breeding, but she could see that they were disease-free.

It's going to be pretty hard sledding for scrubs on that farm after this. Myrtle's Shorthorns are going to increase. And with her method of doing things it would be a safe prediction that the days of scrubs so far as her father's farm is concerned are numbered. — Kansas Farmer.

VALUE OF CLUB PRODUCTS WAS SEVEN MILLIONS

The market value of the products produced by club members enrolled in 1922 was \$7,637,145. The cost of production was \$4,287,341; the cost of all leadership involved was \$1,954,451.

leaving a net profit to the nation of one and one-half million dollars.

This does not take into account the value of work from an educational standpoint, the number of public demonstrations given and the value of the influence of club work on our agriculture in time to come.

Creamery News

OLE AND BILL

By M. L. Amos, General Mgr., Farmers Union Creamery, Salina. Ole:—Hello Bill! fine rain we got. Bill:—Now, too late in getting here, the wheat is all dead and gone. It never rains until it is late to do any good.

Ole:—The subsoil is soaked deeper than it has been for two years, there never was a better chance for barley and oats and all spring crops stand a good chance of making a crop this year. We have had our dry spell, now we can look for moisture and plenty of it.

Bill:—You're always looking on the bright side of things, you don't appreciate real life.

Ole:—You admit there is a bright side, why not look on that side awhile? One would think that you turn all your pictures face to the wall.

Bill:—Well, sposh! the barley and oats do start out good, what the chickens and rabbits don't get the neighbors cattle will, then there is the chance of flood and drouth, chinch bugs and hail, harvest and threshing bills and there is nothing left.

Ole:—Why don't you quit farming, Bill?

Bill:—Don't know nothing else, and besides some one has got to feed the folks in town.

Ole:—Real charity you have. Are you going to insure your crops against this year?

Bill:—Don't think I will. I've helped make several million dollars for the big insurance companies already. I've beat them up my mind that I can't beat them at their game, they've stacked the cards against me.

Ole:—Then there is some hopes of your learning to insure in The Farmers Union Mutual Insurance Company where you can save forty per cent on your insurance.

Bill:—I understand that my neighbor Smith gets paid for every policy that he writes for the Mutual Insurance Company.

Ole:—Yes and you begrudge him getting a cent for the work he does in getting business for the Mutual Company but you will go to town and an agent there never did half as much for you as Smith did will get more commission and you will pay it even though the insurance costs you twice as much in the long run.

Bill:—But I'll have to join the Union to get the benefits of the Mutual Insurance Company.

Ole:—Yes, but you can benefit also by the other Farmers' Union businesses.

Bill:—What the Farmers' Union Dairy products Association pay any more for cream than we get now?

Ole:—It will be handled in the same manner as the Mutual Insurance Company. You have helped build not only insurance companies but you have helped build creamery companies. Both have gotten rich off your ignorance and lack of cooperation.

The cooperative creamery like the Mutual Insurance Company will follow the usual prices but will make a rebate at the end of the year. You will get all there is in the business instead of giving it to the other fellow. Where they have stations they expect to pay station prices while now you get what ever the old line companies wish to give depending on whether there is competition. As an example, on April 16th, the station price was 43 cents in Kansas and Nebraska which was paid at most points, away from the Cooperative Creamery at Orleans, Nebr., they paid 49 cents at Atlanta Nebraska, where there was a station shipping to the Orleans Creamery and at Natoma Kansas they paid only 40 cents, at the stations there being shipped up to ship to some old line company.

Bill:—Three cents below to six cents above station price, that's some spread but I must go, good bye Ole.

COOPERATIVE CREAMERY BEATS MILK TRUST

The Franklin Cooperative Creamery Association of Minneapolis, Minnesota, which has been the center of the most bitter trade war ever divided among dairy farmers, has actually earned profits of \$105,432 during 1922. A statement issued by the cooperative on January 12th, reviewing the business done during the preceding year, reports resources worth \$804,988 with two plants, one valued at nearly a quarter of a million and the other at nearly a half million. This valuable property, as well as the hundred thousand dollar surplus, belongs to the milk users of Minneapolis who have just received cooperative dividend checks rebating the profit made on their purchases of dairy products. During the 12 months the business of the Cooperative Creamery totaled \$1,670,693. Although the largest single article marketer was milk, delivered to the customer's door steps, the Cooperative also sold huge amounts of butter, buttermilk, cheese and bread. It is now the largest dairyman in the Twin Cities.

Despite the combined efforts of the private milk distributing companies of Minneapolis to drive out the cooperative, the total amount of sales per

month steadily increased from \$116,000 in January to \$183,000 in December. The operating expenses for the year, which totalled over \$1,500,000 included \$8,101 for publicity, \$658 for education and picnics, and a small investment in a cooperative library.

The Minneapolis creamery further demonstrated its belief in cooperation by lending \$11,000 to the City Cooperative Dairy of Cleveland, Ohio, a consumer's milk marketing association which is now making great headway and promises shortly to be one of the largest milk distributing agents in the great city of Cleveland.

The splendid record of the Franklin Cooperative Creamery has convinced the people of Minneapolis that cooperative enterprises, when undertaken by conscientious and alert workers, can be both efficient and successful, rendering a vital service to the community at the least possible cost. For every citizen of Minneapolis, whether or not a customer of the Cooperative Creamery, has profited by the lower milk prices, and higher standard of milk purity enforced on all dealers of the city by the big cooperative dairy.

COOLING TANKS

Every farmer who milks a few cows should have a cooling tank of some kind. A cooling tank is a necessity. Why not capitalize the great storehouse of cold which lies in the ground? This can be done by simply passing the water designed for live stock first through a tank which will serve as a refrigerator for all products which need chilling. Well or spring water has a temperature varying from 55 degrees to 65 degrees F. This is about as cold as the average domestic well water can get. By utilizing this cold water to chill down the milk, cream or other products excellent refrigeration is secured at the lowest possible cost.

"A Cooling Tank on Every Dairy Farm" should be the slogan of Missouri dairymen. Heat is one of the principal causes of rapid deterioration in the quality of fresh milk and cream. A much higher per centage of Missouri's summer-time cream would grade No. 1 than now grades No. 2 if cooling tanks were in general use by Missouri dairymen. Cream that is not immediately cooled after separated, and kept cool, will quickly fall into the No. 2 grade by souring, and the development of undesirable flavors.

Millions of dollars are lost annually to the cowkeepers of the United States on account of the neglect of milk and cream while it is held at the farm. The quality of Missouri milk and cream has been greatly improved by better farmer used a cooling tank. A cooling tank is a wonderful preservative. We are told that the prehistoric mammoth has been preserved in the ice of the polar region for fifty thousand years. When dairy products are kept in a cool place, they are preserved for a long time. The industry is losing the dollar and he is the most important and biggest part of the industry. As a matter of satisfaction it should be worth while to turn out a good product when it is nearly as easy to do so.—Farm Club.

NINE STATES NOW HAVE FILLED MILK LAWS

Six additional states have enacted filled milk laws to prohibit the manufacture and sale of filled milk within the state boundaries. In the past two months, according to the report of the Extension Service of the Holstein-Friesian Association of America, these states are Iowa, Kansas, Missouri, South Dakota, Massachusetts and Vermont. In Vermont, the bill was passed over the veto of the governor. Three New York and Ohio formerly had filled milk laws. Filled milk bills are now pending in Illinois, Minnesota, Michigan, Connecticut, New Hampshire, Pennsylvania and Wisconsin. In only one state, Indiana, has filled milk legislation been defeated.

False advertising bills designed to prohibit the use of dairy terms, dairy cow pictures and the name of dairy cattle breeds in the advertising of butter substitutes have been passed by the states of Missouri, South Dakota, Ohio, Vermont, New Jersey, Massachusetts and Delaware in the past two months. States already having false advertising laws are Iowa, Michigan and Pennsylvania, now making a total of eleven. A false advertising bill introduced into Kansas legislature is the only defeat reported.

False advertising bills are pending in Illinois, Minnesota, Wisconsin, New York and New Hampshire.

Year by year and step by step Cooperation grows. It enters the dark places and brings light. It feeds the hungry. It houses the homeless. It cheers the hopeless. While politicians struggle in despair while the profit system decays, Cooperation with steady strides moves on toward human brotherhood and eternal justice.

The Farmers Union Live Stock Commission is your representative in the market. Old-line commission firms represent themselves.

Wheat Pool News

The Farmers Union Cooperative Wheat Marketing Association is well under way with a total wheat pool sign-up, at the present time, of over seventy seven thousand acres located in thirty counties in Kansas. New territory is being opened up each week by representatives of the association.

There are no professional salesmen or solicitors. Therefore the force of organizers at work is small. After a series of meetings in each county it is necessary that loyal local members take up the good work thereby allowing the organizers to move on to new territory. The response from the membership in nearly all the counties visited so far has been encouraging. If you are President or Secretary of a local you should secure information and literature on the pooling plan. If you are an individual member you should insist on having this information and literature either from your President or Secretary or from the office of the Association, 106 New England Building, Kansas City, Missouri.

The first board of directors have been elected, a slate of each of fifteen directors, and ten from the state at large. The board of directors have appointed their executive committee of five members to outline the daily policy of the Association and assist the management and sales agency in conducting the affairs of the Association. A complete set of records is being installed under the supervision of the Farmers Union Auditing Association. Bonds, in sums sufficient to protect the Association are being placed on all persons in positions of trust. Terminal facilities have been arranged in Kansas City for the proper storing and handling of the member's wheat. Contracts between the local elevators and the Association are now being made by the General Manager acting for the Association. The sales department is already set up and operated by experts in marketing arrangements have been made for the handling of the wheat. All this under direction and supervision of a board of directors of twenty-five farmers.

Therefore, Mr. W. H. T. Gower, if you are dissatisfied with conditions, can you sit by when hundreds of others have signed up to change the farmers pool and continue to give your support to the speculators pool? Can you express your approval of the farmers pool and allow hundreds of others to start it off and not get in yourself.

O. K. Marley

EXCELLENT MEETING OF HIGH-LAND LOCAL NO. 1643

Wabaunsee County, Kansas, Highland Local No. 1643 held their regular meeting on Wednesday May 2nd. Meeting was called to order by our vice-President, Herman Neiderfeld. Minutes of the previous meeting were read and approved.

The twine proposition was discussed, and orders taken, and as there was not much other business, some one happened to get a whiff of the lunch that the women folks were preparing in one of the other rooms and a motion to adjourn was in order.

Then business picked up. The good ladies of our local served lunch for a hungry bunch. It consisted of hot coffee, sandwiches, cake and doughnuts. Talk about your cats we had 'em!

After we had all the good things devoured we departed for our homes. All were happy to be there and mix with their friends and enjoy the evening. All wished to be there the next regular meeting. Let the good work go on. Yours for better meetings.

C. T. Blanc, Local Correspondent.

The Farmers National Bank SALINA, KANSAS

Solicits Your Business
Oldest Bank in Salina County

FOR SALE AT A BARGAIN

Seven passenger Willys-Six in good condition with four brand new Kelly Springfield Cord Tires. An ideal family car. For full particulars and price address W. C. Lansdon, Salina, Kansas, Box 48.

\$5.00 A THOUSAND
LETTER HEADS
OR ENVELOPES
Printed and Mailed You the Same Day as Order is Received.
CENTRAL KANSAS PUBLISHING CO., Salina, Kan.

FARM LOANS

Loans Closed Without Delay
NO COMMISSION
THE KANSAS CITY JOINT STOCK LAND BANK
Branch Office
123 South Santa Fe, Salina, Kan.
Write for Circular.

KANSAS UNION FARMER WEEKLY EXCHANGE

of members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 5 cents a word per issue; four or more insertions 4 cents a word. Count words in headline; 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

25-ACRE CROP FARM
15 CATTLE, PAIR MARES, AND 25 Poultry, hogs, cream separator, full implements; 70 acres heavy cropping hay, alfalfa soil; 30 acres rich bottom land; on good road, handy village, spring watered pasture, valuable woodland, 150 apple trees, 35 peaches, plums, cherries; good 5-room house, 38-ft. barn, big pool, try house. Owner unable to operate. \$25,000 takes all, part cash. Details this and 600 acres fully equipped only \$8,000. Also 200 acres 33 Illinois Catalog Raisins—cash, instant. Copy free. STROUT FARM AGENCY, 8318 New York Life Bldg., Kansas City, Mo.

280 CREEK BOTTOM STOCK FARM, 140 cultivation. Remainder grass and timber. Near Council Grove, 300.00. Also other bargains in Kansas County farms. W. W. Martin, Council Grove, Kansas, 38.

STOCK OF MERCHANDISE

FOR SALE—AN UP-TO-DATE STOCK of general merchandise in Severy, Kansas, a coming old town Merchandise inventory \$7,000.00, furniture and fixtures \$12,000.00. The Farmers Union Produce and Mercantile Company, Severy, Kansas, 40.

STOCK

TWO POLLED SHORTHORN BULLS of serviceable age. Good individuals. Stud by Double netter. Also some heifers. Joseph Baxter and son, Clay Center, Kansas, 42.

REGISTERED DUDOK JERSEYS Improved Dudes and bred sows, yearling VALLEY SPRING STOCK FARM Bloomington, Kansas, 43.

FINANCIAL

6 Per Cent—FARM LOANS—6 Per Cent THE M. E. FORD AGENCY Salina, Kansas

KODAK FINISHING

ANY SIZE & EXPOSURE FILM DEVELOPED and prints made. Repairs Kodak boxes. Color or stamps. Mail Order Film Company, Salina, Kansas, 52-14.

POULTRY

S. C. WHITE LEGHORNS FERRIS 300 egg strain direct. Good \$4.50. Navy chicks \$2.00 per hundred. Carl Elliott, Harper, Kansas, 42.

RHOIDE ISLAND WHITE EGGS, 75c per 15; \$1.00 per 100. Mrs. Chas. E. Eddy, Green, Kansas, 42.

EGGS POSTPAID FROM THE FOLLOWING: Andalusian, Barred Rock, Silver Spangled Hamburgs, White Leghorns, Penel Runner Ducks, \$1.00 per 15. \$5.00 per 100. Brown Turkey \$3.50 per 15. Geo. Case, Logan, Kansas, 38.

BARRON'S SINGLE COMB WHITE Leghorns, eggs from transacted birds. \$2.00 per 15. Mrs. Will Faulkner, Wakefield, Kansas, 38.

YESTERLAIN'S S. C. WHITE LEGHORN hens, mated to large Barron Cockerels, eggs \$5.00 per 100. Mrs. Summer Spitzer, Wetmore, Kansas, 39.

PURE SINGLE COMB BUFF ORPINGTONS direct from Nebraska State show winners of '21. \$1.25, 100, \$5.00 prepaid. Mrs. Lyman Fox, Logan, Kansas, 38.

BARY CHICKS, LEADING VARIETIES. Standard Bred, vigorous, heavy laying stock. Lowest prices. Best quality. Postpaid. Poultry Co., Windsor, Mo. 41.

CHOICE WHITE ROCKS, SELECTED Eggs 100, \$5.00; F. B. Dalrymple, Barnes, Kansas, 39.

SILVER LACED WYANDOTTE EGGS Barred strain \$2.50, \$4.00, 100 postpaid. Wm. Gingles, Chilton, Kansas, 40.

PUREBRED TOULOUSE GOOSE EGGS thirty cents each. Mrs. Louise Weber, Randolph, Kansas, 40.

FINE DARK R. C. REPS, EGGS! In safety carriers (insured) 100, \$6.00. Ed Harder, Dunlap, Kansas, 39.

COMB DARK BROWN Single. Picked eggs, free range, \$4.50 hundred. Prepaid. Herman Kall, Phillipsburg, Kansas, 40.

CHOICE SILVER LACED WYANDOTTE Cockerels, Early hatch, early winners, \$2.20. D. Norton, Herington, Kansas, 22-17.

PLANTS FOR SALE

TOMATOES, CABBAGE, PEPPER, Celery, Sweet potato plants at reduced prices. Daphne Bros., Harper, Kansas, 25-17.

SEEDS

SUDAN SEED THIRTEEN PER POUND, Sudan cane seed \$1.85 per bushel, Farmers Elevator Company, Wilson, Kansas, 42.

TOBACCO FOR SALE

FREE: SEND NAMES OF 10 PIPE smokers or chewers to Farmers Union, Paducah, Ky., for free sample of Kentucky tobacco. 40.

HOMESPUN TOBACCO—CHEWING, 5 lbs. \$1.25; 10 lbs. \$2.50; 20 lbs. \$4.50. Smokeless, 5 lbs. \$1.25; 10 lbs. \$2.50; 20 lbs. \$4.50. Farmers Union, Mayfield, Ky., 39.

LEAF TOBACCO—3 YEARS OLD, EXTRA fine quality. None better. Pay for tobacco and postage when received. Chew 5 lbs. \$1.75; 10 lbs. \$3.00; 20 lbs. \$5.00. Hawesville, Ky., 39.

FARMERS' UNION DIRECTORY

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E. L. Harrison, Vice Pres., Lexington, Ky.
A. C. Davis, Secretary, Grapeland, Ky.
W. C. Lansdon, Lecturer, Salina, Kans.

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W. C. Lansdon, Vice Pres., Salina
Hon. John Tromble, Salina, Kans.

Farmers' Union Live Stock Commission
40-4-10 Live Stock Exchange Bldg., E. C. Mo.
Salina, Kansas

Farmers' Union Mutual Insurance Co.
Salina, Kansas

Farmers' Union Auditing Association.
B. E. Corporan, Salina.

Farmers Union Wheat Marketing Association.
Kansas City, Mo.
Kansas Union Farmer, Salina, Kansas.

PERSONAL

If you wish a wealthy young wife, write enclosing envelope. Violet Ray, Dennison, Ohio.

Would you write a wealthy pretty girl? Stamped envelope please. Lois Sprout, Cleveland, Ohio.

WATER AND LIGHT PLANT FOR SALE

"Automatic Electric Home Water Plant for shallow wells or cisterns—also for deep wells. Catalog 729 free. Fairbanks Morse Company, Kansas City, Missouri.

"A Fairbanks Morse Double Duty Home Light Plant user Bartlett, Kansas, has just written us. The plant which I bought of you last fall is working like a charm and has saved me a great deal of money. I also owned one when I was on the farm, so this is my second Fairbanks-Morse Plant. With the Fairbanks-Morse Light Plant, you have safe and sanitary electric lighting, and current for iron, vacuum cleaners, small motors, radio set. Catalog 450 free. Fairbanks-Morse & Company, Milwaukee, Wis., 39.

See

White Kafir . . . \$1.50 bushel
Yellow Milo . . . 1.50 bushel
Surfane Cane . . . 2.50 bushel
Black and red
Amber Cane . . . 2.00 bushel
F. O. B. Wakeeney, Sacks Free

TREGO CO. CO-OP ASSN.
Wakeeney, Kansas

YOUR OWN FIRM

Will Give You BETTER PRICES BETTER FILLS BETTER SERVICE TRY THEM Farmers' Union Live Stock Co. 406-8-10 Livestock Exchange Kansas City, Mo.

KILL ALL FILLS! THEY SPREAD DISEASE! KILL DANGEROUS FLY KILLER! Kills all flies. Neat, clean, ornamental, convenient and safe. Made of metal. Will not rust or corrode. Will not soil or injure anything. Guaranteed. PLY KILLER at your dealer or VAROLD SOMER, 80 1/2 East Ave., Brooklyn, N. Y.

SALINA SANITARIUM
J. M. GAUME, M. D. Diseases Specialist, etc. and Colon diseases. Also Sulphur Baths for Rheumatism. Pills cured with ut the knife. Little or no detention from business. Phone 2000, Salina, Kansas. Call or write for further information to the statute book.

Alfalfa \$7.00 bushel
Sudan \$6.00; Sweet Clover \$7.00; Red Clover \$12.00; Timothy \$10.00; Orchard Grass \$2.00; Blue Grass \$2.00; Alfalfa \$22.00; Alfalfa \$10.00; Eastern Tree; all orders shipped from Salina, Kansas or Kansas City; satisfaction or money back. Order now as seeds are advancing steadily.
M. C. Meier, Salina, Kans

Whereas the Angel of Death has again entered the home of our friend and brother, Mr. L. Post, and family and taken away from them their little son, Ward, we, his little sister Marie, in the beautiful home of my mother, have decided to have a memorial service for him on Thursday, May 10th, at 8 o'clock, at the home of my mother, Mrs. L. Post, 1014 North 10th St., Salina, Kansas. On that bright eternal shore, where he has gone to dwell with Jesus, Oh, how sadly we will miss him. When we see his recent chair. Then we turn our eyes toward Heaven. We know that Ward is there. We know that the Indian Creek Local 2050 extend their heart-felt sympathy to our friend and brother Mr. L. Post, and his little Marie, in their hour of deepest sorrow. And be it further resolved that a copy of these resolutions be sent to the bereaved family, one to the Union Farmer for publication and one to be spread on the minutes of our local.

Be it further resolved: That a copy of this resolution be sent to the County Free Press, the Salina Free Press, the Union Farmer for publication and one to be spread on the minutes of our local.

Committee: Alf M. Ahlquist, G. E. Munson, J. J. Printz.

Whereas the Angel of Death has again entered the home of our friend and brother, Mr. L. Post, and family and taken away from them their little son, Ward, we, his little sister Marie, in the beautiful home of my mother, have decided to have a memorial service for him on Thursday, May 10th, at 8 o'clock, at the home of my mother, Mrs. L. Post, 1014 North 10th St., Salina, Kansas. On that bright eternal shore, where he has gone to dwell with Jesus, Oh, how sadly we will miss him. When we see his recent chair. Then we turn our eyes toward Heaven. We know that Ward is there. We know that the Indian Creek Local 2050 extend their heart-felt sympathy to our friend and brother Mr. L. Post, and his little Marie, in their hour of deepest sorrow. And be it further resolved that a copy of these resolutions be sent to the bereaved family, one to the Union Farmer for publication and one to be spread on the minutes of our local.

Committee: Alf M. Ahlquist, G. E. Munson, J. J. Printz.

Whereas our all wise Heavenly Father has seen fit to remove from this earth our brother Mr. Thomas Cox of Kirwin Local No. 481, therefore, Be it resolved that we the members of Phillips Co. Union extend to the bereaved family our heart-felt sympathy in their hour of sorrow. And be it further resolved that a copy of these resolutions be sent to the bereaved family and a copy sent to the Union Farmer and a copy spread on the minutes of our local.

Committee: Glenn Miller, John Simmons, T. M. Hopkins.

FARMERS CLASSIFIED AD

Use This Form — It Saves Delay

Mail This to

THE KANSAS UNION FARMER

Department of Practical Co-Operation

State speakers will be present and address Farmers' Union meetings as indicated below. Requests for speakers within the date list should take into consideration the schedules already made.

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

To Local Secretaries And The Membership In General
We have the State Constitution for 1922, containing the Amendments as adopted, ready for distribution at 5c per copy.
C. E. Brasted, Secretary.

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

CRAWFORD COUNTY MEETINGS AT GIRARD KANSAS
Girard Local No. 494 of the Farmers Union meets in Union Hall the second and fourth Tuesdays of each month at 7:30 p. m.
L. E. Roof, Pres.
Roy W. Holland, Sec.

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

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

NOTICE GEARY COUNTY UNION
Geary county union No. 51 meeting will be held at Moses' Hall Friday, May 4th in Junction City.
Our Congressman, James G. Strong will be with us and tell of Farm Legislation at Washington. Every Farmers' Union member is expected to be present.
Alfred P. Hotten, Pres.
Mrs. E. N. Hall, Sec.

WOODSON COUNTY LOCAL ORGANIZED AT VERNON
Editor Kansas Union Farmer:
I guess this is the first correspondence you have received from Burt Local No. 2089. We met last Tuesday night. Had a good meeting and elected a delegate to the meeting at Vernon to organize a county union. The ladies served a nice lunch of pie, cake, sandwiches and coffee. At the meeting at Vernon, we elected three officers out of our local.
R. R. Rose.

SQUARE DEAL LOCAL NO. 923
We are still a live local taking in new members at every meeting. Have been giving programs and plenty of extra each time. The membership interest is stronger each meeting. Hope we can get together at the County meeting at Norton, May 25.
Long live the Union!
Maggie Stanley, Sec.

SPRING CREEK LOCAL TO HAVE QUESTION BOX
Spring Creek Local No. 1174 met Wednesday night May 2nd. on our regular meeting night. While only a few were present, it proved to be a very interesting meeting.
We were sorry that there could not be more out to hear the interesting discussions of different subjects pertaining to the interest and welfare of the farmers.
The subject of unfinished business which was left over from the previous meeting was whether we should meet only once a month during the busy season. A motion made and seconded was put before the house to meet only once a month during June, July, and August and September. Motion carried.
It was decided to have a question box at our next meeting so come on with your questions every body. It was also decided to have a literary and educational paper edited by Mr. Watson and J. A. Liggett. A part of the time was taken up by the reading of several chapters of "Uncle Reuben's Activities in Washington" from President Barrett's book. Following this delegates were appointed by our president to attend the county meeting June 6th. at Lawrence, after which we adjourned and departed for home.
Mrs. J. A. Liggett, Local Cor.

STONE LOCAL 792 MAKING EXCELLENT SHOWING
While placing organizers over the state for the Farmers Union Co-operative Dairy Products Association, I met many very fine and REAL CO-OPERATING people, men and women who gladly give time and money in boosting for co-operation among their neighbors.
Among those are Mr. and Mrs. Charles Pywell, living five miles west of Zurich. Mr. Pywell is president of the Stone Local of which there are 50 live members, ten being added to their local this year.
His local has been meeting every two weeks during the winter and spring and expects to meet every three weeks during the summer.
There are two principal features that make the Stone Local the success that it is. First: the women are taking an active part in the local. Second: They have been placing orders for groceries with the Jobbing Association, having received eight

shipments since the first of the year, totaling \$284.94 at a saving of 35 per cent over prices paid to the local store at retail prices. Mr. Pywell has been ordering the groceries, taking them in his home where the local meets and divides them. This makes considerable work for the Pywells but makes them feel well repaid for their efforts. It is this spirit that has built the Farmers Union movement with its several big institutions and it is this spirit that will eventually lift the agricultural class to the economic level that it deserves. Every member of the Farmers Union should put his shoulder to the wheel, give a lift, and not let too much of the burden be borne by the willing few. We need those who will and can take the lead, let us preserve their energies by taking a hand in carrying the burden, it will make them even more capable and willing to lead on and on in the farmers' emancipation.
M. L. Amos.

NOTICE OF THE ANNUAL STOCKHOLDERS MEETING
Notice is hereby given that the annual meeting of the Silverdale Farmers Union Cooperative Association will be held at the Church at Silverdale, Kansas May 14th, 2 o'clock p. m. 1922, for the election of directors, and the transaction of such business as may properly come before the meeting.
J. F. Lewis, Secretary.

COMPARATIVE STATEMENT OF FARMERS UNION LIVE STOCK COMMISSION SOUTH SAINT JOSEPH, MISSOURI
For the months of April 1923 and 1922, also for the first four months of 1923 and 1922.
Receipts for April 1923

	CARS
By railroad shipment	840
By truck, equal to	107
Total	947
Receipts for April 1922	
By railroad shipment	296
By truck, equal to	60
Total	356
Gain for April 1923 over 1922	591
Increase in receipts equal to 105 per cent.	

Savings
For April 1923 \$10,385.41
For April 1922 4,142.41
Gain 6,243.00
Increase in Savings in 1923 over 1922 equal to 151 per cent.
Receipts for the First 4 Months 1923

	CARS
By railroad shipment	3642
By truck, equal to	456
Total	4098
Receipts for the First 4 Months 1922	
By railroad shipment	1839
By truck, equal to	228
Total	2227
Gain for first 4 months of 1923 over 1922	1872
Increase in receipts equal to 84 per cent.	

Savings
For first 4 months in 1923, \$45,885.28
For first 4 months in 1922, 22,210.02
Gain 23,675.26
Increase in Savings of 1923 over 1922 equal to 98 per cent.

LOCAL NO. 859 COMMEND KANSAS UNION FARMER
Editor Kansas Union Farmer:
I am a Farmers Union man and receive my paper every week, and thought I would write a few lines from local No. 859 that may interest some of the other locals.
We meet every two weeks and have something doing every time we meet. We always have a good attendance. Also, I believe it pays to have the women take part in the meetings.
P. L. Anderson is our president and Mrs. Alice Warner, our secretary, and they have the real push to them, and are always present at all meetings. It counts in the success of the meeting to have the officers always present.

We always send delegates to the county meetings, but the last one which was held at Blue Rapids, the roads were too bad to go.
Each member of our local is a willing worker and loyal. We have an elevator at Beattie, also ship all the live stock out of Beattie. We treat them all alike and therefore have no competition. Our manager always ships to our Commission Company at St. Joe. We are only 99 miles from the market.
We had a special meeting at the Opera House in Beattie March 27th. A big spread was put on at noon by the ladies of the Union. The afternoon was devoted to discussing plans for bettering our business in the future. Also every member present signed up a five year contract, so you see that we have not been pulling backwards, but pushing up the hill.

Last, but not least, was the paying of the capital 1922 dividend, when we all made a break for the bank and it was almost necessary to secure extra clerks.
Now, just another word in regard to the article in the Union paper of last week. You are right, if the Farmers' Union man does not approve or our paper, all he has to do is not to receive it at the box. This is a free country, and we don't have to read it. I would not be without mine for three times the price. It tells us what's what and who's who in the Union paper. I have lots of farmers borrow my Union paper to read and tell me some day they expect to become members of the Union. Summit Local is loyal to the editor and our paper. We want to see all the news from Unions and County Locals. Really, it is the only official organ of the association to which we farmers belong. We all read our paper, not your paper.
J. D. Stosz, Secretary.

SUIT HAS NO EFFECT ON AMERICAN GROWN SUGAR
"The suit brought by the government against the sugar exchanges in New York has no effect and nothing to do with American grown sugar," said Charles H. Allen.
"The quotations and speculations on the boards are all in terms of raw sugar. Raw sugar is the term used for sugar as it comes from the mills where the cane is ground and before it reaches the refiner where it is washed and made ready for consumption."

"The only raw sugar we make in the United States is the small amount coming from Louisiana and Texas, and this was all eaten up before these speculations were begun last February. American beet sugar comes from the factories as granulated sugar ready to go on the tables of the consumers without going through a refinery.
"It is sold direct to the wholesalers and retailers and is not traded in on the exchanges; speculators in New York have nothing to do with it whatsoever. The speculations and manipulations that have been going on since last January have been all for the benefit of foreign-grown sugar. The owners of that sugar know the American people are compelled to come to them for what we need and there is no relief for us until after American grown sugar again comes on the market this next fall."

"Reason Perfectly Plain."
"The women sometimes wonder why sugar should always be high just at canning time. The reason is perfectly plain. The government may succeed in closing the sugar exchange in New York, but it will not give us permanent relief as the owners of sugar are foreign corporations and the sugar dealt in comes from foreign countries and they can immediately transfer their speculations to Havana and still keep their hands on our throats and rifle our pockets. There is only one relief and that is to grow our own sugar. It is simply common sense. If you have a garden in your own back yard, you are not going to be held up for vegetables during the summer. The American people will pay during this year enough extra for their sugar to have established a home supply that would have made us independent of these highlanders."

BALANCING FARM ENTERPRISES
Spring is the season when farmers in this region are looking forward to their heaviest work. The preparation of the seedbed, the planting and the cultivation of crops, the harvest, will make the period from now on until late fall a busy one on the farm.
For the exclusive wheat farmer, of course, the early summer harvest and the subsequent preparation of the soil for another crop of the same grain make up the busiest seasons, but the exclusive wheat farmer is fortunately not the normal farmer.
Nevertheless the exclusive wheat farmer affords an extreme warning to the normal farmer. The exclusive farmer steadily impoverishes his soil, he takes annually a long chance, standing to win heavily or lose heavily, he centers his attention on the sale value of a single crop each year, he builds up no farm and no rural life.
There is a constant temptation to every farmer to overemphasize some one crop, perhaps not to raise it exclusively, but to take too much of a chance upon it. The tendency of this policy is to make farming even less certain than it is now, to make it less of a business and more of a speculation, and to develop no permanent agricultural system.
On the other hand, the adoption of a policy of balanced farming not only gains those things which one-crop farming loses, but makes possible more days of profitable work on the farm, which it means, according to all statistics on the subject, an increase in profits. Farming will always be to some extent a seasonal occupation—spring and summer will be busier than winter—but it can be made much less so than it now is.
—Kansas Industrialist.

THE FARMERS' UNION A LARGE CORPORATION
Every member of the Farmers' Union is a stockholder in one of the largest corporations in America. It has many thousands of stockholders and each of these stockholders is receiving big dividends. In proportion to the financial returns to the stockholders in this profit-sharing organization it represents the safest investment possible. It is not a "Get Rich Quick" scheme, but a safe, sane and dependable method of saving.
This organization owns and operates more banks, more stores, more grain mills, more warehouses, more ginns, or marketing associations and more mutual insurance organizations than any organization in the world. It exercises a greater influence over commerce and trade, over finance and politics of any business organization ever formed. It has more solvent stockholders than any other organization in existence and has more wealth behind it than any organization in this or any other country.
Its stockholders are the producers of the wealth of the country. They have the power to curtail productions, to withhold supplies and fix prices. They are the most loyal to their government and the laws of their country than the stockholders of any other organization in the country. Their sons are the most industrious and their daughters the most virtuous of those of any class of citizenship in the country.
Great responsibilities rest upon the

stockholders of this gigantic organization. Each individual member should do his or her part cheerfully and energetically. It means much for American Agriculture.—Texas Union Messenger.

POOL MAINE POTATOES
The Maine Potato Growers' exchange has been making rapid progress in securing the required acreage within the organization. At least one-half of the acreage is expected to come in on the first organization drive. This will mean from 15,000,000 to 20,000,000 bushels of potatoes. The method of pooling potatoes is described as follows:
The crop is being harvested between August 15 and October 1, and being perishable and in danger of frost some of the potatoes will be moved immediately and the rest stored. Most of the stored potatoes go into farm cellars.

During the first week after harvesting the exchange will be on the job hunting for markets for a portion of the crop, for example, for 100,000 bushels. This will constitute the first pool and will be open to all members. The amount contributed from various members will be immediately divided into selling pools according to grade, variety and quality. Upon the sale of these pools each member of the entire pool participates proportionately in this first delivery, and in the sub pools according to grade, variety and quality of their potatoes. Some of the pools of this first delivery may be sold at once, but just as soon as the selling is closed the members are paid off. In the case of those who need money at once, advances will be made.

During the second week of the selling season the association may call for a 500,000 bushel pool, which is treated the same way, and so on through the selling season.
Therefore every member of the entire 20,000,000 bushel membership participates in each delivery pool throughout the entire selling season. All settlements will be made on a basis of grade, variety and quality. The price which each member will receive will be the same as that of each other member, keeping in mind differences of grade, variety and quality.

DEPRESSION DRIVES FARMERS TO ROOM.
WASHINGTON, D. C. —(Special Correspondence)—Restlessness and discouragement with existing conditions are given as the reasons for the large percentage of changes from one farm to another, which is shown by recent statistics issued by the United States department of agriculture. These figures show that 1,250,000 farm occupants or approximately one out of every five farmers in the nation changed their locations in 1922.

In nine cotton states of the south it was found that one out of every four farms changed occupants, while in the New England states the turnover was one to ten. The larger percentage of tenantry in the south was given as the reason for the relatively larger degree of turnover. In the corn belt and the western states it

was found that 10 to 15 per cent of the farmers changed location every year.

Oklahoma, which leads the United States in the number of tenants changing location per year shows the high percentage of 38 as compared with 3 per cent for Maine. Several other southern states show a percentage of more than 30 per cent.

Of the 2,300,000 or more farm tenants in the United States more than 650,000 changed the scene of their operations within the year. More than three-quarters of these tenant changes occurred in the 15 southern states. In corn belt states the change ranges from 125 per cent in Illinois to 22 per cent in Missouri and the North Pacific states from 12 per cent in California to 26 per cent in Colorado.
Although the number of tenant farmers in the United States shows a net increase of 27,000 per year, more than 230,000 tenants either discontinued farming for some other occupation or left no trace of their successor. In general the largest exodus of tenants occurred in the south and west.

COOPERATION SAVES PHILIPPINE FARMERS

Philippine farmers' first step in co-operation has proved so helpful that a widespread movement is opening up throughout the islands. The small farmers who constitute a large portion of the 11,000,000 Filipinos, are nearly all in a chronic state of indebtedness, due to the wicked exactions of money lenders. To help them solve their credit problem, the Philippine legislature passed an act in 1915 permitting farmers to form credit associations and to conduct simple cooperative banks managed by themselves and adapted to their own needs. There are now 540 rural credit associations in operation, which are managed by some 2,600 directors without remuneration for the benefit of the 80,000 members. From cooperative credit the Philippine farmers have advanced to cooperative marketing. A movement is now on foot to organize groups of farmers throughout the islands into producers' cooperatives to sell their own products, and already twenty villages boast of such cooperatives.

American farmers have learned by long and expensive experience that cooperative self-help is the greatest hope of the producers. They, therefore, commend the sturdy young cooperative movement of their comrades across the seas and wish for them the great success which well-conceived cooperative endeavors in America have won.

COOPERATIVES CARE FOR HALF A NATION

From a little organization formed in 1898 to ameliorate the economic conditions of the inhabitants of the country districts and to promote the spread of education amongst them, a great cooperative union, the Hangya has grown up in Hungary which now supplies the needs of half of the total population of that country. Combining producers and consumers in one cooperative society, the Hangya has organized cooperative credit unions, distributive and producing coopera-

tives, libraries, reading rooms, and countless other institutions all over the face of Hungary. Before the war 3,300 consumers' cooperatives had been organized, and despite the vast territorial losses suffered by Hungary there are still 1,970 societies serving from 3 to 3½ million heads of families, or over half the entire population.

The Hangya also acts as a wholesale society, supplying the needs of its affiliated societies, providing short term credits, giving advice on technical or legal matters, and auditing their accounts. At its headquarters in Budapest 1500 workers are employed in its various offices and warehouses; and still more are found in the 12 branches scattered throughout the country. In 1922 the wholesale turnover was more than \$134,000,000. Starting as a society to aid the country districts, the Hangya has gradually extended its work into the great industrial cities. At Budapest its "Household Cooperative" supplies about one-fifth of the total population of the city with foodstuffs of all kinds, and especially agricultural produce grown by the agricultural societies affiliated with the Union. In 1921 this one society through its 52 depots had a turnover of more than \$6,000,000. Still another cooperative supplies the workers and the middle classes with clothing made in its own workshops, doing a yearly business of more than \$500,000.

In addition to the consumers' cooperatives affiliated with the Hangya, there are 16 societies in Budapest belonging to the Federation of Hungarian Distributive and Productive Cooperative Societies, which carried on a total business in 1921 of close to \$20,000,000.

Twelve factories for the manufacture of soap, matches, brooms, starch, knives, confectionary, and other commodities are being operated by the Hangya Industrial Company, the capital of which was subscribed exclusively by cooperative organizations. It also has two flour mills. These commodities are supplied to the member societies for distribution. But the enterprising Hangya goes beyond merely supplying its affiliated societies with goods; it also finds markets for the produce of its farmer members, both at home and abroad. It also undertakes the impor-

tation of raw materials and some finished articles. This foreign trade cooperative is the leading grain-dealing enterprise in Hungary, and has become so powerful that the national government has entrusted to it the collection of the national food supply.

GOOD NEWS FOR THE FARMER

Farmers of the United States will be greatly encouraged by the announcement of the war finance corporation that there will be no let down by the corporation in its efforts to care for the credit needs of agriculturists. The recent enactment of the farm credits law, creating new agencies for giving credit to farmers, had caused a fear that the war finance corporation would cease to exist before the other agencies were operating to their full capacity.

The war finance corporation has been a great help to the farmers and its record has more than justified its revival as a peace-time organization. Through the corporation, millions of dollars have been lent to farmers' organizations and to banks, to provide credit for farmers. As a result, it has been possible to market farm products in a much more orderly manner and farmers have been able to extend the loans at banks and thus keep going.

With the war finance corporation operating as usual and with the new credit agencies, authorized by the farm credits bill, in operation, the credit needs of the farmers should be fully provided for.

With adequate credits made possible by law the thing the farmers will need to do most will be to concentrate on the strengthening of their cooperative marketing organizations, so that their products can be sold at the least expense to the producer and in the markets where the prices are highest.—The Daily Oklahoman.

Parents of the boy and girl club members are today receiving instructions and constructive ideas from their progenies. And this is the age that pays dividends on correct methods.

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