



# THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XV

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## Marketing The Real And Important Factor In Farming

Holding of Crops So As Not To Glut Market Essential To Better Prices for All Farm Products.

(By O. F. Dornblaser, in Iowa Union Farmer.)

There are more movements under way today for encouraging agriculture than at any time in the history of the United States.

More time is given to the welfare of the farmer, more thoughtful consideration than ever before and many patriotic organizations and individuals are making an honest and efficient effort to assist the farmer.

As one of the beginners of the Farmers' Union and on behalf of that organization I want to thank our many friends who hold out helping hands toward us and as a farmer interested in the welfare of all people, I want to give my own observation and experience with the methods of cooperation which must be employed.

Legislatures establish agricultural colleges as a medium for the encouragement of agriculture and with the avowed purpose of making more efficient farmers out of our boys and through them to lift agriculture to a higher plane of intelligence and usefulness. These schools have been well organized. Legislatures throughout the United States have appropriated hundreds of thousands of dollars during the last decade for their maintenance and the faculty is composed of some of the ablest educators in the world. The farmers send approximately thirty five thousand boys per annum to these schools and when they graduate, I am reliably informed, an average of fifteen of them return to the farm. If any one challenges this statement, let the faculty please call the roll of the alumni!

I plead for an industrial education for our children and some states are to be commended for their efforts to bring this coveted opportunity within reach of our boys and girls.

The agricultural colleges perform many functions other than agricultural and after leaving the college our boys and girls are able to follow the more difficult paths of commerce and industry and the training they receive at the college, no doubt they think prepares them for positions of responsibility and makes them more useful citizens, but let us not deceive ourselves into believing that the solution of our agricultural problem can be found in the agricultural colleges, or any other educational institution.

The Federal Government has taken a more direct step to assist the farmer. It sends men to the farm who walk by the side of the farmer and teach him, so to speak, how to make to grow two blades of grass, where only one grows before. No man is more eager to learn than the farmer and federal demonstrators have taught him many valuable lessons in production.

There are many associations that announce a willingness to spend millions of dollars and are doing so in showing the farmer how to increase production and many prizes are offered for the largest yields. High salaried instructors are engaged to teach the farmer how to increase quantity in production and a helping hand reaches out to any farmer who desires to increase the yield. It is a commendable spirit that prompts these friendly agencies in their work but let us examine the records and see what according to the report of the Federal Department of Agriculture, an increase in production really means to the farmers. We will see in this illustration cotton, as it is the money crop of the south and corn as the money crop of the north and we will use the production in the United States so as to eliminate from consideration any local condition that might disturb the comparisons.

We will compare the 1911 crop with the 1910 crop using farm values as a basis. The trade conditions throughout the country were about the same and if any difference exists, it would be in favor of the 1911 crops as that was a most prosperous year. The artificial influence upon these crop markets on cotton and corn were governed as nearly as prices are ordinarily controlled by supply and demand.

The comparison which is self explanatory follows:  
1911, 18,109,349 bales valued at \$732,420,000 value per bale \$45.46.  
1910, 11,965,962 bales valued at \$820,320,000, value per bale \$68.55.  
Increase in bales 143,387, decrease in value, \$87,900,000; decrease per bale \$23.09.

It will be observed that the 1911 crop exceeded the 1910 crop 4,143,387 bales and sold for \$87,900,000 less money making a decrease of \$28.09 per bale.

Supply and demand do not always govern the market but production is usually a ruling factor in fixing the price per pound.

The Federal Department of Commerce and Labor estimates the world's consumption of cotton at 18,250,000 bales per annum. The United States produces two-thirds of the world's supply which is 12,550,000 bales. When production exceeds demand the surplus becomes a burden to the farmer.

the face of the earth, unless controlled and held off the market by the farmers. Then when the boll weevil cuts the crop short we are still in the ring and a healthy customer for all honest and legitimate business and professions.

Now take five largest corn crops in ten year period, before the world's war, equalled 14,408,000,000 bushels, market value, six billion eight hundred and five million dollars.

Take the five smaller corn crops equalled 12,592,000,000 bushels worth \$7,333,000,000 showing that the five largest corn crops with one billion eight hundred and eleven million more bushels was worth \$528,000,000 less money than the five smaller corn crops which proves that the farmer is most likely always punished for raising the big crops. The Farmers' Union stands for greater production. We teach scientific farming, classification of crops to systematize methods of production, domestic economy and the process of marketing—that is how to sell and how to buy.

The work of the State and Federal Agricultural Department is commendable and I welcome every agency that announces a willingness to help us, but let us not be deceived, increasing production will never solve our agricultural problems. We exhort those who would assist us not to desert the crop in the harvest field, but to follow it on to the market.

The problem in which the counsel and cooperation of the business interest is most needed is in selling our products.

Our farmers are actually timid and indeed it requires a bold man to speak from the furrow when our statesmen, educators, philanthropists, millionaires, writers and organizers have the platform but it is the farmer's problem and it will never be solved until he takes the initiative. As a farmer who has followed the plow for 65 years and burned the midnight oil in studying the problems I am going to offer a few suggestions to our friends and patrons and in return invite counsel from them, because we are working on a problem as big as civilization and it will take the combined effort of all of us to solve it correctly.

A great many people make a mistake in concluding the farmer does not understand his problems. What he needs from friendly interests is not so much instruction in production but cooperation in marketing. Give the farmer a market and our instructors in production will become benefactors; give us profits and our boys will return from the college to the farm; give us dividends and we will build up a great civilization, but production without profit is no incentive to activity.

Yes, give the farmer a just price for his product and he will take care of the freight, give him a square deal and he will not have to borrow money to pay his taxes. Give him a dividend and he will pay for his home and won't have to borrow any money to do it either.

It is estimated that 60 per cent of our crops are sold on a glutted market.

The holding plan adopted by the Farmers' Union contemplates the building of warehouses to store their products, securing cheap money for advancing on crop in distress and by intelligent cooperation to feed the market slowly. The perfection extension and adjustment of our marketing system in all lines of agriculture is the task we have set for ourselves and is one in which we invite the cooperation of the Legislature, our educational institution, business organizations and individuals. The advantage of the increase in the price of his product and on no other basis of cooperation can he be materially benefited.

In the end everything depends upon him who best cultivates the field. This is the highest art, for without it there would be no merchants, presidents, poets, philosophers. The productions of the earth are the true riches. He who improves his ground brings waste land under the plow, drains his swamps, makes the most glorious conquests over barbarism.

Of such is the Farmers' Union. It also conquers and drains the mental swamps and improves the waste mental ground.

Memory gives us the past and work uses the present, but our real life is in the future. Three hundred and sixty-five golden days laying before us.

For the Farmers' Union the first duty is to grow. Growth means planning, planning means something definite, definiteness appoints certain duties for each day. Take Paul's ideal "Whatsoever things are honest, whatsoever things are true, whatsoever things are lovely, whatsoever things are of good report—think of these things."

I know and you know, one does not always get what one wants but that is no sort of a reason why any one should give up. It might keep right on trying and protect the right.

I have figured to help anyone human being or criminal when they are down. That no one ever lost any of their raising when they did it either.

I am real proud of the Union members and the longer they are real members the prouder they will be of each other. They will want to be partners with each—yes friends with all what hurts one hurts all and whatsoever helps one will do the same for all.

I am as ever, truly yours,  
O. F. Dornblaser.

### BERRY GROWERS SAVED BIG LOSS.

Half of Kentucky's strawberry crop was marketed co-operatively this year and successfully, thru the grower-sales agency of the National Federated Fruit and Vegetable Growers' association.

Very unfavorable weather prevailed in the Kentucky strawberry belt this season. The crop was late in maturing. Unusual and continual heavy rains fell during the picking season. There were financial and labor difficulties. Under the old method of wholesale competitive consignment of the berry crop into congested markets, heavy losses would have resulted. Non-cooperating associations which had no terminal marketing facilities were compelled to consign most of their shipments in this way because traffic buyers were afraid to take chances on water-soaked berries.

What the co-operative association did was to avoid the large city markets, congested by berries on consignment from independent associations and growers during the height of the shipping season, and place its cars in markets best adapted to sales with much financial gain to the co-operating member organizations.

Berries were marketed in 63 cities of 14 states by the Federated Co-operative association. It sold the output of the Warren county strawberry growers, amounting to 262 cars, in 64 markets. Last year these growers themselves marketed 296 cars, but in only 36 markets.

This year Kentucky berries were sold by the federation as far east as Montreal by freight and as far west as Minneapolis, Minn., and Grand Island, Nebr. But its records show that only 29 cars were shipped to the large markets of Detroit, Chicago and Pittsburgh where competition is keen and gluts are frequent. These markets took 38 per cent of Kentucky's shipments last year. This year only 4 cars were shipped to Pittsburgh where one Kentucky association alone placed 78 cars last year. Only 9 cars were sold in Detroit which last year received 128 cars from the same Kentucky association.

The Federated Fruit and Vegetable Growers' sales agency is in the hands of men experienced in marketing and merchandising these products. They knew when the berry movement reached its height that the crop would be concentrated in a few large primary markets, so they shipped to the smaller carlot markets.

### Our Jobbing Ass'n Will Handle Nebraska And Colorado Wheat

"Kansas City has been chosen as the market for the wheat of the American Wheat Growers Association, pooled in Nebraska and Colorado. The handling of this volume of wheat goes to the Farmers Union Jobbing Association, members of the Kansas City Board of Trade, due to their financial stability and their splendid record in producing efficient results for the cooperative elevator trade in the Kansas City territory."

This organization has a representative in virtually every carlot market in the country. Because of this these Kentucky strawberry growers have the benefit of wide distribution as well as large-scale marketing, and as a result profited greatly over the growers who were forced to sell their berries in the usual way.—Capper's Weekly.

### HARDING INTERVIEWS KANSAS WHEAT FARMER

Before his speech at Hutchinson, Kan., recently, President Harding and a touring party visited the large wheat farm of Chester O'Neil, five miles from town, where a 100-acre field was being harvested. The colloquy between Farmer O'Neil and President Harding, as reported by an Associated Press man on the ground, was as follows:

"The chief executive inquired whether the wheat growers of the Kansas wheat belt were making money."

"We won't make any this year," Mr. O'Neil said.

"What's the matter?" the president asked.

"Well," Mr. O'Neil replied, "I'll give you the figures as near as we can make them out."

"The land investment costs \$5 a year in interest on each acre. Plowing costs \$1.50 per acre a year; harrowing, 25 cents; drilling, 30 cents; cutting, \$2.50 an acre; threshing, \$2.25; hauling, 72 cents, and seed, 85 cents an acre."

"The total cost of the yield per acre was added by the president, and shown to be \$13.40.

"Then Mr. O'Neil said taxes had not been counted with the other factors, and should be taken into account at \$1.80 an acre, bringing the total cost to \$15.20.

"What is your return?" the president inquired.

"We get 85 cents a bushel now," the farmer replied, adding that 18 bushels was a high estimate for the acre yield this summer.

"The net result was tabulated to show that against a cost of \$15.20 the farmer receives \$15.30 or a profit of 10 cents an acre."

"And," Mr. O'Neil concluded, "the 10 cents won't feed us."

### GRADING IS FOUND ESSENTIAL TO PRICE

A Willamette Valley, Oregon, farmer gives striking illustration of the results of grading.

He has about 200 hens. He shipped two cases of eggs to a commission house in Portland, filling the cases as they came from the nests. He received 21 cents per dozen for the two cases, \$12.60.

The following week he packed the together in one end of the crate, and labeled the rest of the eggs as graded "white henneries." Result 45 dozen of graded eggs he received 44 cents per dozen for and 21 cents per dozen for the 15 dozen culls—a total of \$13.95 as against the \$12.60 the week before, at the same market price. The difference in price in these two shipments would have meant success or failure of a commercial egg plant on a large scale.

California is showing the world what may be done along these lines. It has 33 co-operative organizations, controlling from 30 to 90 per cent of the different products, and the producers are a dominant power in fixing the selling price of their products. The products are graded and standardized and the labels and brands are becoming recognized over the nation.

Washington is following California's lead with 16 producers' organizations, while Oregon has but eight, none of which is strong enough to have very much influence on market prices.

The Oregon market law gives powers to the state market agent in defining his duties. He is empowered to help organize producers' and consumers' organizations and work with them along the lines of markets, distribution, standards, grades, labels, etc.

An organization controlling but 10 per cent of a product would have very little to say about its selling price, but if that association controlled 80 per cent of production of the product it would dominate the market to the districts.

Present condition of the Oregon crop warrants a forecast of about 19,500,000 bushels for the 1923 harvest. Last year the final estimate was 16,880,000 except of a fair price to the growers. And the same power of organization through its distributing agencies, could eliminate such middlemen profits and expense and lessen the cost to the consumer.

The legislature clearly contemplated these results in the market agent law, but it is entirely up to producers to take the first steps—organization. The state market agent department stands ready to assist in every way at its command to help organize cooperative associations or build up those already organized, to better the conditions of the producers and consumers of Oregon.

—Producer

### ILLINOIS CO-OPERATIVE MARKETING BILL APPROVED

The Illinois Co-operative Marketing Bill was signed by Governor Small June 21, according to a press report. The act provides for the incorporation of co-operative associations and became effective July 1.

## Report Of Committee On Credit Trading At Co-operative Stores

Part of Price of Merchandise Paid for Credit is Waste and Loss to the Buyer.

### PART I Committee

T. D. Stiles, Cresson, Pa., chairman; W. D. Hontz, Lehigh, Pa.; L. LeJeune, Sault Ste. Marie, Mich.; W. Niemala, Maynard, Mass.; A. W. Warner, Kansas City, Mo.

There is only one way to eliminate credit from retail trading. That is by education. But this method is so slow that it will not entirely meet with our present needs. There should be no place in co-operative economic for credit in retail trading, but owing to the fact that we are trying to establish a co-operative movement under a capitalist economic system, we must, to some extent, compromise with the unsound practices of present day economics. It would be better if the Co-operative Movement could immediately eliminate all trade practices which are not founded on sound co-operative principles. But the ignorance of true Co-operation and mis-education that has been taught make this impossible. The best that the Co-operator of today can do is to keep constantly in mind, true Co-operation and make persistent effort to supplant unsound trade customs by co-operative principles as rapidly as possible.

A complete co-operative state of society will eliminate credit from trade. All mediums of exchange used under such an economic system will represent actual intrinsic values. Under a co-operative state of society production will be regulated by demand. Commercial trade will have only one purpose, service. Human effort will be directed with scientific precision. An economic system of this character will eliminate credit for the simple reason that credit will not be necessary. Co-operators should keep this constantly before them and when we are obliged to divert from our co-operative principles in order to temporarily accommodate ourselves to established customs of trade, we may at the opportune time adopt fundamental principles.

We recognize that it is impossible to completely abolish credit in any co-operative store unless local conditions are especially favorable. The little co-operative store is a store of the future, but it is in the ocean of capitalistic mismanagement, and there are times when it will be deluged by the economic storms to which these waters are always subject. If we have but built upon true co-operative principles, however, the waters will recede, leaving our little store intact. If it is built on the sands of capitalism, it will be washed away.

Education should begin by making plain the economic isolation of our movement and the need of remodeling the present system for Co-operation. We should inculcate the thought that credit is not merchandise, and that every time an article is bought on credit, that part of the price which is paid for the credit is waste, therefore a loss to the buyer. An illustration might be aptly used here. A co-operative store has a turnover of ten thousand dollars at cost price. They figure on an average rate of profit of twenty percent. This would make their retail turnover twelve thousand dollars. It is well known that the overhead on a credit basis is higher than on a cash basis. If we fix the extra cost on a credit basis at two percent, this amounts to two hundred dollars, and the actual turnover of merchandise would be two hundred dollars less than twelve thousand dollars, or eleven thousand eight hundred dollars. The store did in business, two hundred dollars less than their books show and their customers received two hundred dollars less merchandise than they paid for. This is two hundred dollars that can be charged to the lack of efficiency on the part of the business administration and the lack of thrift on the part of the members.

The lack of thrift itself is one of the common causes for a demand for credit in trading. Thriftless people buy with only the idea of consumption in view. Today's demands are their buying guide; apportioning their income to their various needs. Unless the member recognizes the necessity for thrift he will often or always be in need of credit. Few ask themselves, how or why, will I be in a better position to pay tomorrow than I am today? If the expenditures are for everyday necessities, by buying on credit, he is borrowing from his stock of necessities for the morrow. Each day he finds his condition growing worse and worse and finally he is forced to buy entirely on a credit basis, thus making himself a burden to the co-operative which must sooner or later drop his business. No co-operative educational work is complete unless an effort is made to teach the membership, the individual and collective value of thrift to a co-operative movement.

Much good work may be done along these lines in a direct way by the store management. Most customers

are open to suggestions from those who guide their buying. Clerks should not try to persuade careless buyers to buy more. They should chiefly try to get customers to buy more intelligently by suggesting quality and quantity.

It is exceedingly difficult in educational work to draw a distinct line between sound economics and the "trade getting" practices which form such a large part of commercial trading. When we attempt to establish business on a cash basis we are tempted to take these commercial shortcuts which may lead to a cash business and at the same time lead us away from true Co-operation. Unless we carefully analyze each method, commercial schemes will weaken the spirit of Co-operation in our movement. Members must learn to buy for cash for the benefit of the movement instead of merely to get goods at cut rates.

A fixed rate of profit on the various lines of merchandise will do much to keep our members from becoming bargain hunters. When the store makes a good buy in price they should add only the regular rate of profit, and make plain to the members that their business is being conducted on fixed principles, instead of on a speculative basis.

The store which buys on long credit, neglects discounts and is slow in paying, will experience much difficulty in trying to get its members to buy on a cash basis. The practices of the store invariably have a strong influence upon the habits and customs of the members. This is something which should never be lost sight of. The co-operative store carries with it a personality, and any attempt to teach one thing in front of the counter and practice another thing behind the counter will lead to much misunderstanding and lack of confidence.

No account-charging devices should be in the store room. Nothing should be present that causes the mind to revert to thoughts of credit. Every symbol of cash that can possibly be used, should be given prominence. Managers and clerks should also talk cash trading. This should be done by indirect methods, without causing the customer to feel that he is subject to a low price because we had the ready cash and we are offering them at the lowest possible cash price. "This enamel ware is a decided bargain. The manufacturers wished to raise money quickly. We bought it for cash and are passing the bargain on to our customers. Counter talks like this and display signs with a cash message will always have a good effect upon the customer.

Avoid comparison of prices. It is the cheap salesman's line and always advertises the other fellow's goods as well as your own. Overselling invites a request for credit and makes a refusal necessary. Give no special favors in prices or gifts. Such practice causes people to think that they are favored customers and they will soon ask for favors which are contrary to the policies of the store. Show no preference. Each man, woman and child who enters the store is entitled to the best that the store gives. If this policy is followed, people will soon accept the store at its face value and will not be so apt to ask for special concessions, such as credit.

Goods should not be offered to our members as special values unless they are of special value. Only the bargain hunter who is willing to put his ignorance of merchandise against the knowledge of the shrewd merchant, will be attracted by business of this nature. This type never makes good co-operators. Only continuous fair and honest treatment will attract the type of people who are sincerely interested in co-operative work. Any practices that deviate from this will cause the earnest Co-operator to lose faith in his store. Then he will not give it the same loyal support which means that he will begin buying wherever he can get the greatest inducements, including credit. Thus you are exposing the heart of your movement to the wolves of commercialism.

Cash customers are usually more particular and more discriminating than credit buyers. They are also generally less in mind. They are more discriminating because their ability to pay cash has cultivated a spirit of independence and a habit of observation. Credit buyers are more fault-finding because they often buy without close examination and they do their thinking when the time comes to pay.

A sale is not completed until after payment has been received. This should be borne in mind by overzealous salesmen. You will please the cash buyer by having the goods that he asks for. Do not, without good reason, attempt to persuade him to buy something else.

(To be concluded in our next issue.)

## THE STRONG-MAN ACT





## The Kansas Union Farmer

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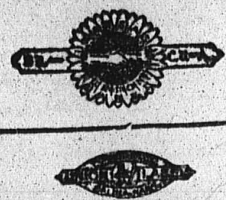
Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success.

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

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

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

### ADVERTISING RATES ON APPLICATION



THURSDAY, JULY 19, 1923.

### STABILIZATION OF FARM PRICES.

Very few people have any definite idea of what is meant by the stabilization of farm products prices. Many seem to think that the farmer is asking for a guaranteed or fixed predetermined price for his crops regardless of the volume of production or the relationship between supply and demand. This is not true. The farmer does not want any one to underwrite his operations without limit. He asks only that the business of marketing and converting farm products into food and clothing for consumers shall be reorganized so that at the beginning of any particular season he may be reasonably certain of the price that he is to receive for any crop that he may raise that year.

The existing surplus of wheat is the result of uncertainty. Had the growers known in advance about what they might expect per bushel they would have regulated production and no farmer would have sown an acreage out of proportion with his other crops or in excess of the probable demands of consumption. Agricultural production has no balances. Farmers who suspect that a given crop year is likely to produce a surplus now en- large their acreage because they figure that they can earn their necessary income only by increasing the volume of their crops.

Two things are necessary before farming can take its place with other industries as a stabilized business. The Department of Agriculture must become more expert and more trustworthy as a statistical bureau. A year in advance of marketing any crop there should be definite and reliable information as to the quality of that particular product that is required by domestic and foreign consumers. Such information can be obtained only through the activities of a great organization like the federal Department of Agriculture.

It is not enough, however, to have such statistics available at Washington. This information must go to the people through such channels and in such form that it will become the basis for action. Here is a field that can never be filled by a bureaucratic or administrative agency. This is a work that the farmers must do for themselves through their own organizations. Locals of self help farmers associations should study the statistics of consumption and the possibilities of production and form their programs as a result of knowledge. Production can never be regulated except through the education of the producers. Producers can never be educated or properly instructed except by themselves.

Production can be regulated only through a nation wide organization of farmers. This may be brought about by the growth of existing societies and their federation into one body devoted to the business of regulating agricultural production and stabilizing agricultural prices.

### THE WHEAT SITUATION.

The prospects of the wheat growers get worse all the time. There is too much wheat in the country and in the world, and the price will not advance until some disposition is made of the surplus. Europe can buy only the barest necessities of life and at starvation prices because the people over there are existing on starvation incomes. Since the first of this year there has been a steady decrease in the volume of American exports. Month after month has shown an unfavorable trade balance.

We are buying much more than we are selling. This would seem to be a means for providing Europe with funds to buy wheat from us, but as a matter of fact little if any of the purchase money that American are paying out for imports from Europe ever goes out of this country. It is all used up in settling obligations that European nations and traders owe to the United States and to the business men of this country. In short we long ago paid for all that we are now buying abroad.

The export market for wheat cannot be restored until we are in position to accept goods now current for our exported grain. Our purchases from foreign countries must be in the shape of goods required for general consumption. Perhaps the only way to save the old system of

barter should be restored. There should be wheat exporting firms in this country able to accept goods instead of gold for American grain. Europe has no gold and if she had we need no more of that commodity in the United States. We have altogether too much of it now.

If the government of the United States would remit all the tariff duties on European manufactures brought to this country in exchange for wheat there would be an immediate improvement in price. The surplus that now threatens our ruin would disappear in a very short time. We could get the goods that we want at fair prices and our wheat would again supply the demands of European consumers.

### WHY NOT FEED MORE WHEAT

No one at the Chicago conference, that is none of the men who controlled things, suggested that it might be a good thing in the existing emergency to feed more wheat to hogs, cattle, chickens, sheep and other domestic animals. That is the last sort of increased consumption that the millers and bakers want to see. There is no water on their wheels in that process.

It is time to consider whether it would not be wise to feed a great portion of the wheat now on hands or about to be threshed in the country. If farmers would grind all their low grade wheat into feed and fatten their hogs, sheep and cattle with it this fall instead of buying tankage, oil meal, cotton cake and other costly feeding products the surplus would be almost gone.

It is urged that there would be no money in hogs fattened on wheat. Well there is certainly no money in the wheat at sixty or seventy cents a bushel and it is a good deal less trouble and expense to feed it than it is to haul it to market. There is no great danger of glutting the hog market. The spring pig crop is light. It would be much smarter for the farmers to feed about half the wheat in the country this year than to engage in a foolish campaign, solely in the interest of the bakers and millers to get the consumers to eat more wheat.

### SENATOR BROOKHART ON COOPERATION

The Junior Senator from Iowa is in Europe studying conditions over there. He recently made a speech in Berlin in which he declared that the organized farmers would eventually dominate the business of the world. He has visited England and says that the cooperative movement to better agricultural conditions in that country needs the help of America.

One of the purposes of Senator Brookhart's trip to Europe is to investigate the possibility of direct grain marketing by American producers to European consumers. He believes that there are great possibilities in such a movement. He is right. Much will be done in that direction in the next few years unless ill advised attempts are made to rush the movement by discrediting existing cooperative marketing agencies for the purpose of imposing outside leadership.

Senator Brookhart is also very greatly interested in cooperative banking. Working with Dr. J. P. Warbasse of the American Cooperative League he has prepared a series of amendments to the National Banking Act authorizing the cooperative organization of National banks. His bill will be introduced early in the first session of the new congress and should receive the support of all organized farmers and their representatives.

### RAILROADS ARE DOING WELL

During the month of May the Class I railroads which operate 90 per cent of the railway mileage earned a net return of six and one third per cent of the valuation tentatively fixed by the Interstate Commerce Commission. The eastern and southern lines did better than the western roads but that is a condition that may change some what during the crop moving season as the greater part of the agricultural tonnage moved by the roads originates in the west.

If the volume of business now enjoyed by the roads continues until the end of this year it is certain that Uncle Sam will have a good big lot of money due him as his fifty per cent cut in all net incomes above five and three quarters per cent. In fact some big payments are now due the treasury on last years operations, but so far none of the big profit making lines have walked up to the capitalists office to settle.

Here in Kansas there are three roads that owe the government a lot of money—the Union Pacific, the Santa Fe and the Burlington. If they would pay up there would be plenty of money to help the Salina Northern, The Kansas City and Northwestern and several other weak lines discharge their obligations to the public.

Railway presidents are talking a lot about the spread of radicalism as a threat to their interests and to property generally. That sort of talk is all stuff. The radical leaders make one convert to their cause where the extortions and law violations of the railroads make a hundred. If the railway officials of this country want to spike the guns of La Follette and other advocates of justice to shippers and travelers all they have to do is to be fair and do right. Half of the anti-railway radicals would be disarmed by the restoration of the two cent passenger rate and the other half lose their job as agitators by the promulgation of a new freight tariff reducing rates about thirty per cent.

### LIVELY TIMES IN ARKANSAS.

The Farmers Union has saved Arkansas from bankruptcy. A few years ago a legislature that met in special session for a few days passed a body of road laws that would have called for an expenditure of at least \$500,000,000 had the full program been completed. Under the leadership of President George L. Sands the Farmers Union developed enough strength during the next two years to secure the repeal of most of the special road laws and save the property of the farmers from confiscation by taxation.

It is not strange that the beneficiaries of graft and privilege do not care for Sands. Just before the adjournment of the last session of the legislature of Arkansas the Lieutenant Gov-

ernor denounced President Sands as the uncrowned king of the state and proposed to take up a collection to buy the doctor a crown. Sands and the forces back of him had cleared off a few more of the confiscatory road laws and had blocked some legislation in the interest of special privilege.

Now comes one C. L. McNutt, once connected with the Agricultural College Extension Service but now the paid state secretary of the Arkansas Farm Bureau Federation, and declares that he sees danger of the growth of a radical movement along the small farmers of the state. He dreads that recent Oklahoma history may be rewritten in Arkansas.

McNutt wants an organization backed by sound minded business men, sound minded farmers and influential newspapers to defeat the radicalism that now threatens the state, but only such an organization so backed can hope to accomplish this end. This nut or McNutt should cast out his fears. Arkansas is a state of the American Union which is guaranteed a republican form of government by the federal constitution. If Sands and the small farmers, whose only crime is that they are poor, are strong enough to run the state through majority government they will do so and they cannot do any worse than the bunch that has been in power for many years. If McNutt and his fellow nuts are in a majority they can handle sands and his farmers supporters. Shirts are too scarce and costly in Arkansas to have them torn over small matters.

### THE WAGES OF LABOR.

The purchasing power of the wage workers of this country constitute the biggest single market for the products of American farmers. This is a mere reiteration of similar statements that have been made in these columns scores of times. There are some farmers who are unable to appreciate the truth of this declaration of obvious fact. For a long time certain interests have sought to persuade the farmers that all wage increases are paid from the results of their toil. The slightest study of the history of prices shows that periods of high wages, prior to the present crisis, have been periods of correspondingly high crop prices.

Just now this principle appears to be in abeyance. Wages are higher than ever before in the history of the country and for the most part the prices of farm staples measured by the purchasing power of the producers dollars is lower than ever before. Honest men should look for a reason for a situation so threatening to the prosperity of American agriculture and so menacing to the safety and security not only of the American farmers but to the stability and perpetuity of the republic.

Wages are very high when measured in dollars but the wage workers dollar, like that of the farmer, has a greatly reduced purchasing power. A great majority of the wage earners of the country live in rented homes of some description. Rents are higher than at any previous time in this country. The finished food products made from the cheap raw materials of the farm are still at practically the war peak level. A one pound loaf of bread retails for ten cents although wheat is now less than eighty cents a bushel at the farmers shipping station. This is about the same price that prevailed when wheat was three dollars a bushel.

The whole trouble appears to be that the agencies of conversion and distribution have become so various, so costly and to greatly over-organized that both producers and consumers are seriously threatened. The organized laboring men have a considerable advantage over the unorganized farmer—they can get the wage increases necessary for them to meet the increased cost of living. The comparatively unorganized farmer, except in a few special lines of production, is wholly unable to get increased prices for his products.

### HIGH COST OF HARD ROADS

The good old state of Missouri may soon learn a hard lesson or teach a few other folks a few things worth knowing. Not so very long ago the voters, incited thereto by an intensive campaign for better highways that was undoubtedly financed by the cement, gravel and sand companies and the automobile manufacturers, voted \$60,000,000 of road improvement bonds. God and every traveler who makes a journey that way knows that better roads are needed. The only question now is how much mileage can be built with the available funds. The voters were told that the amount asked for would be enough to construct about six thousand miles of good roads.

The state highway commission has about come to the conclusion that if they get a thousand miles of road for the \$60,000,000 the state will be lucky. Reason why is that the forces that backed the amendment with their money are now planning to realize on their investment. The crushed rock companies are willing to supply material for \$1.65 a ton; the sand diggers want \$1.25 a ton; and the cement trust, modest as ever in its demands, asks only \$2.60 a barrel for its contribution to the sacred cause of lifting Missouri out of the mud. With labor high, engineers worth their weight in gold and other elements of construction at corresponding prices the six thousand mile hard roads program is gasping for breath and may give up the ghost at any time.

At a risk of being denounced as state socialists by the organs and agents of materials trusts the Commission is considering the possibility of state owned and operated cement mill, stone crushers and sand dredgers. If such a course is adopted later for the almost nation wide howl against the public going into business. It seems to be a crisis. Missouri can do either of three things: Abandon its road program until material and labor prices are reduced to reasonable levels; stand for the steel and pay \$60,000,000 for 1000 miles or less of road; or go into the road material business and produce its own sand, cement and crushed rock.

## Comment on Important Matters and Interesting Incidents

### Travel

#### Constantly Becomes

More and still more expensive. Only a few years ago when the elder Harvey was establishing the finest line of filling stations ever set up for hungry travelers I well remember that a meal such as no one ever sees in these days cost only four bits. To please and satisfy the public and at the same time make a moderate profit and to constantly improve the quality of service made up the total of Harvey's ambitions.

The founder of the Harvey system fed millions of Santa Fe passengers and so far as can be discovered never had a dissatisfied customer. He may have over fed some of his patrons but he never over charged. In the fullness of time, after he had accumulated a great fortune as a result of square dealing, Fred Harvey was gathered to his fathers and the business that he had made the first and best of its kind in the world passed to another generation.

The Harvey family surrendered much of its interest in the catering business to the Santa Fe railway or to persons influential in the management of that road. The Harvey hotels, restaurants, lunch counters, dining cars, news stands, drug stores and other enterprises still cater to the traveling public but service is no longer the key note of the system. Profit for the stockholders is now the dominant purpose of the organization.

Any one who doubts that the Harvey system is operated with money making as the principal motive should step into the restaurant at the Union Station at Kansas City and if hungry undertake to select the most modest meal with a portion of meat, a vegetable, a pot of coffee, and some dessert at a cost of less than two dollars. It is a far cry from the old time fifty cent American plan dinner to the modern two dollar snack but doubtless the profits are satisfactory.

### Tipping

#### Waiters, Porters, Maids

And other persons presumed to receive their salaries or wages from their employers is one of the modern customs that takes a lot of joy out of travelling and costs a very considerable sum of money. There are a few hard boiled customers of the roads, hotels, stations, and sleeping cars who have not yet surrendered to the imported European custom of paying twice for service. Such folks save a little money as they journey about but they suffer a good deal from lack of conveniences and from absence of courtesy that the common run of people have reconciled themselves to buying with tips.

The porter on the sleeping car always expects at least twenty-five cents. For long journeys the passenger is expected to part with fifty cents a day in order to secure all the conveniences and service to which he is entitled. There is some little basis for the sleeping car porter's tip. He cleans and shines all the shoes of all the passengers in his car, he brushes off the dust when the journey's end is reached; he gathers up and carries out all the luggage; he furnishes pillows for weary heads during the day; in scores of ways he adds to the comfort and ease of the passengers. Much of the service that he renders should be included in the price of the ticket and is so included but no one expects to have his shoes shined as a part of his Pullman fare and most folks are willing to pay a little extra for that and other attentions.

Another tip taker who helps a good deal is the red cap or station porter who meets passengers and trains and offers to tote the hand baggage. In many of the great Union Stations of the country the ticket window is a quarter of a mile from the train. Plenty of women and some men are not really able to carry their hand baggage that distance without fatigue and even danger of exhaustion when the luggage is heavy. It is not so actually necessary to tip the red cap, but the terminal company but the grateful travellers, especially on a hot day, usually dig up a dime or a quarter and regard the money as well spent.

### Waiters

#### In Restaurants

Have established a fairly uniform scale of tips. They expect to collect from each guest served at least ten per cent of the amount of the check for the meal. Probably this would not be an unfair charge if it were not for the fact that food prices in all places where anything like decent victuals is sold to the public are plenty high enough to pay for service. In fact it is in the custom of tipping waiters that the whole system of gratuities has gone furthest wrong.

As now practiced tipping is worth nothing to the waiters and waitresses who work the hardest in the eating places where moderate prices are charged for the plain and wholesome grub that is bought by average folks. Tipping the waiter in a cheap place is almost known. The more the customer pays for food the more he is expected to pay for having his order served. In the finer and more pretentious places in the large cities it is customary not only to fee the waiter who actually serves the food but to pay the head waiter for a choice table and the cook or some else also in the kitchen for special consideration in selecting and preparing the food.

So many rich people and so many

people who want to make other folks think they are rich travel about these days scattering money for service that a frugal minded citizen who objects to paying double has a tough time in getting all that he pays for.

### Legislation

#### Against Tipping for Service

Has been enacted in Iowa, and several other states. There are some hotels and restaurants in the country where the guests are expressly warned not to do any tipping. These laws and rules have done no good. They are an attempt to protect people against imposition but cannot do his own protecting and the most of the travelling public seem to believe that they are buying something worth while for themselves when they give up their dimes, quarters, half dollars, or dollars to red caps, porters, waiters, bell boys, maids, boot blacks and the scores of other parasites that make their profits by appealing to the vanity and weakness of human nature.

The whole system of tipping comes to America from countries where service is really servile where the service is only board wages from their employers and depend upon guests and patrons for their cash income. In those countries it is impossible to get service without tips. In America the situation is wholly different in at least two ways. In the first place the tip is a positive addition to the wages of a workman who is already well paid and in the second place it is a deadly blow at the self-respect of the working people to abase themselves in receiving as a favor anything to which they are not entitled as a right.

### Picnics

#### Must Provide Diversions

For those who attend. Of course the principal entertainment is eating but there should be other features of the program to use up the time between meals. Here is what was provided for the amusement of those who attended the annual picnic of the Amherst County Union held at Amherst Court House, Virginia, on Saturday, July 7th:

An address by the head of the Extension Service of the Virginia Agricultural College. Dr. Hutchins, the director, devoted his entire time to a discussion of the history, purposes, and results of the Virginia-North Carolina Bright Tobacco Co-operative Association. He made a good logical argument in favor of commodity marketing.

The horse shoe pitching championship of Amherst county was next decided. The winner was awarded a full set of horse shoes as a prize. The last contest before eating was a contest in hog calling. Nine farmers demonstrated their ability to call pigs from the woods to the house.

Each was allowed three trials and could use any tone, words, or signals at that in his judgment would best attract the wandering swine. None of the contestants measured up to the performances of pioneer settlers of Kansas who developed much skill in calling their pigs from the free ranges of the early days in Linn, Missouri and other eastern Kansas counties where the sovereign squats formerly fattened their hogs on the abundant mast. The judges, including the writer, decided that hog calling is a lost art, but awarded a prize to a fine pig, to the contestant who gave the best imitation of the old time calls.

Guessing at a rooster's capacity for corn was the next pastime and this contest was open to ladies only. A pure bred Rhode Island rooster that had been kept without food for a couple of days was the central figure of this contest. Each woman wrote of her name and her estimate of the chicken's capacity for grains of corn on a slip of paper after which a

trustworthy committee fed the rooster shelled corn as long as he could eat a grain. Unfortunately one of the picnicers had left a great slab of layer cake, alongside the rooster's cage and within reach of the hungry chicken. The bird ate all the cake and was called on to do his stunt on the program which his crow was filled. He was a brave chicken, however, and found space in his oaken-crowded craw for 215 grains of Boone County White corn. The winner of the prize, which was the bird itself, guessed 218 grains missing the rooster's performance by only three grains. Had it not been for the cake incident those who know chicken appetites say that the bird would have stored away at least 700 grains of corn.

The chicken, having played his part in the regular program but was enjoyed by all present. This was a two inch rain that began just before the national lecturer finished his address. Virginia had been almost bone dry for about two months. Corn was rolling up, the pastures were dry enough to burn, there had not been enough moisture to start tobacco plants, and so of course the rain was the best part of the day's entertainment.

The baseball game was necessarily abandoned and the only remaining exercise consisted in driving the Fords back to the farms over the roads made unbelievably slippery by the rain. A good time was had by all.

### President Harding

#### Has Greatly Increased

His present popularity since he left Washington about three weeks ago for his speaking trip throughout the country and his visit to Alaska. A correspondent of the Baltimore Sun who is with the presidential party says that so far Harding is excelled in baby kissing by only one possible or potential chief magistrate, the Hon. Bill Ayers of Wichita. The Sun man says that Bill can spot Harding at least three babies to the crowd and still beat the president at this honored political game.

Like Harding, Bill Ayers has qualifications other than baby kissing as a candidate for the presidency. His residence in Wichita may disqualify him with certain ten minute eggs who doubt whether anything worth while in the way of public men can come out of that city but there are lots of folks who do not hold him responsible for the continued existence of Henry Allen and Sam Amundson. If the national democratic convention follows Bryan's suggestion and nominates Ayers, Harding may have quite a race on his hands next year.

### Radicals . . . . . Of Many Varieties

Have been holding a get together convention in Chicago for the purpose of organizing one big strong third party preliminary to electing a president of the United States and some congressmen, senators and governors. As usually happens in such gatherings the discordant jangling elements could not agree and the conference adjourned with two third parties asking for the support of all the progressives, liberals, radicals, bolsheviks, communists and socialists in the country. The union of such groups holding opinions so diverse is of course impossible. It is certain however, that if all the elements represented at the Chicago conference could be assembled under one tent they would put on the biggest show ever presented for the entertainment of the great American electorate.

One of the groups that came out of the Chicago wrangle calls itself the Federated Farmer Labor Party of America. This name appears to be open to a good deal of criticism. None of the members of the new party are either farmers or laborers and the federation cement does not appear to take hold with any really binding force. Also, although proposing to take part in American politics, it is certain, judging by the names of the leaders and the nature of the political program set forth, that there are many few Americans in this new political organization. Otherwise the party seems to be all right.

### Persimmons Can Be Produced

Anywhere in the United States south of the Kaw river. This is a fruit that has been greatly neglected and that should receive much more attention. Taken in the proper quantities and at the right time persimmons will close many an opening that now menaces the public welfare. The producers of persimmons are organizing to secure a better market for this typically American product. Plans have already been made for an educational campaign to secure greater domestic consumption of this fruit. It is needless to say that the slogan of the new propaganda is "Eat More Persimmons."

### France Has Finally Ratified

The Treaty of Washington which provides for a reduction in the battleship building program of the great powers. If the reduction of armaments recommended by the Washington Conference is finally agreed to by all the parties interested, it might be a good thing to call another international congress to agree on a plan for abandoning the use of the bow and arrow, the short sword and the catapult in modern warfare.

### INSURANCE AT COST

Life insurance at cost is the service being given by the New Era Association, a co-operative company, of Grand Rapids, Michigan. Organized twenty-five years ago with a few members, this co-operative has grown by reason of its "Golden Rule" policy until it now has more than 35,000 members in 320 local branches. Over \$40,000,000 worth of insurance is now in force.

The plan of the New Era Association is strictly co-operative. Life insurance is written at rates merely sufficient to pay death benefits, and cover modest operating charges, and to build up a necessary reserve. There are no high salaried officers, no "bottle funds" with which to corrupt legislatures, no gigantic reserves invested in speculative real estate. The company is owned by those whom it insures, and by no one else. No member has a greater voice in the co-operative than any other member. The rates charged by the New Era Association are far below those charged by private insurance companies.

"Humanity above property," is the motto of this co-operative, which is steadily growing in membership and in power by reason of its service to the public.

Co-operative spirit grows in the locals.

People who don't change their opinions usually have none worth changing.



## Boys' and Girls' Club News

## ROCK COUNTY ROUND-UP

On April 21, a round-up was held at Janesville, Wisconsin, and about ninety boys and girls enrolled in the dairy, sheep and baby beef clubs of Rock County. Despite the storm there were more than 150 present at the noon banquet. During the morning boys and girls were shown through the high school by students of the agricultural classes. L. E. Jackson talked on the merits of keeping up the record books and importance of the same. Reid Murray, Secretary of the Wisconsin Livestock Breeders' Association, announced that special prizes would be given by the state association: first prize would be a silver cup; second prize a fancy halter; third prize a fancy calf blanket; fourth prize a fancy calf. T. L. Berwick, state club leader, J. A. Craig, and Earl Cooper also spoke. Perhaps the feature of the meeting was the talk made by eleven-year-old Edith Clark who told how she and her sister Alice cared for and trained their prize calves.

## HOPE OF FUTURE LIES IN BOYS AND GIRLS.

H. L. Russell, one of the leading college deans of the University of Wisconsin, has made the remark that our hope in the future lies in our attitude toward the young, rather than in the transformation of the old. This is undoubtedly the sentiment of every one interested in the future of our agriculture and our young people.

Adult population who can be considered an asset in the world rather than a liability, are those who retain the child mind, or who are still capable of wonder, enthusiasm and experiment. As Dr. Frank Crane states in a recent editorial, "When these three elements fail, the man who is out of his grave is out of place."

As we already know, club work has for its aim, first of all the betterment of the boy or girl and if we hope to bring this about, dealing with livestock and home projects is certainly one of the best ways. We must also prove to him in his youth that farming is worth while, and although many discouragements must be met with greater basic training along these lines will do away with much of it. The social side of the boys and girls life should also be considered and meetings and contact with other club members has done much to brighten the rural youngsters' view point of life.

It is well to remember that our boys and girls of today are the future citizens of tomorrow, and when we take into consideration the fact that each individual in this class are bundles of possibilities, whereas, adults, as a general rule, are fixed quantities, it seems well worth the time and effort expended in club work to stimulate and guide the younger generation along better ideas of agriculture and home economics and also assist them in becoming better citizens.

## NORTHWESTERN GIVES PRIZES.

What is said to be the largest prize offer ever made to stimulate boys and girls work has been made by the Chicago & Northwestern Railway Company, according to the "National Boys and Girls Club News." A prize in the form of a free trip to the second annual boys and girls club congress to be held in Chicago, December 1 to 8, will be given by the company to champion in boys and girls club work in each county traversed by its lines which has a full-time extension agent under the direction of the agricultural college. This will include more than 300 counties. The announcement says: "The Chicago

& Northwestern Railway believes that boys and girls club work is the most effective activity in promoting agricultural efficiency and prosperity. In this they are vitally interested, for agricultural prosperity means railway prosperity." If larger production is the aim of the railroads, as exemplified in this offer, farmers will hope that the railroads will add to their equipment, for they cannot furnish cars enough now.

## CARING FOR CALVES.

When the young livestock owner takes charge of his calves he should aim to keep them growing constantly. A set back is hard to overcome and adds materially to the cost. One of the chief faults among dairy farmers is feeding the young animal well while it is in the barn and then when it is weaned, turning it out to pasture where it is neglected and often becomes stunted. Sometimes stunting is permanent and results in undersized mature cattle.

Unless the animals are turned into lush pasture it is much easier to feed and care for them in the barn. Many dairymen do not turn spring calves out to pasture the first summer, this way they avoid heat and flies, both of which are hard on the little fellows.

Pasture intended for calves should have plenty of shade and plenty of water and the young animals should not be turned on the pasture until the grass has obtained good start. If possible the calf pasture should be located near the barn in order to make it convenient to keep track of the animals. It is advisable to give a little grain once a day and twice if the feed gets at all short. Salt should be easily obtainable, preferably should be kept under cover.

A good grain mixture for growing dairy calves consists of:

300 lb. corn meal, hominy feed or ground barley.

300 lb. ground oats.

300 lb. wheat bran.

Fifty pounds of linseed meal may be added; in late summer when hot weather has dried up the pasture it is advisable to use at least one hundred pounds.

Grain feeding depends upon the condition of the pasture, especially after the animals reach eight months of age. If grass is plentiful, green and succulent, grain may not be needed for good growth, but concentrated feeds are required when the pasture grass is eaten down closely in the late summer.—Holstein Breeder and Dairymen.

## CHANGING FROM RED TO BLACK-AND-WHITE

At Manchester, Iowa, on May 26th, twelve red Holstein heifers were changed to black-and-white by a procedure of boys and girls who have formed a Holstein Calf Club. Six more youngsters having made application to join the club. All of the heifers so far obtained were accounted for by Mr. Ferguson and will be judged by him at fair time when the prizes will be awarded for the development of the animals and the care given them rather than on their individuality.

## BOYS GROW BEANS TOGETHER.

An adventure in co-operative farming was started by a junior extension club in Hollis, N. H. Six boy members hired 1 1/4 acres of land near the center of the town, according to a report by Club Agent Harold W. Eastman, and each boy staked off his share to care for during the season. The boys will raise shell beans. They bought their seed and fertilizer co-operatively and hired a tractor to plow and harrow the field.

## PEOPLE DRINKING MORE MILK

Milk to the amount of 945 lbs. was consumed in some form or other by the average American last year. According to the United States Department of Agriculture, nearly 103 billion pounds of whole milk was used in 1922 in the production of butter, cheese, ice cream, milk chocolate and various other milk products including 47 billion pounds consumed as milk. The quantity of whole milk used in 1921 was approximately 99 billion pounds, which includes 45 billion pounds consumed as milk.

Consumption of milk for household purposes increased from 49 gallons per capita in 1921 to 50 gallons in 1922 according to the department's figures. Consumption by city folks increased 2 gallons per capita, but lack of any increased consumption in rural communities pulled down the average increase for the country as a whole to one gallon.

A big increase in consumption of milk chocolate is shown, 105 million pounds of whole milk being used for this purpose in 1922 as compared with 40 million pounds in 1921.

The number of milk cows on farms January 1, 1923 is placed at 24,429,000 is compared with 24,082,000 cows on farms January 1, 1922. To the average of these two figures, is added 1,250,000 cows in towns, making a total of 25,679,000 milk cows producing approximately 103 billion pounds of whole milk or an average production of 4,020 pounds per cow. Average production per cow in 1921 was 3,945 pounds.

Some town folks think that the hens will scratch a living for themselves and the farmer. They do help some, with lots of care and feed.

The Farm Journal says, that it is no trouble to grow two weeks where but one grew before. Come to think of it where one week grew last year from 40 to 47,936 will grow this year,

## Wheat Pool News

Pooling wheat is getting to be a popular sport among the farmers and threatens to spoil the game of a few distinguished gentlemen in this country who call themselves "grain brokers" but whom the farmers have come to know as gamblers, and are called by some, parasites.

The price of wheat is so low that it is not worth mentioning when the cost of producing it is taken into consideration.

It is rumored that the new crop of wheat is to be bought at seventy-two cents per bushel, and the present price indicates that the rumor is not altogether groundless. What shall we do about it?

If we dump it on the present depressed market we will be doing what the speculators figured we would do and will be playing into their hands according to their directions.

If we get the price that is offered, it is only a mere alms taking and is a disgrace to the American Farmer to belittle his efforts by offering him a sum for his services that does not pay back to him the actual money he has given to some one to help him get the crop ready for market. The sum offered leaves his services unpaid for which is nothing more or less than highway robbery and is a slap in the face of justice and a blow on the cheek of liberty and an act that puts Captain Kidd and his band of pirates to shame.

If we pool we can get an advance on the wheat at the local elevator of sixty to seventy-five percent of the market price, which is only a few cents less than we are offered now and we do not relinquish the title to the profits that are sure to be made on the wheat if it is marketed orderly. The American consumer pays a price that is out of proportion to the price we receive for the dumped wheat, but which would be a more direct and eliminated the speculator's profit.

Let's pool our wheat, everybody's doing it.

Hackney Farmers Union Elevator sends in the first carload of wheat in the pool and Kellogg follows with the second. Hackney and Treham have two more carloads ready to ship. All of these elevators are in Shipley county.

"Go ring the bells and fire the guns and fling the stary banners out. Shout FREEDOM, till the sleeping ones give back their cradle shout."

Make a long mark for L. V. Tannehill and throw your hat up in the air for he has VOLUNTEERED to send in his contract signed up. To him be the credit of being the first Farmers Union member to voluntarily send in a signed contract.

Clifford Miller of Brewster has surprised the natives by going out and rounding up five men for the pool. Clifford is alive all over town his head to his foot and has an intelligent bunch of farmers to work among. This explains why he has made a remarkable showing for a new man.

O. V. Davidson sends in a mail sack more or less full of contracts from the vicinity of Shields in Lane county this week. When the farmers see Davidson coming they have no place to hide behind a bush or tree for such things are not there, but they have to stand and listen to what he has to say and if they do their objections melt down before his sledge hammer argument like a snow ball on a hot stove and when one of them is whipped he acknowledges it by signing a contract.

The Kansas Wheat Growers, are putting on a big contract drive in Saline county this week, and have a whole page advertisement in the Saline Daily Union, noting the fact that they are here to organize Saline county 100 percent strong in the 100 percent compulsory wheat pool. Cutting is organization, manager working under Corporation, our ex-working under the Auditing Association, we guessed that when Corporan got in the Wheat Growers would make a showing, but didn't expect quite such quick returns. Good luck to you, boys. It's the 100 percent pool that we want to keep going and it costs us a few members we still wish you God Speed.

M. L. Amos and myself cleaned up on a few of the fellows in Ellsworth county Saturday. That was the first trip that Amos had made in the interest of the pool but he stood up to those farmers and talked pool just like a veteran, cutting down their objections like falling a tree with the light could shine down on them. Amos has been in the co-operative business for years and has seen some real action service, and was color bearer at the battle of Great Bend in 1921.

M. O. GLESSNER.

## KENTUCKY FARMERS' UNION FORMING CO-OPERATIVE MARKETING ASS'NS.

Farmers' marketing organizations are being set up at Lexington, Ky., under the supervision of the state division of the Farmers' Educational and Co-operative Union of America. The Farmers' Union Cereals Association was incorporated December 18, 1922; the Farmers' Union Wool Growers' Co-operative Association was incorporated May 17, 1923; the Farmers' Union Co-operative Stockyards Company was incorporated June 4, 1923; the Farmers' Union Poultry and Egg Association, and the Farmers' Union Supply Company of Kentucky, are to be incorporated in the near future. Membership in the Farmers' Union is a requirement for membership in any of the marketing associations.

The creamery association is organized with capital stock to the amount

of \$250,000, of which \$150,000 is common stock and \$100,000 preferred. Shares of both common and preferred stock are one dollar each. The common stock is sold only to dairy producers and it has all the voting power; the preferred stock is limited to 8 percent cumulative dividends and is sold to anybody. One-fifth of the preferred stock is to be retired each year, beginning January 1, 1923. The purpose of the preferred stock is to furnish capital for obtaining plants for the handling of milk and cream.

Members of the association sign a marketing agreement providing for the sale to the association of all cream for the five years, 1923, 1924, 1925, 1926 and 1927. The contract provides for liquidated damages, in case of breach of contract, of \$5 a cow, also for injunctions, decrees of specific performance, attorney's fees and court costs.

The dairy-producing section of the state has been divided into seven districts, in each of which it is planned to establish and operate a creamery as soon as sufficient contracts have been signed. The districts and the required number of cows for each, are as follows: Cincinnati district, 10,000 cows; Louisville, 10,000 cows for cream, 12,000 cows for milk; Lexington, 8,000 cows; Danville, 7,000 cows; Campbellsville, 6,000 cows; Bowling Green, 7,000 cows; Maysville, 8,000 cows.

The required number of contracts for the Maysville district have been signed and a creamery which was taken over by the association in January and equipped with modern machinery began operation on June 1 as a cooperative enterprise. Butter is being manufactured for the New York market and ice cream is made for sale in the nearby cities and towns. With creameries in operation in each of the seven districts it is believed that the output of butter will be sufficient to permit shipment in carlots and the establishment of the association's own selling office in New York City.

The Farmers' Union Wool Growers' Cooperative Association is organized without capital stock. It is controlled by a board of fifteen directors elected through primary county elections. The marketing agreement provides for the sale of wool to the association by the grower. Liquidated damages are fixed at ten cents a pound. Wool of like quality is to be included in yearly pools.

The Farmers' Union Stockyards' Company has purchased stockyards in Lexington and is already receiving and selling live stock. The company is capitalized at \$50,000. Auction sales are being held every Wednesday.

The poultry and egg association will begin functioning as soon as the minimum number of signatures has been obtained in any one of the seven districts which have been established for cream and egg marketing. The districts and the requirements for each are as follows: Cincinnati, 200,000 hens; Lexington, 300,000 hens; Danville, 300,000 hens; Campbellsville, 200,000 hens; Bowling Green, 300,000 hens; Maysville, 190,000 hens. It is proposed to establish a central packing house and cold storage plant in each district and to pack eggs and poultry for the New York City market.

The marketing agreement for the poultry and egg association covers the sale of these products to the association for the six years, 1922-1927. The contract provides for injunction in case of breach of contract, decrees of specific performance, attorney's fees, court costs and liquidated damages of seven cents a dozen for eggs and five cents a pound for poultry. The Officers of the Kentucky Division of the Farmers' Union are empowered to conduct the necessary organization work for bringing the poultry and egg association into existence.—Agricultural Co-operation.

## A LIVING FROM CHICKENS

Comfort and financial security were attained last year by a Colorado woman as through her poultry keeping, although the main farm crop was almost a failure. The wheat crop was only 90 bushels and the barley 30, besides a small amount of corn to be fed to the livestock. A report received by the United States Department of Agriculture states that after culling her flock and selling the culs for \$106 this woman bought lumber to enlarge the poultry house so as to have more space for the pullets. She brought \$597.20, which was sufficient to pay the annual taxes, build the poultry house, pay the interest on money borrowed for the farm, add a new room to their tar-paper house, and finish the inside of two rooms. This enabled the family to have a cozy, warm, three-room house, which was much more comfortable than the one room and lean-to kitchen they had had before.

Wood ashes make splendid garden fertilizer, and they are almost ideal if mixed half and half with acid phosphate, but you must apply the mixture at once for the best effect.

Now comes the Farmers' Union picnic season. Make the speaking a profitable feature by allowing nothing whatever to interfere with it.

Just as far as co-operation is extended it breaks the power of profiteering monopoly.

Roundworm eggs and disease producing germs are harboring in the hog lot—plow it up every two years.

We should be as exact in measuring and accounting for our time as we are in respect to our money.

## 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 insertion; four or more insertions 4 cents a word. Count words in headlines, 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

FOR SALE—A CHOICE SUBURBAN HOME of forty acres. Well improved. References: Charles Simpson and John Tromble both of Salina. H. D. Collins, Erie, Kansas, Neosho County 49

## SEEDS

ALFALFA \$7.00 BUSHEL. SWEET Clover \$7.00. Grimm alfalfa \$22.00. All seed shipped from eastern Kansas. Satisfaction or money back. M. C. Meier, Salina, Kansas. 45-17

## STOCK

IF YOU WANT HOLSTEIN OR GUERNSEY calves, either sex, practically pure bred, write Edgewood Farm, Whitewater, Wis. 51-

FINE COLLIE AND SHEPHERD PUPPIES. E. A. Ricketts, Kincaid, Kan. 49-

REGISTERED DUROC JERSEYS. Immured, banded and bred sows, years time. VALLEY SPRING STOCK FARM, Birmingham, Kansas. 49-

## FINANCIAL

4 Per Cent—FARM LOANS—6 Per Cent. THE M. E. FORD AGENCY, Salina, Kansas. 49-

## KODAK FINISHING

ANY SIZE 6 EXPOSURE FILM DEVELOPED and 6 prints 4c. Reprints 5c. E. J. Jensen, Coln or stamps. Mail Order Film Company, Salina, Kansas. 52-17

## POULTRY

CHOICE SILVER LACED WYANDOTTES. Choice, Early hatch, prize winners, \$2.50. D. Norton, Herington, Kansas. 22-17

## PERSONAL

Handsome lady of means: would marry if suited. (Stamp) Violet—Box 787, Dennison, Ohio. 49-

## PET STOCK

FOR SALE—4 male White Rat Terrier pups \$4.00 a piece. Geo. Taylor, Oak Hill, Kansas. 49-

## HELP WANTED

EARN MONEY AT HOME DURING SPARE TIME. Embroidering, sewing, etc. Experience unnecessary. Domestic Art Company 530 W. Fifth St. 49- Wayne, Indiana. 49-

WANTED—WOMEN-GIRLS. LEARN Gown making at home. \$35.00 week. Many openings. Learn while earning. Sample lessons free. Write immediately. Franklin Institute, Dept. A-522, Rochester, N. Y. 51-

VACANCIES CONSTANTLY—U. S. GOVERNMENT positions. \$95-\$250 month. Men-women 18 up. Steady. Vacations. Perfect home free. Write today. Pure Franklin Institute, Dept. A-51, Rochester, N. Y. 51-

MANAGER FARMERS' STORE open for position August 1st. Twenty years experience. Good for twenty more. A pusher who knows the business. Address "Peep" care of Farmers' Union, Salina, Kansas. 50-

## YOUR OWN FIRM

Will Give You BETTER PRICES BETTER FILLS BETTER SERVICE Try Them Farmers' Union Live Stock Co. 446-8-10 Livestock Exchange Kansas City, Mo. 50-

## MARKET WHEAT ORDERLY

A square pool is turning wheat into round Money

For Kansas Signers

Add your name to the pooling list and forget Market Worry

F. U. Co-operative Wheat Marketing Assn.

101 New England Bldg.

Kansas City, Mo.

## FARMERS CLASSIFIED AD

Use This Form — It Saves Delay

Mail This to THE KANSAS UNION FARMER Salina, Kansas

Rate: 5 cents a word on single insertion; 4 cents a word each week if ordered 4 or more consecutive weeks. Minimum charge is 50c. Count initials or abbreviations as words

Now comes the Farmers' Union picnic season. Make the speaking a profitable feature by allowing nothing whatever to interfere with it.

Just as far as co-operation is extended it breaks the power of profiteering monopoly.

Roundworm eggs and disease producing germs are harboring in the hog lot—plow it up every two years.

We should be as exact in measuring and accounting for our time as we are in respect to our money.

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## FOR SALE AT A BARGAIN

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

## The Farmers National Bank SALINA, KANSAS

Solicits Your Business Oldest Bank in Saline County

## SALINA SANITARIUM

J. M. GAUME, M. D.

Specialist rectal and colon diseases Also Sclerotherapy for Rheumatism Piles cured with out the knife Little or no detention from business Phone 2000, Salina, Kansas Call or write for further information is the statute book.

## \$5.00 A THOUSAND LETTER HEADS OR ENVELOPES

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## WANTED

ELEVATOR MANAGER Employment Department Farmers Union Jobbing Ass'n. 106 New England Bldg. Kansas City, Mo.

## KANSAS CITY HAY MARKET

The prairie market was easy the first of the week but steady the latter part, with prices unchanged, to \$1 lower. Normal quotations for 10-day are as follows:

No. 1 ..... \$12.00-12.50 No. 2 ..... 10.00-11.50 No. 3 ..... 7.50-9.50 Packing ..... 6.00-7.00 Alfalfa has been steady with no change in quotations, which are as follows:

Sel. Dairy ..... 21.50-22.50 Choice ..... 19.50-21.00 No. 1 ..... 18.00-19.00 Standard ..... 15.50-17.00 No. 2 ..... 11.50-15.50 No. 3 ..... 9.00-11.00

The Timothy market has been easy. The following quotations show a decline of from \$3 to \$4:

No. 1 ..... 15.50-16.00 Standard ..... 14.00-15.00 No. 2 ..... 13.50-14.00 No. 3 ..... 11.50-13.00

Clover mixed is \$2 to \$2.50 lower, and Clover \$1 to \$2 lower, with normal quotations as follows:

CLOVER MIXED—Light ..... 16.00- No. 1 ..... 14.50-15.50 No. 2 ..... 12.50-14.00

CLOVER—No. 1 ..... 14.00-16.00 No. 2 ..... 11.00-13.50 There was one car of straw in this week. Straw is quoted nominally at \$8 to \$9, which represents an advance of \$1 to \$1.50.

Receipts: 139 cars prairie, 50 cars alfalfa, 100 timothy, 23 clover mixed, 1 straw, or 313 cars this week, 283 a week ago and 270 a year ago.

FARMERS UNION JOBBING ASSN.

## PREUS AND OTHER "DIRT" FARMERS.

Governor Preus' Chicago Wheat Conference is now a matter of record and history. It was held far enough away from the wheat territory this time so that the real wheat growers could not have too much influence, and so resulted in resolutions absolutely contrary to the St. Paul conference last winter. With James F. Bell representing Minneapolis Milling interests, as the main directing power in the background, an organization called the National Wheat Conference was perfected with the following "dirt" farmers as members:

O. E. Bradfute, president of Farm Bureau Federation; Daniel A. Wallace, wealthy publisher; Julius Fleischmann, president Fleischmann Yeast Co.; Alexander Legg, president International Harvester Co. of America; E. Edison White, president Armour & Co., packing company; H. E. Bryman, president Chicago, Milwaukee & St. Paul railroad company; George E. Jewett, manager American Wheat Growers Assn.; Robert W. Bingham, publisher, president of the Taggart Baking Co.; Sidney Anderson, Republican member of congress from Minnesota.

During the conference and since, wheat has steadily declined in price and is now at the lowest figure in many years. The wheat growers are being asked to vote for Preus for United States senator at the special election on July 16th—and some of them will.

The grain gamblers were so delighted with the outcome that the Ohio Grain Dealers' Association adopted resolutions congratulating Preus and his friends on the fact that "nothing had been done."

A. D. Fairbairn, an agricultural writer of Washington, who was a delegate to the conference, made the following comment after the gathering had adjourned:

"I have attended a number of fake farm conventions called for the ostensible purpose of helping Uncle Reuben, but for spurious professions of regard for the farmers of the nation, none could be placed in the class with this wheat conference. The truth is the conference was called by standpaters in the interest of Governor Preus of Minnesota."

"The Armour people, the railway magnates, the United States Chamber of Commerce and Governor Preus and Governor Nestor were perfectly willing that the railroads should be established, but when it came to the basic industry of the United States, why, that must take care of itself,"—Ortonville Star.

City business men meet in their chambers of commerce almost every day. If farmers are going to hold their own, they should meet at least

## Fill This Please!

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NOTE: Count your name and address as part of advertisement



# 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. 464 of the Farmers Union meets in Union Hall the second and fourth Tuesdays of each month at 7:30 p. m.

L. E. Root, 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.

J. R. Horton, Pres.

## ORDER PRESIDENT BARRETT'S BOOK

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

C. E. Brasted, Secretary.

## LINN COUNTY QUARTERLY MEETING

The quarterly meeting of the Linn County Farmers' Union locals will be held at LaCygne, Kansas, on July 28, at 10 o'clock. All locals are requested to be there. Please send your delegates, and come yourself and be sociable.

R. R. Reece, Sec.

## THE FOURTH AT PAOLA

In answer to a communication from J. A. Jern, I left Salina on the third bound for the eastern part of the state where I was billed to speak at a picnic, under the management of the Band B Amusement company, a local organization of two men who had taken the responsibility of organizing a picnic, and putting on a program of entertainment. The beautiful Wallace park was the place chosen to have the picnic, on the outskirts of Paola.

Having heard of John Brown Park at Osawatomie, I decided to have a look at that before going to Paola, so therefore got off the train at that town and investigated.

The cabin of John Brown has been installed in the park in the exact shape that it was built by Brown years ago when Kansas was in about as much trouble as the farmers are today. The cabin is built of hewed logs, chinked between and plastered, a slab roof and wide boards in all floor, small window panes, but in a substantial building but measuring up to the standard of beauty set by the modern bungalow in the city.

Rain threatened to spoil the picnic at the park at Paola the next day as we stepped off the Missouri Pacific excursion train that hauled us free of charge from Osawatomie. The sun came out in all his glory and the Kansas breeze struck up gently and by eleven o'clock or a little after, the roads were passable and the parade started from up town, headed by one brass band, and a fife and drum corps, followed by the Co-operative float which was decorated in the most part by a bunch of clowns painted up for the occasion one clown especially, dressed as a woman, an made a complete hit with N. J. Kaiser, who was riding in the float with the manager, the airplane pilot, the parachute jumper and myself. Kaiser is a widower and didn't notice that the clown was a man painted up, till after he had several attempts to start a flirtation turned down.

Several other decorated cars made up the parade which was not as large as some expected but was good considering the rain as being responsible for the large part of the parades being absent.

Band music after dinner and a speech as announced by yours truly of the Farmers Union. A thirty minute talk was attentively listened to by about five hundred people from the farms and from the city. Merchants and farmers sat together and listened to a brief history of the Union, its accomplishments, and its final goal—the returning to the farmers of a greater return from society for the service rendered.

Potato races, foot races, sack races and other stunts, by the youngsters, kept the spirits up in good shape. The ball fans retired to the ball park where the best game the writer ever witnessed was played between the Paola White Sox. The teams were well matched in all particulars, robust, clean, manly fellows, all of them and put forth the best they had in them for twelve rounds without a score on either side being made. At the thirteenth inning Osawatomie got two scores and Paola came back at them with one score. This ended the best game of ball played in the United States on the Fourth of July.

While we were watching the game from a part of the stand was announced the progress of the big games in the different parts of the U. S. Also we were kept in touch with the races at Kansas City and the big fight at Shelby, Mont., where hosts of people witnessed a Spanish Bull Fight put on by two humans.

While we were waiting for a big play at home, a wreck in Kansas City of a knockout at Shelby, our air thrillers put on their part of the show by riding in the air at a distance of 3000 feet and dropping to the ground in three parachutes letting one go to drop a ways until the second one opened up and so on till the man reached the ground in safety.

Thousands of firecrackers and torpedoes in the hands of the Young Americans kept the thought in mind that it was the Fourth of July a century and a half old, with the same spirit still alive. The drummer boy who appeared in the entertainment that night, was only three years of age. Our little musician played his part to perfection, as the family of musicians, entertained till the crowd gave way for the dance which lasted till every one could leave with the feeling of having been royally entertained under the auspices of the B and B Amusement Company.

M. O. GLESSNER.

## NEBRASKA FARMERS' UNION NATIONAL LIVESTOCK PRODUCERS JOIN FORCES

The inevitable trend of organized agriculture toward amalgamation is evidenced by the decision of the Nebraska Farmers' Union and the National Live Stock Producers' Association to operate only one cooperative live stock commission company at Sioux City, Iowa. The exact terms of the agreement are set forth in the following resolution which was passed unanimously by the board of directors of the Nebraska Farmers' Union on June 9:

"Believing that it is to the best interests of the live stock producers living tributary to the Sioux City market to have their cooperative live stock marketing agency connected with the National Live Stock Producers' Association of Chicago, Illinois, I move that the Farmers Educational and Co-operative State Union of Nebraska affiliate the Farmers' Union Live Stock Commission at Sioux City, Iowa, with the National Live Stock Producers' Association of Chicago under the following conditions:

"That the directors of the Farmers' Educational and Co-operative State Union appoint two live stock producers living tributary to the Sioux City market and the National Live Stock Producers' Association appoint one live stock producer living tributary to the Sioux City market. These three men to compose a committee and are hereby given authority by the directors of the Farmers' Educational and Co-operative State Union to supervise the affairs of the Farmers' Union Live Stock Commission, Sioux City, subject to the approval of the President of the Farmers' Educational and Co-operative State Union, and the president of the National Live Stock Producers' Association.

"The length of time for such supervision to continue until January 1st, 1924 or until the live stock producer members of the Farmers' Union Live Stock Commission of Sioux City, Iowa, convene in convention at Sioux City for the purpose of electing their directors and perfecting their own organization to operate their live stock commission agency in co-operation with the National Live Stock Producers' Association.

"It shall be the duty of the Farmers' Educational and Co-operative State Union of Nebraska to give notice of such convention thirty days prior to January 1, 1924, and in case they fail to do so, it is hereby understood that the National Live Stock Producers' Association may give such notice and cause the convening of such members for the purpose herebefore mentioned. Also that the directors of the Farmers' Educational and Co-operative State Union of Nebraska authorize the payment of twenty-five cents per car to be paid monthly on all cars of live stock sold by said agency to the National Live Stock Producers' Association of Chicago from this day. Also, that the necessary expense of said committee be paid out of the funds of the Farmers' Union Live Stock Commission of Sioux City, and that the Farmers' Union retain its identity."

The proposal was presented by President John G. Brown for the National Live Stock Producers' Association. Fifty co-operative live stock shipping associations in Iowa, Nebraska and South Dakota tributary to the Sioux City market, have already signed up. The committee of three which will supervise the administration of the co-operative commission agency at Sioux City is composed of L. P. Klopfer, Sergeant Bluff, Ia., Nels Johnson, Wingate, Nebr. and S. B. Potter, Walthill, Nebr.

Members of any state-wide farm organization are eligible to membership in the Sioux City company without further fee.

## BELGIAN CO-OPERATORS BUILD STRONG BANK

Co-operators and organized labor in Belgium pooled their financial capital two years ago in starting a great financial institution to back their joint movement on behalf of the common people of that country. Now they report to the All American Co-operative Commission a flourishing, and

prosperous bank which has already to its credit resources of well over 7,000,000 francs.

The Deposit and Loans bank, as the co-operators' and workers' bank is called, is located at Ghent, the birthplace of Belgium's cooperative movement. It is managed by representatives of the Belgian Cooperative Wholesale Society, the Belgian Co-operative Union, the bank of the producers' cooperatives at Ghent, the Belgian Labor Party, and the great Belgian cooperative insurance society.

On the first of January, 1923, the deposits amounted to \$614,894 francs, while the capital and reserves of the bank were 115,184 francs. Twenty-six cooperative societies contributed a third of the total deposits, while the remainder was deposited largely by the trades unions of the country.

The bank undertakes discount operations and grants credits and loans to cooperative societies affiliated to the Belgian Wholesale Cooperative Federation or society approved by the Federation. At the beginning of the year the total of the loans granted by the Bank amounted to 2,556,275.

With the strong backing of this prosperous cooperative bank, the movement can extend its operations to increasingly important enterprises. Reliable financial control is the foundation of every great industrial movement today, and co-operators in every industrial country of the world are making doubly sure that their great enterprises have a firm foundation in sound and democratically controlled banking.

## A FABLE FOR FARMERS

While on his way from Ruberville to Jaztown, a certain husbandman fell among financiers.

Being thoroughly trained in the higher efficiency school, they promptly and systematically deprived him of his belongings.

His garments were taken by the high-tariff agents, his shoes were seized by railway managers, on the plea that they threatened unfair competition with the transportation monopoly. His purse and watch went to the bankers for interest on his mortgage.

The good Samaritan came by as the spoils were being divided. "Have pity," he entreated. "Don't you see that if you leave the poor man naked and helpless he cannot produce anything that you can take from him the next time he comes this way? I urge that the council of wise men, which is congress, make a law for farm credits, so that he can borrow from you some of that which you have taken away."

Recognizing the necessity for furnishing an incentive to industry and opportunities for the investment of capital, the kind-hearted financiers consented to allow the husbandman to go back to his farm, provided he agreed to pay for the privilege of utilizing the credits that his labor had created.

## BETTER QUALITY CREAM

Dairy products of first class quality can only be produced from clean, raw material.

Milkers should see that the cow's udders are clean and all utensils, including separator are thoroughly sterilized.

Cream should be cooled immediately after separating and carefully protected from filth and dirt.

Milk and cream are easily contaminated, taking up odors readily. Separate the cream in a separate vessel, holding until the animal heat is eliminated before mixing with previous separations. Stir cream as often as possible, especially when mixing. This will not only cool the cream, but will also keep it in smooth state and when the cream buyer receives the cream he can get an accurate sample.

The producer that sells second grade cream is holding the price down on his product for the creamery cannot make high score butter when they receive a large per cent of poor cream. They will be able to get more for their butter if they can raise the score, and the extra price will revert back to the producer and butter will find a ready market.

First grade cream shall consist of cream that is clean, smooth, free from all undesirable odors, clean to the taste and sweet or only slightly sour.

Second grade cream shall consist of cream that is too sour to grade as first, that contains undesirable flavors or odors, in a moderate degree, that is foamy, yeasty or slightly stale, or that is too old to pass as first grade cream. All sour cream containing less than 25 per cent butter fat shall be graded as second grade.

Unlawful cream shall consist of cream that is very old, rancid, moldy, dirty, or curdy, and such cream shall not be purchased or sold or used for food purposes.

—William McPheeters.

## THE VALUE OF THE DAIRY COW.

The dairy cow is by far the most economical producer of human food. The food produced by her is the most nourishing and helpful of all foods. The farmer who has a few dairy cows has a few chickens and a garden will have plenty of food for himself and family besides having a surplus of dairy and poultry products to sell at good prices.

For each 100 pounds of feed consumed the sheep produces only 2 1/2 pounds of edible food solids, a steer a trifle less than three pounds, a hen about five pounds, a hog about 5 1/2 pounds and the average dairy

cow 18 pounds.

There are nearly 24 million dairy cows in the United States and the annual value of their product reaches the enormous figure of over one billion dollars. Only the corn crop exceeds dairy products as a source of income to the farmers of the nation.

The dairy cow brings in money all the year around. She brings in cash at the end of each month in the form of a check from the creamery and gives up additional profit each year in the form of a calf. What the cow produces today is sold tomorrow. It she produces when the market price of feed is high, her cream is sold when the market price of cream is high. There is small chance of having to sell dairy products for less than it cost to produce them.

The dairy cow distributes the demand for labor over the entire year. She increases the amount of pork production and decreases its cost by providing skim milk and buttermilk for feeding pigs. She furnishes a home market for hay, silage and other products easily grown on the farm.

From the grass of the field she creates the roughest product of the farm and puts back into the soil the fertility these things have taken from it.

The dairy cow has been called, "the foster mother of the world" and no more fitting title could be bestowed upon her. Without milk children languish, adults decline the vitality of the human race runs low. The Pacific Dairy Review.

## CO-OPERATIVE MARKETING AND OVER-PRODUCTION

One of the most serious problems the farmer has to contend with is that of over production. In his pre-organization days, each farmer produced according to the price of the previous crop.

But in this case the scientific co-operative organization obtained by its merchandising methods enough of a fair price for the amount that was sold to cover whatever loss there was. But there is no reason why there should be any over-production of a commodity if a co-operative organization works scientifically. Each farmer, and the organization as a whole will know the probable extent of the consumptive market for his crop, and the farmers will produce accordingly.

Of course this may lead to a dangerous habit of so controlling the production of a commodity that it will tend towards monopolism of that commodity, and cause antagonism among the consumers. The antagonism is something the co-operators want to avoid as much as possible.

If it ever does come to that point then it will be found necessary to make the consumer as well as the producer a part of the co-operative organization.—Arizona Cattleman & Farmer.

## POOLING CATTLE IN CANADA

The pooling method of marketing cattle is being tried by the United Grain Growers of Canada in the Winnipeg market. Pooling has netted shippers \$150 a head more than selling by the ordinary commission method, as an average for the first week since inauguration was inaugurated, according to the "Grain Growers Guide."

Briefly, this is how the pooling plan works: Each pool is for one week. The cattle consigned to the pool are appraised according to the market the day they are received, and 70 per cent of this appraised value is paid to the shipper immediately. Each consignor to the pool is credited with an interest in the weekly pool equal to his unpaid balance. After the cattle are graded and sold, the expenses are all paid, the remaining proceeds are divided among the consignors in proportion to their respective interests in the pool.

These consignors are entirely voluntary. The United Grain Growers' marketing agency in Winnipeg handles live stock either on commission or by the pooling method. Shippers can take their choice. The number of shippers who choose the pooling plan is increasing steadily. The figures show C. Rice Jones, general manager of the United Grain Growers, is quoted as saying that he will not be surprised to see the commission end of the business die a natural death.

Eliminates Speculators. The big advantage claimed for the pooling method of selling cattle is that it enables the agency to sort and grade the animals and sell them in large lots of similar kinds, instead of small individual lots. The agency thus takes the place of the speculators and order buyers, and deals directly not only with local slaughterers, but with buyers in other markets to which cattle are shipped from Winnipeg.

The Winnipeg market does not absorb all the cattle it receives. A large number are shipped to packers in eastern Canada, to United States points, and to England. Speculators and order buyers, therefore, are a large factor in the market. According to their position to depress prices in Winnipeg. The pooling plan has brought the Winnipeg market into line with other markets.

Although each pool consists of the cattle consigned on the pooling plan

in one week, it may be more than a week from the time cattle are received before final settlement is made with shippers. Final settlement can be made, of course, only after all of the cattle in the pool have been sold. However, the shippers get 70 per cent of the appraised value as soon as the cattle are valued, and can usually afford to wait awhile for the balance.

**Brings Better Prices.**  
In the seven pools that had been closed up to the time of the first report in the "Grain Growers' Guide," the average final payment exceeded the remaining 30 per cent of the appraised value. And as stated above, the pooling method has netted shippers an average of \$150 a head more than the commission method of selling. This is the reason an increasing number of cattle is being received in the weekly pools.

The United Grain Growers has maintained co-operative live stock commission agencies in western Canadian markets for several years. The pooling plan is being tried in connection with the Winnipeg agency, and will doubtless be extended to other markets. It involves no upheaval, or change in the marketing machinery already established and working, and no campaign for contracts.

**FOREIGN WHEAT CROP LARGER**  
The 1923 wheat crop in eight foreign countries that last year produced more than one-fifth of the total world crop is forecast at 750,785,000 bushels compared with 658,988,000 bushels in 1922, according to radio-grams received by the United States Department of Agriculture from the International Institute of Agriculture at Rome. The countries include Spain, Bulgaria, Poland, India, Japan, Egypt, Algeria and Morocco.

**PLANS FOR A NATIONAL DAIRY SALES AGENCY FORMULATED**  
Plans for a nonprofit, cooperative sales agency for dairy marketing associations have been submitted to and approved by organizations in Minnesota, Iowa, Wisconsin, Illinois, Indiana and Ohio. The plans were formulated by the committee of nine appointed by the American Farm Bureau Federation. This committee has been enlarged into a committee of twelve and instructed to act as an organization committee in developing the new sales agency.

According to the plans, cooperative creameries and cheese factories are to be federated into district and state groups, which groups will become members of the central agency. Pooling milk-marketing associations may also become members and market their surplus products through the central agency in the form of evaporated and condensed milk, butter, cheese and cream.

It is proposed that products be standardized, graded and pooled within each state. It is believed that standardization, the creation of national brands, and the advertisement of these brands, is the big task before the organization.

The expenses of the national agency will be met by small deductions from selling price. The plans provide for limited dividends on capital stock and a deduction of one per cent for a reserve fund.—Agricultural Cooperation.

**PAYMENT IN FARM PRODUCE.**  
Senator Porter J. McCumber, who was retired by his North Dakota constituents at the close of the recent congress, made at least one senatorial speech that shows that he was thoroughly acquainted with both dairy charges and agricultural products prices. In a discussion in the Senate on an itemized expense sheet wherein the traveler had made charges of \$19.75 for one day's expense in New York City, Senator McCumber thus translated this expense account in terms of farm produce:

"Without saying, Mr. President, I will ask permission to follow this Senator from the time he leaves the train until he is returned to it after a day's sojourn at the hotel.

"As he leaves his cab he pays for having been driven eight or ten blocks, six bushels of oats, and as a compliment to the driver for his very moderate charge, he gives him a tip of fifteen heads of cabbage.

"He registers at the hotel and is shown by the bellboy to the elevator. As he hears the tenth story he responds to the expectant look of the elevator lad with three dozen eggs.

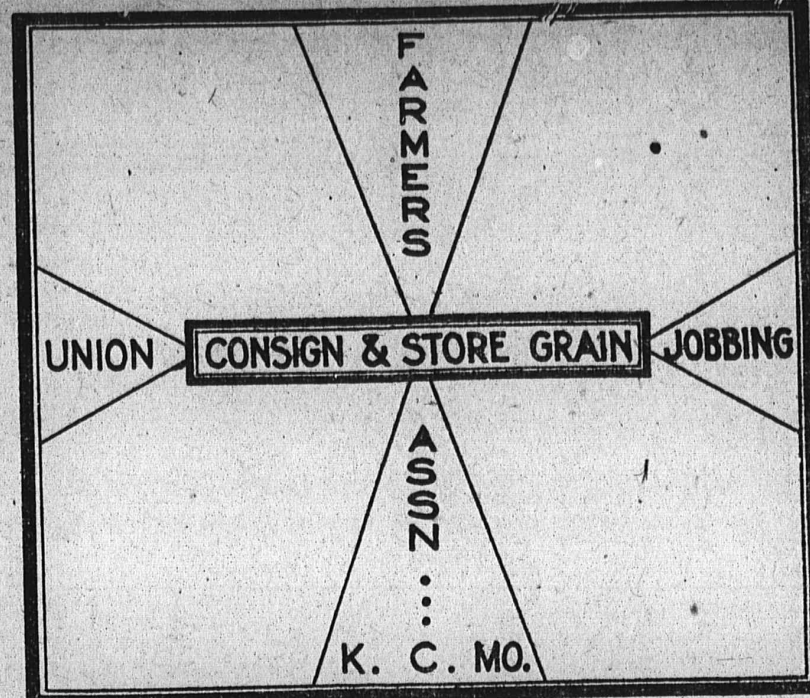
The bellboy lingers at the door of his room and is rewarded for his anxiety over the comfort of his guest with a bushel and a half of barley.

"It takes a quarter of a ton of hay for the senator's breakfast. He gives the waiter two bushels of potatoes. His noon lunch is an average sized sheep, with a bushel and a half of carrots for the waiter.

"In the evening he consumes four bushels of rye and the waiter has a bushel of onions to dream on. When he settles for his room the landlord is the recipient of a half carload of turnips."

**EIGHT THOUSAND DOLLARS TO BE DISTRIBUTED IN PATRONAGE DIVIDENDS.**  
The sum of \$8,000 is to be distributed in patronage dividends by the Michigan Elevator Exchange, Lansing, Michigan, on the business transacted during the year ending April 1, 1923. Grain, beans and hay are the commodities handled. The distribution will be figured on the number of cars shipped, and where goods were sold direct and sales reported, such sales are to be figured in the totals.

Build the locals and see co-operation thrive.



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Stock Yards, Kansas City, Mo.

SAVED the FARMER \$17,067.29 in commission charges on 4,359 car loads handled in 1922.

SAVED the FARMER \$19,869.71 in commission charges the first SIX MONTHS of 1923 on 3,380 car loads handled.

Increase the volume of business. Decrease marketing expense.

The matter of lowering commission charges is in your own hands. Market your live stock the FARMERS UNION WAY.

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Fresh peas are delicious when picked at the right time. MONOGRAM, ROYAL "W" and HY-LO peas are picked and packed at the proper time to retain the delicate flavor of tender peas—not one hard one in a hundred cans.

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

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O.C. cards.....12 for 20c	Farmers' Union Eng Leaflets, per dozen.....10c
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