



# THE KANSAS FARMER

Organization

Education

Co-Operation



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## ADDRESS OF NATIONAL PRESIDENT AT THE NATIONAL CONVENTION

Chas. S. Barrett Who Was Elected for the 21st Time as National President, at Hot Springs, Ark., in November. In His Annual Address Re Reported Upon the Things He Had Accomplished, and Gave Some Recommendations as to the Future Program of the Organization

During the year that has just passed many things have been accomplished to which I am justified in pointing with pride and, with a slowly but steadily clearing horizon I cannot see anything that should cause us, as an organization, to view the future with alarm.

Right here let me ask: Does there need to be anything taken from or added to the clearly stated principles and purposes of the Farmers' Union? You know and I know that such is not the case. Does it need a more faithful membership? You know and I know that, while some have fallen by the wayside, broadly speaking those who compose our membership are loyal and true.

I want to say right here and right now that no farm organization ever had as many loyal and devoted leaders as the Farmers' Union has at this time and I also want to say that no organization ever came upon this earth that accomplished so much with so little money.

We can and must win, for there is enough reserve strength in the great arm of the American farmer to burst asunder the fetters with which the hand or greed has bound him; there is courage and loyalty enough in his heart to cause him to steadfastly stand by those who really and truly stand for him; more is enough love of right and justice in his soul to yield to others whatever is right to them, while he is demanding his own rights, and there is patriotism enough woven into every fiber of his being to safely guard the ark of the covenant delivered to his keeping by the fathers.

As to my stewardship for the year just ending, I beg to report that some of my time has been spent at Washington in getting rulings and decisions from various departments, commissions and boards affecting with the activities of our co-operative institutions. This work was with the packers and stockyards administration, the farm loan board, the intermediate credit bank, the War Finance Corporation, and there is nearly always something to look after concerning the income tax and a number of matters in which our co-operative organizations are interested.

I have helped in some organization work. I have aided in launching some co-operative institutions. Have aided in securing finances for others. Have attended some state conventions, and some meetings. Have prevented some scoundrels from cashing in on our organization; have helped to prevent some other scoundrels from disorganizing; and tearing up some of our various enterprises; have aided in settling misunderstandings and troubles here and there; have worried no little over the fact that so many of the farmers friends are not really his friends. As Don Marquis says: "If you catch what I mean—or shall I say those who look one way and shoot another."

Understand, I do not mean to say that some of these milk and cider friends do not at times and under certain circumstances do some good for them; but it would be so much better for all concerned if they were either all milk or all cider. I have, also, worried over the fact that I have found so many of our farmers are so easily goaded and misled by these fellows. And then again, I worried over the fact that we do not, all of us, stick closer to our own program.

The above is only a small part of what I have been doing.

**Recommendations**

As to recommendations, I would suggest that we double our effort in building up to completion the various co-operative enterprises we have under way, such as our life and fire insurance companies, live stock houses, stores, banks, creameries and all of the other enterprises which we have fostered.

Another thing that should receive our most serious attention is that of the tariff. It has been said, and I think truly said, that this in a large measure is a local question. As proof of this I am often begged by some of our members to aid them in raising the tariff on a certain product; and it may be the very same day, by another group of members, I am pleaded with to aid in lowering the tariff upon identically the same product. This, as you see, places us between two fires, a sort of predicament where if you do you'll be damned and where if you don't you'll be damned. Now, if there is anything worth while to be done as to this vexing question, we must if possible strive to reach a common ground of understanding, a ground which we may all occupy, with some degree of comfort. That we may reach common ground, I invoke the most serious thought and consideration of the best minds among us. Let us go at this stupendous question in a broad minded way, not only from the point of view of our own interests, but from the point of view of others whose interests are equal to that of our own. This, my friends, is not a one-man job.

I recommend that every delegate at this convention write every congressman and senator from his particular State at least once a week until the machinery of a started to going. I recommend that this convention pass a resolution recommending

warfare on any and every attempt of Congress to sidestep this thing of farm relief until some law is passed, declaring at the same time that if Congress can't devise a law it knows will work it must make one it thinks it can and if it does not work we will demand another—but that we are not going to stop or hesitate until some kind of law is passed that will take out of the hands of profiteers the power to say what shall be the price of your stuff. I know they say they have nothing to do with it that the law of supply and demand fixes it. How silly! Right when there is tremendous demand for cotton all over the world the manufacturers, speculators and gamblers try to make believe there is no big demand, so they can hold the price down. Its all a big lie about the fact that the world doesn't want all the cotton you've got. The manufacturers have made up their minds to pay for your cotton if there was any merit in their contention that they "would like to see the farmer fare better than they do." Listen farmers! I can't half as much truth in all this talk about the laws of supply and demand, and the rules of supply and demand, and present conditions, being against the farmer as there is in the fact that the Manufacturers have made up their minds to keep the price of cotton down! Don't they do it every chance they get and then talk about the laws of political economy. Don't they go off into vague abstractions to offer you an excuse. And are they not all the time making huge profits off of the produce of your soil? If we have a class of people who are not willing for the farmer to have a square deal, when we have a class that will be regulated by law, whether we regulate price terms or not. There is no escape from it. You can talk until you are blue in the face and you don't get anywhere. This problem is not so mysterious as all this. It's not a thing in the world but a question of making the rest of the world treat the farmer right—that's all. That's all this question ever was and that's all it ever will be.

This old hue and cry about the inability of Congress to pass farming law is all bunk. Don't you know it? Doesn't your reason and common sense tell you without argument that God himself would be a mockery if he made the farmer and farming the only thing in the world that is doomed to a rotten deal? The next time you hear any such talk as they are doing about the so-called impossibility of Congress to do anything for the farmer, you put whoever is using it down for a fool; because he has got to take the fool position I have mentioned to hold any such opinion.

Before closing I want to say that I do not agree with the conclusions recently reached and expressed by one of our greatest producers and financiers that the farming of the future, to be profitable, must be on a large scale; that it must be so systematized and such labor saving be used that the farmer, at the master hand, both the mechanical and human machines will move forward in perfect co-ordination. These are the logical and natural conclusions of the materialist who thinks mainly in terms of dollars and cents, but we are taught by a far greater authority that "life is more than meat and bread." Therefore, I want to go on record here and now that the dollar, essential as it is to the man himself, is far more essential, that man should own the dollar and not the dollar own the man, that the nation controlled by good citizens is far safer than a nation controlled by great material wealth. I will go still farther and say that a country in which farmers—small farmers who own and cultivate their own land—small through the acreage may be—is the safest country or nation on this earth.

Listen to this, my friends: our co-operative institutions, practically every one of them, have prospered and will continue to prosper so long as we stand by them and, with all the earnestness at my command, I urge every member of the Farmers' Union to do this, but let us not forget that the accumulation of great wealth is not our chief aim.

We want and shall continue to insist that the farmers receive what they justly should have from their labor, that they be not discriminated against, that our government secure to them the "square deal" rather than granting special favors? That it stop interfering on their natural or earned rights, that it cease to lay heavier and heavier burdens upon them by the creation of unnecessary and useless bureaus. We are not running mendicants asking for aid—we are free men demanding justice.

In conclusion, for the aid, confidence and loyalty you have so graciously bestowed upon me during the trying year just passed, and during all the years that you have so signally honored me, you have my profoundest thanks. As your President I have given you the best that is in me and the appreciation you have shown in so many ways is a reward, which to me, is beyond price.

## OPENING OF ANOTHER FARMERS UNION BANK

On Saturday, December 4, 1926, we will open the eighth Farmers Union Bank, in Kansas, at Wamego, Trego county, and we the members of the Farmers Union, in Trego County, wish to extend to every Farmers Union man an invitation to attend the opening of this bank. We want support of every Farmers Union man, and business association, and if it is impossible for you to come in person, we will appreciate a check for what ever amount you can send us for a deposit. You can support this movement though you are not here. So as soon as you read this article, first write a check to the Trego County Farmers Union Bank, and put in an envelope and mail to us at Wamego, Trego county, Mo. R. T. SCHOLFIELD

## IMPRESSIONS OF THE NATIONAL FARMERS' UNION CONVENTION, AT HOT SPRINGS, ARK.

(By U. S. Alexander)

To the good Farmers Union people of Kansas, who gave me the privilege of attending the National Convention at Hot Springs, I gladly give a meager report of its many activities. We traveled overland from our home in southern Kansas in a vehicle made up of Henry's tin and John's gas. The conveyance was entirely efficient in navigating the hills and mountains, the steep slopes and abrupt inclines, the sharp rights and lefts and going around the thousands of humble folk wending their way to and from the little trading places; driving the familiar mule or donkey hitched to a wagon or cart that must have been purchased by their ancestors.

The scenery along the road was most beautiful, the autumn colors of the deciduous trees, contrasted with the vivid green of the pines as they spread over hill and mountain, gave a panorama of beauty that is beyond my power to express in words. Certainly no place can be more beautiful than northwest Arkansas when it is fully dressed in its autumn garb. However, the farmer along the way did not seem to be possessed of the lavishness of nature. His dwellings and out-buildings were rather humble, and his farm equipment somewhat ancient.

I was told that cotton scarcely paid the cost of picking and that fruit and livestock would not pay the freight to the market in many cases. That sounds a bit like the song we sing up here in Kansas, doesn't it? Tuesday, the 16th. We formed at our headquarters hotel and marched to our meeting place, led by the Farmers' Union band from Iowa. And after being welcomed by the mayor and governor of Arkansas and a host of other dignitaries, the convention took up its more serious business.

Delegates were present from as far west as Washington and Oregon and as far east as New York and the Dakotas on the north to Texas. The field of discussion was very broad, covering almost every phase of farm activity in the United States. Fruit, grain, livestock, cotton and tobacco came up for discussion in the discussion and all seemed to be in about the same predicament. Apparently there was an abundant supply of all farm commodities, but when it came to exchanging our products for all farm products, and the farmers' farm were we were continually falling further and further behind. Not a single farm activity, north, east, south or west, indicated prosperity to the farmer.

It was quite apparent that the real help for the farmer was self help. It was shown that the farmers were making considerable progress along this line. Farmers' insurance, both life and property, was saving large sums for their policyholders. Co-operative Marketing Associations for grain and livestock were getting a firm hold in the big markets of the world. Cream and poultry associations were receiving products directly from the farm and putting them to the consumer without much of the unnecessary expense of the present system.

One speaker put it this way: "We already have all the elements for successful agriculture if we will but go on and develop them."

The revival of farmer education through the Union; the development of co-operative marketing associations for all farm products, and the organization of agencies to control the farmers' finance and credit in the interest of the farmer, were among the high lights of the convention.

Oklahoma, Kansas, Iowa, Illinois and Oregon did extra duty in the way of entertainment, with songs, band music, reading and stunts all of which delighted the convention and made some of the hard places easier to get over.

Taken all in all it was a sincerely, honest bunch of farmers with but a single object in view: "The good of the farmer."

Kansas holds a decidedly honorable place for what it has done and is now doing in the cause, and our good state president has the respect and best wishes from every state represented.

## ACTION BY THE NATIONAL GRANGE

Taken at the 60th Annual Session at Portland, Maine, November 10-18, 1926

1. The National Grange indorses an export debenture plan for farm products, as the method of farm relief best calculated to relieve the present deplorable agricultural depression, that is affecting the prosperity, not only of the farm people but of the entire nation; and urges the enactment of legislation by the next session of Congress making such export debenture plan operative, beginning with the 1927 crop.

2. The National Grange insists upon a proper utilization of remaining water powers, for the benefit of the people; that no lease period shall be for a longer time than 50 years and no preferential renewal in favor of the existing lessee; prohibiting the pyramiding of holding companies or the capitalization of unearned profits; and so amending the Federal water power act as to secure to the consumer the largest measure of economic benefit in the utilization of the nation's water power.

3. The National Grange demands the immediate leasing of Muske Shoals to the responsible company making the best offer, in full compliance with the terms of the National Defense Act of 1916, relative to the manufacture of nitrates for fertilizer in time of peace and the production of explosives in time of war.

4. The National Grange favors the calling of state conferences for the purpose of affecting equalization and reduction in the tax burden, and of promoting a program of economy in state, county and local administration, and especially the extension of the line with that inaugurated by the national government.

5. The National Grange urges the adoption of a more business-like administration of the Parcel Post system, and especially the services of the commission men.

The new charges, the Secretary announced, are designed to cover commission men's costs of rendering service, given them a business management reward, and make an allowance for risks and the present contingencies. In estimating business costs and necessary allowances for management and risk as a basis for the new schedule of charges, the Secretary examined the business records of more than 50 commission firms operating on the Omaha Livestock Exchange. Secretary Jardine questioned the reasonableness of the Omaha Stockyards rates for buying and selling livestock on a commission basis in an order issued January 26, 1926.

6. The National Grange proposes to continue its efforts for a national Agricultural Day, by enactment of Congress.

## KANSAS GIRL NAMED DELEGATE TO CLUB CONGRESS IN CHICAGO

Nellie Wilson, of Lincoln, Kansas, just named state champion in Girls 4-H Club work, has won the trip to the Fifth Annual Club Congress, to be held in Chicago, Nov. 26 to Dec. 2, which is given each year to state champions by Montgomery Ward and Company.

The championship, conferred by extension workers of the Kansas State Agricultural College, comes as the work in the home economics projects of the club, sewing, food preparation and Own Your Own Room.

Miss Wilson, who will represent 5,000 fellow members of Girls 4-H in the National Club Congress, will be one of a group of forty-two state champions in home economics projects, brought to the annual club congress and entertained each year by Montgomery Ward and Company. The group will attend the International Livestock Exposition and enjoy a week of entertainment which is being planned especially for them. They will have an opportunity to hear speakers of national reputation, as outlined in previous trips about Chicago. Prizes amounting to \$825 are offered by Montgomery Ward and Company in various club congress contests open to them, as well as gold, silver and bronze medals, as outlined in previous contests. The champions will breakfast at the Ward plant on December 1.

There will be a Girls Style Show, in which the contestants will model a variety of costumes, designed and made by themselves. Prizes amounting to nearly \$100 are offered in this contest.

Girls who are first prize winners in state health contests are eligible for the national health contest, in which medals are offered by the National Committee on Boys and Girls Club Work.

## THE GRANGE POLICY ON FARM RELIEF

The National Grange reaffirms its convictions that farm relief must be found largely along the lines of regulating production to the demands of the market and of co-operative marketing, as formulated in previous sessions; but we believe that the widely different economic conditions prevailing in America and foreign lands, immigration restrictions and tariff legislation, have produced conditions with which these proposed remedies alone cannot cope.

We believe that relief must be found along the lines of better marketing and orderly and economic production, as formulated in previous sessions; elimination of waste and a leveling of our tax burden—supplemented by a system of export debentures, as outlined in the following resolutions:

Whereas, agriculture is basic and the continually increasing agricultural depression is affecting the prosperity not only of the agricultural people, but of the entire nation; and

Whereas, our staple agricultural products are in world-wide competition with like products in other lands; and

Whereas, such surplus products are not receiving the benefits of the protective tariff; therefore, be it

## LOWER COMMISSION RATES AT OMAHA STOCKYARDS ORDERED BY SEC. JARDINE

Reduced livestock commission rates at the Union Stockyards, Omaha, are prescribed in an order issued today by Secretary of Agriculture William J. Jardine under the Packers and Stockyards Act. The order resulted from investigations instituted by the Secretary into the reasonableness of a schedule of charges filed to become effective at the Omaha Stockyards on January 26, 1926. That schedule, with the Secretary's pronounced unreasonable, increased the minimum charge on cattle \$1.00 a car and the maximum charge \$2.00 a car, and effected several other minor increases in rates.

Maximum and minimum charges are not recognized in the new tariff prescribed in the secretary's order. Flat per car rates are imposed instead, as follows:

Selling Schedule		Head	Single	Double
		Head	Deck	Deck
Straight Cars				
Cattle	.....	15.00		
Hogs	.....	12.00	18.00	
Sheep	.....	12.00	18.00	
Mixed Cars				
Cattle	.....	60c	15.00	
Calves	.....	30c	15.00	18.00
Hogs	.....	25c	12.00	18.00
Sheep	.....	20c	12.00	18.00

There are certain exceptions to the rule that the new schedule reduces charges below the level prescribed in the old schedule. Charges for extra service, such as pro-rata and extra sorting are considerably increased. Also a rule under which regular yard dealers and members of the livestock exchange were given rates only half these charged outside shippers is abolished. The new tariff makes the same rate applicable to all users of the services of the commission men.

The new charges, the Secretary announced, are designed to cover commission men's costs of rendering service, given them a business management reward, and make an allowance for risks and the present contingencies. In estimating business costs and necessary allowances for management and risk as a basis for the new schedule of charges, the Secretary examined the business records of more than 50 commission firms operating on the Omaha Livestock Exchange.

Secretary Jardine questioned the reasonableness of the Omaha Stockyards rates for buying and selling livestock on a commission basis in an order issued January 26, 1926. Hearings on the order were held at Omaha from March 25 to April 14 and attorneys for the commission dealers argued their case orally before the Secretary in Washington on October 25 and 26.

## DISCUSSING "PROFITS SHOULD BE UTILIZED"

Clement Kan., Nov. 11, 1926.

Editor Kansas Union Farmer  
Salina, Kansas.

Dear Sir:

In your issue of Nov. 11th, under heading "Profits should be utilized" you proceed to show up the profits of the Grain Corporation and the War Finance Corporation both of which was put through by the managers of big business and was done to rob the farmers of their just dues. Now, these profits are not all that was taken from him. In the Wheat line I know very well the way it worked with us here when they made the ruling on the wheat price it was self here if \$2.36 and at once went to \$2.00 and broke some that were doing an honest business in buying wheat.

If you would count the three crops they handled at 80 cents per bushel less to the farmers you will see that it will be near two billions of dollars of a loss.

About a year ago I took this matter up with a Senator in this way: "For the Government to give over the profits made by the Grain Corporation to the Farmers Union to buy or build Terminal Elevators and Mills to use as the Managers saw fit. This would give the Grain Farmers a place for their grain, then if any wished to borrow on their grain, have the government loan to them at no higher rate than they charge the gamblers of Wall Street for their money to gamble on."

I feel that if it were done the Wheat Farmers would at once see the point of going into a Wheat Pool and be able to manage their own business for they would have a place to do business in a substantial way.

We each have our own way of arriving at conclusions and little things may change our thoughts, so if any of our good Union people would add to their thoughts we may be able to get results sometime.

Organized Business is at the bottom of the Farmers trouble and the way I look at it the Federal Reserve Bank has caused us more misery than any one agency in their deflation policy in the west and southwest, but this I believe was through the Chamber of Commerce orders.

Just A Rubie.

## GIMME THE GUY—

Gimme the Guy with the straight-forward eye  
And a grip that'll hurt your hand,  
With a tongue that he uses but never

A mind that can understand.  
The Gink that'll brag of his mother, by gad,  
And who thinks of all women the same,  
Who tells with a smile, a lad you can't rile;

One who puts his whole heart in the game.

—The Crescent.

## ADDRESS OF C. J. COX PRESIDENT OF THE KANSAS CO-OPERATIVE WHEAT MARKETING ASSOCIATION

Mr. C. J. Cox Who Has Been President of the Kansas Co-operative Wheat Marketing Association, Since Its Organization, Spoke Before the State Convention of the Farmers Union at Arkansas City. His Complimentary Remarks in Reference to the Farmers Union Banking Program Were Gratifying

C. J. COX,  
Pres. Kansas Co-op Wheat Marketing Association.

I know you all get tired. We have done a very hard half day work this afternoon. I know how it is for a man to sit in his seat and listen to some of us talk. I was just thinking that I do not see how in the world we can, but we have done a lot of good. It looks to me that we have about come where we ought to solve this problem. I have noticed very carefully every speaker who has represented any department of this organization of our state and I see where every one of them has come out to the good and done better than we have ever done before in this organization. I am not going to try to take up much of your time.

I want to illustrate some of the high points of the Wheat Pool in Kansas in the last four years of its operations. I want to touch on the finances of which Mr. Trull just spoke about. Also the necessity of finances of our own. That is the first thing that enters into an organization. I do not expect there is a man in the state of Kansas who has been told any more than I have that we could not do these things. I want you to be the judge of whether or not we have done this. I recollect well, in the state of Kansas, when the members of our state board, the Board of Directors, of my organization, signed a \$15,000.00 to \$20,000.00 note and became responsible individually for money the organization borrowed. We paid from 8% to 10% interest. At that time we had to deposit money into every bank in the state of Kansas that we did business with. Today we borrow millions of dollars at from 4 1/2% to 5% interest and handle it exactly as we want to, through our own bank.

A farmer member of the wheat pool walked into our office the other day and handed me a check and says, "Here is a check that no one knows anything about. It was a check given him by the Co-operative Wheat Marketing Association on the Farmers Union State Bank at Kansas City. He says, it seems as though I cannot find anybody that knows where that bank is. I expect that that was the first time in the history of his life that he ever could say he held in his hands a piece of paper that represented what he delivered from the farm (his farm) to the consumer through his own property and institutions all of Kansas to show up the profits of the Grain Corporation and the War Finance Corporation both of which was put through by the managers of big business and was done to rob the farmers of their just dues. Now, these profits are not all that was taken from him. In the Wheat line I know very well the way it worked with us here when they made the ruling on the wheat price it was self here if \$2.36 and at once went to \$2.00 and broke some that were doing an honest business in buying wheat."

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And who thinks of all women the same,  
Who tells with a smile, a lad you can't rile;

One who puts his whole heart in the game.

—The Crescent.

in 1924, represented all the handling charges we would have paid the other fellow if it had not belonged to the farmer. We figured everything just as we would have, had it not been our own. There was \$26,000.00 profit on the handling charge alone. We are operating other elevators this year and they are doing the same thing.

Let me go back a little to tell you that there was not a bank in the state who would finance the Wheat pool, and now we are financing it through our own bank and every bank on the outside is soliciting for our business. In the sales department from when there was not a bushel of wheat we could sell direct to the mills and exports, we are now selling 97% of our wheat to the mills and exports. We are now in a position to do something worth while, with the states working together in one big pool. We have the largest wheat organization there is in the United States today. Even the Southwest Millers Association a few weeks ago in their paper made that statement. Under this contract and under this marketing system, every farmer in the state of Kansas has signed a contract, in with 16000 to 17000 others who are selling their wheat all through one central selling agency this year. Indirectly you are selling your wheat with a pool in Canada that represents 75% of the wheat they produce.

I have had the pleasure of attending one of the first world wide conferences ever held in the world by actual farmers. That was at Minneapolis-St. Paul conference last winter. It is called again for March 6, 1927 at Kansas City. All the wheat pools of the world will be represented at that conference. I am telling you some of the things of what has been done in the last 4 years of co-operative marketing under the pooling plan. I find them everywhere we go and I want to say this, if it was not right it would not stand. There has been millions and millions of dollars spent in propaganda to fight this organization and we are beginning to find out some of the reasons why. If it was not for these profits they would not be fighting us in that way. Nearly everywhere I go I find circulars printed in regard to the wheat pool in Kansas. We have gladly welcomed these men to meet with us. Why did they not come. They know we are right. If every farmer in the state of Kansas knew what this Association was and what it was doing, what it could do, we would not have any choice. I would like to see one thing. I would like to have it done just like the farmers of Canada are doing it up there. It took them about 25 years of education to get what they have. The tariff used to be but 30% but now it has been increased until it is 42%. You pick up a Chicago type and you will notice that the Winnipeg market has gone to 60c more than the Kansas City market. That is one thing they have done with their pool up there. It never happened until after the Canadian pool started doing it up there. It took them about \$500.00 what used to be \$100.00, those fellows did not get anything about freight rates. They signed the contract and then they could say, you will handle this wheat for a certain amount which is fair and reasonable to you and to us. It can be done. We can do it by co-operation.

I thank you.

"Organic matter improves the physical condition of the soil and makes tillage operations easier; it reduces baking, cracking, washing and blowing. It also furnishes food for the indispensable soil bacteria. Organic matter and nitrogen go hand in hand and a soil is known for its fertility, in proportion to the amount of each of these elements it contains. Low wheat yields and poor quality of wheat are, therefore, largely due to an insufficient supply of organic matter and nitrogen."

**SOME COUNTRY**

America is producing:

Sixty-three per cent of the world's mica.

Sixty-two per cent of the world's lead.

Sixty-four per cent of the world's zinc.

Sixty per cent of the world's talc and soapstone.

Vegetable protein such as is contained in cottonseed meal is best for cattle and sheep, while the animal protein of tankage is best for hogs.

## JOBBER ASSOCIATION MOVES

The Jobber Association has moved from the sixth floor of the Board of Trade building to the third floor.

Hereafter in writing them address them at 337 Board of Trade Bldg., Kansas City, Mo.

ily The wise farmer gets his pig  
so market before it has a chance to wo  
so over its first birthday.

## The Country Woman

**AUTUMN**  
Shorter and shorter now the twilight clips the days, as through the sunset gates they crowd,  
And Summer from her golden collar slips  
And strays through the stubble-fields, and moans aloud,  
Save when by fits the warmer air deceives,  
And, stealing hopeful to some sheltered bower,  
She lies on pillows of the yellow leaves,  
And tries the old tunes over for an hour.  
Alice Cary.

### HOME HINTS

(By Aunt Aggie of K. S. A. C.)  
**Codliver Oil for Bobby**  
"Dearest Aunt," Allen wrote the other day, "I'm so happy about Bobby and how he's improved in the last two weeks, that I just had to write."  
"Bobby hasn't been just up to par lately, although he hasn't lost any weight, but I was getting concerned, and so I went to see Doctor Ross. Can you imagine what he recommended? Just sunshine and codliver oil!"  
"I've been trying it. I take Bobby out in his carriage every morning for an hour or so unless it rains or snows. Of course, I realize in this cold weather that he doesn't get much direct sunshine all bundled up in winter clothes, but the fresh air is good for him and for me as well. I make up for lack of 'ultra-violet' rays by giving Bobby a half teaspoonful of codliver oil just before his orange juice every morning, and he doesn't fuss about taking it one bit. He's improved remarkably in health, spirits, and temper."

"Doctor Ross said sunlight and codliver oil have been found to cure prevent rickets—the disease that results in faulty teeth and bones—and they help prevent decay in teeth. Codliver oil is good for children coming down with colds, too—it builds up resistance to disease germs. I read that a mother before the birth of her child should take codliver oil, and nursing mothers should take a teaspoonful daily."  
"And did you know that the famous vitamin 'D' that really does the work in codliver oil is found in green vegetables, cream, butter, and fresh egg yolks, although, of course, in much smaller amounts?"  
"I haven't started in on Bob, yet, but I've assured him the nutcracker he shows the first signs of red eyes and sniffing, he'll have to take codliver oil too."

### WELLS

"You know," mused Marianne as we were washing dishes after Thanks giving dinner, "I didn't realize how unhygienic that old well out by the creek was until this morning when we were out looking over the farm."  
"Why," she questioned, "it wasn't so bad when we were small as it, with an old board cover full of cracks to let the water seep through into the water again, and the pig pens right there by it? Think of the disease germs we're exposed to when we drink the water. Why Aunt Lucy!" she accused.

Lucy was ruffled—I could tell by her aggrieved answer. "Of course, the well was in the same place," she stated in high scorn, "and you needn't be so finicky about disease germs. That's a drilled well, never goes dry, and has the finest water in the country."  
"Oh, drilled?" questioned Marianne with interest. "That's something, but even then, disease germs can go sweeping down from the barn yard above the well when it rains, go through the cracks of the well into the water, and contaminate what we drink. And the water the kids pour back through the cover when they finish drinking contains more germs and—"

I could see Lucy was weakening, but she continued washing dishes in morose silence.  
"I suppose it's because I'm studying germs and micro-organisms," apologized Marianne, "but when I know how easy it is for those tiny, tiny things to get into perfectly good water and give one typhoid, dysentery and everything, what a little bit of prevention can do, I can't help talking."

"Now if that well had tight fitting cover," she went on, "there wouldn't be so much possibility of disease germs getting in, and of course a drilled well is better than a dug or driven one, because it's deeper. But being in the barnyard—I don't know. You see, all the surface and subsoil drainage goes right down into the well."

"Well, we don't use that well ourselves," conceded Lucy, "We use this one by the porch."  
It wasn't until Marianne had left that she confided to me, "And here I've been pouring my dish water out here by the door and it runs down to—"

wards the well." Then, after a pause, she announced "I'll get Henry to put tight fitting covers on both wells right away."

### MAKE FRUIT CAKES NOW FOR HOLIDAYS

Many housewives plan on giving fruit cake as Christmas gifts. It also makes a convenient delicacy to have on hand at Christmas time. It can be made several weeks before the holidays and will improve with age.

Right after Thanksgiving is a good time to make the fruit cake. Extension specialists in foods and nutrition at South Dakota State College advise making it according to the following recipe:

**Ingredients Needed**  
1 lb. butter, 1 lb. sugar, 12 eggs, 1 lb. flour, 2 teaspoons cinnamon, 8-4 teaspoons each of nutmeg, allspice and mace, 2 tablespoons lemon juice, 1-2 teaspoon cloves, 3 lbs. raisins seeded and cut in pieces, 1 lb. currants, 1 lb. citron thinly sliced and cut in strips, 1 lb. figs, finely chopped.

Cream the butter, add sugar gradually and beat thoroughly. Separate yolks from whites of eggs, beat yolks until thick and lemon-colored, whites until stiff and dry, and add to first mixture. Reserve one-third cup flour for dredging the fruit and add the rest mixed and sifted with spices, cider and lemon juice. Then add fruit, except citron, dredged with flour. Dredge citron with flour and put in layers between the cake mixture when putting in the pan. Bake four hours in a very slow oven or steam three hours and bake one and one-half hours in a slow oven.

### TARIFF ON BUTTER HIGHLY EFFECTIVE

When the National Co-operative Milk Producers' Federation succeeded in getting the tariff on butter raised from 8 to 12 cents a pound, this office made the statement that the full effect of this increase would be felt in the Fall of 1926. That time has now come and the tariff is now preventing wholesale dumping of foreign butter upon American shores.

For 7 months Great Britain has been greatly disturbed by a coal miners' strike which followed closely upon difficulties with the Seamen's Labor Union. This has brought about a severe industrial depression in Great Britain, and the prices of butter have fallen to where in recent weeks the best grades of Danish butter have sold in Copenhagen at more than 12 cents a pound under the price of New York 92 score butter in New York City.

New Zealand's offer on the London market of unsalted butter have been 15 cents under the price of 92 score butter in New York City. At this writing 92 score butter is selling in New York City for 51.5 cents per pound, while the Copenhagen print of Best Danish is quoted at 34.31 cents per pound. In consequence there has been a slight increase in offerings of foreign butter in our markets. Official reports indicate that shipments now enroute to our shores include 3,000 boxes of New Zealand, 2,500 cases of Danish and 1,100 cases of Siberian butters, while smaller quantities are coming from other countries.

**Canada Now Dumping Cheese**  
This situation has also affected the London cheese market, which has absorbed at much lower prices cheese offerings.

In consequence countries exporting cheese have been seeking other markets and the present tariff on cheese of 5 cents a pound and not to exceed 25 per cent ad valorem has not been effective in preventing the dumping of considerable quantities of Canadian cheese at low prices into the hands of American consumers. In the month of October American imports of cheese amounted to nearly one million pounds as compared with approximately 100,000 pounds for the month of October 1925. About one-half of this million pounds came from Canada. Reports from Wisconsin indicate that Canadian cheese, after paying duty, has been offered to American buyers at 2 1/2 to 3 cents under going American prices.

Canadian cheese stocks on October 1 of this year amounted to 38,251, 700 pounds, an increase of 25.16 per cent over the stocks on hand a year ago. Butter stocks on the same date a year ago.

Immediate settlement of the British coal strike would tend to relieve the Canadian situation and also tend to strengthen London daily prices; but the lowered buying power of the British public would still be impaired for several months to come.

A lot of good farming may be done in winter—on paper.

A cow will not drink enough for maximum milk production if the water is stale or impure, or too cold in the winter.



**5685. Ladies' Dress**  
Cut in 7 Sizes: 34, 36, 38, 40, 42, 44 and 46 inches bust measure. A 38 inch size requires 2 1/2 yards of 54 inch material with 1/2 yard of contrasting material. The width of the dress at the lower edge with plaits extended is 1 1/2 yard. Price 15c.

**5051. Men's Shirt**  
Cut in 7 Sizes: 15, 15 1/2, 16, 16 1/2, 17, 17 1/2 and 18 inches neck size. A 16 inch size requires 3 3/4 yards 36 inches wide. Price 15c.

### FASHION BOOK NOTICE

Send 12c in silver or stamps for our Up-to-Date Fall and Winter 1926-27 Book of Fashions, showing color plates, and containing 500 designs of Ladies' Dresses and Children's Patterns, a Concise and Comprehensive Article on Dressmaking, also some Points for the Needle (illustrating 30 of the various stitches) and valuable hints to the home dressmaker. Pattern Dept. Kansas Union Farmer Box 48

### COTTONSEED FURNISHES ALFALFA SUPPLEMENT

"Kansas farmers were unfortunate this year because of the shortage in alfalfa hay production owing to the dry weather. On the other hand, they were fortunate in being able to get cottonseed meal at a reasonable price," believes C. G. Elling, animal husbandryman at the Kansas State Agricultural college.

Cottonseed meal and a little alfalfa in the ration make an excellent feed for combination with the various kinds of ensilage, fodders, and prairie hay. It has been generally noticed that both cattle and sheep utilize the dead pasture grasses and dry fodder in the winter much more eagerly when they have a little cottonseed meal or cake.

### Feed to Cattle, Sheep and Hogs

Considering the fact that cottonseed meal costs but \$30 to \$32 a ton, Elling points out that because farmers in years past have profitably used the meal that it is not a waste of money when they have a few tons of cottonseed meal to feed cattle from one-half to two pounds per steer per day, depending upon the size of the animals and the condition in which they are desired to be maintained. Cottonseed meal may also be fed to sheep. One pound of the meal to six or eight sheep per day would be of great value in rations not containing alfalfa.

James W. Linn, extension dairyman at the college, suggests that a mixture of one-third cottonseed meal and tankage, half and half fed as a supplement to corn proved to be almost as economical and satisfactory as tankage. It produced practically the same gains, but not quite as much finish as tankage. The meal alone did not prove satisfactory. It is dangerous to feed too much cottonseed meal to hogs.

Recently about one thousand Kansas visitors and participated in a field-day tour of seven electrified farms near Larned, in that state. Progress made and results obtained by these experimental projects, which have now been in operation ten months, were reviewed. Coincident with this field-day tour, the semi-annual meeting of the Kansas Committee on the Relation of Electricity to Agriculture was held. The field work at Larned has been under the supervision of H. S. Hinrichs of the engineering department of the college. Among the organizations from which delegations were sent were the State Farm Bureau, Farmers' Union, State Grange, State Board of Agriculture, University of Kansas, Kansas State Agricultural College, State Irrigation Department and the Kansas Section of the National Electric Light Association.

### FARM NEWS

(From Missouri Farmers' Association Columbia, Missouri.)

One of the recent signers of the M. F. A. Marketing Contract, is Dr. Stratton D. Brooks, President of the University of Missouri. Dr. Brooks was born on a Missouri farm and is familiar with the difficulties in marketing and economic production which the farmers are confronting. Although he has been in public life for a number of years, he has kept in constant touch with the economics of farm conditions, and realizes that a unified system of marketing farm products must be adopted, if the farmers are to attain a higher degree of prosperity. By signing the M. F. A. Contract, he hopes to get a greater net return from the products he raises on his Boone County farm, by having them marketed more efficiently and systematically.

Upon inquiry, as to why he signed the M. F. A. Contract, Dr. Brooks furnished the following signed statement:

"In answer to your inquiry as to why I signed the Producers' Contract of the Missouri Farmers' Association, I desire to state that it was because I believed joining the Association would be profitable to me. I hope and expect that I will be able to transcend some of my business more efficiently through co-operative agencies that I can do it individually. It seems to me that agriculture is at disadvantage in comparison with other

**KANSAS UNION FARMER WEEKLY EXCHANGE**  
If members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 3 cents a word per issue. Count words in heading, 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.

### CLASSIFIED ADVERTISING

#### FARMS WANTED

**FURS WANTED**  
WE MUST HAVE large quantities of Raccoon for our manufacturing trade. Buyers and trappers wanted everywhere. Write for our special price list Reference Liberty National Bank, —J. S. Geiger, Fur Dept., 413 Delaware St., Kansas City, Mo.

#### LAND

A NEW and better opportunity for the man of vision and ambition in Mesilla Valley district of NEW MEXICO. Here is fertile farm land with abundant water, irrigation and a delightful and invigorating climate. All leading varieties, fruits and vegetables grow as well as the general farm crops. Cotton, alfalfa, dairying, hogs and poultry is a combination hard to beat. Long favorable growing seasons make possible a wide range of crops and early fruits that come on market when other districts are not shipping. A local market for milk pays 15¢ a quart. For more information about the splendid opportunities in Mesilla Valley to C. L. Seagraves, General Colonization Agent, 1000 N. 1st St., 982 Railway Exchange, Chicago, Ill.

**WANTED**—Hear from owners of farms for sale. State cash price.—D. F. Bush, Minneapolis, Minn.

#### MISCELLANEOUS

**PILES CURED** by simple home remedy. Send thirty cents for recipe.—Landon J. Porter, Quinter, Kansas.

#### POSITION WANTED

A WIDE AWAKE manager of elevator and business association desires a job with a large concern. Well experienced, side lines, best references. Address Kansas Farmers Union, Salina.

#### POULTRY

**TURKEYS FOR SALE**—Giant Bronze. Toms \$10.00, Hens \$6.00.—John Kozem, Tipton, Kansas.

#### SPOHR PAYS MORE

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Dept. B, 109-111 N. Main St., St. Louis, Mo.  
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#### TRAPPERS

er industries because it has no organized credit system and no organized sales system."

This statement from Dr. Brooks, who is generally recognized as one of the leading educators of the Middle West, is typical of the high regard that the leading thinkers of the day have for the co-operative movement.

Dean F. B. Mumford, of the College of Agriculture, recently made the statement: "Co-operative marketing through farmers' organizations is a sound policy. The advantages of co-operative marketing to the farmers is no longer questioned. Co-operative marketing will result in more orderly marketing and eventually a balancing of production to consumption."

### PRES. TROMBLE GIVES QUALIFICATIONS OF K. U. LEADERS

After being nominated for President by U. S. Alexander.

I thank you folks. I cannot do any more in the future than I have in the past. You have had the best that is in me and if I am going to continue in that is in me. This is not a personal organization. This is an organization that ought to be built up very carefully and the men you select for office should be selected very carefully. Not on prejudice or friendship or anything of that kind. They should be selected because of their ability to fill the positions you select them to fill. It is the duty of every man you select to fill these offices and to give his best efforts to the organization, to mind up the principles of this organization. You cannot serve this organization nor any other organization nor community better than to respect one another. Help one another. Work together. Harmonize your work. Lay aside your prejudices and jealousy and all work together. It is for the good of the organization. I feel mighty grateful to the members of this organization for the support they have given me. We do not always agree on policies. I have my opinion and you have yours but as I told the people of the state of Kansas many thousands of times, the only way we can gain progress and educate and build up the people the condition is to get together and exchange ideas and thrash things out, each expressing his opinion and putting them all together and adopting a policy that serves the greatest number. I have seen everybody follow the one policy that is finally decided on. That is my idea. It is what I have been trying to do all this time. I try to get along. It is my ambition to see us all working in harmony. Not only the state organizations but the local organizations all over this state. Then combine and work in harmony with the local institutions over the state and the local institutions work in harmony with the state institutions. If all of the states would select the proper men at the head of their organizations, that probably could be brought about. I think, in the near future that you will find that harmony in most all instances. Not only in our state but other states. Mr. Reno and I talked about it a little last night while most of you fellows were asleep.

Speaking of politics.

We find over in Washington that a lot of men who represent Agricultural districts are supporting the east-

ern industries against agriculture. If you are a Democrat and a manufacturer of a product or if you are a Republican and a manufacturer of a product, it does not matter what political party you belong to. One man can do just as good as the other, no difference if he be a Republican or a Democrat, if he sees fit to do so. Each has the same power. We have to forget sides and take up honest to God politics for the people, by the people and of the people.

### FARMERS' UNION DIRECTORY

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**Farmers Union Jobbing Association**  
642 Board of Trade Bldg., Kansas City, Missouri

**246 F. U. Insurance Bldg., Salina, Kan.**

**Farmers Union Cooperative Produce Assn.**  
650 Board of Trade Bldg., Kansas City, Mo.

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**Farmers' Union Managerial Association**  
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Jack Stevens, Secretary, Kansas City, Kansas

**RESOLUTIONS OF SYMPATHY**  
It is with great sorrow that we, the members of Cottonwood Valley Local 1833 express to the family of our member and brother, Arnold Melerhoff, who has passed to the far beyond, our heartfelt sympathy, in these days of their sorrow and bereavement. May the God of grace comfort and sustain them in our wish.

Be it therefore resolved, that one copy of these resolutions be sent to the family, one to the Kansas Union Farmer, and one spread on the minutes of our local.

Geo. E. Dawson  
L. K. Graham  
J. T. Graham,  
Committee.

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**DO YOU WANT \$10,000.00 CASH WHEN YOU ARE 65 YEARS OLD?**

An Endowment at Age 65 Policy in your own company will pay you \$10,000.00 the day you are 65 years old.

It will pay your family \$10,000.00 cash at your death, or \$20,000.00 if you are accidentally killed.

If you become totally disabled it will pay you \$100.00 per month until the maturity of the policy and then pay you \$10,000.00 in cash besides waiving all premium payments while you are totally disabled.

It will do more than that, it will build a financial organization that you own and control and which will be a big factor in helping you to collectively obtain cost of production for your farm products.

Use the attached coupon for further information.

**FARMERS UNION MUTUAL LIFE INSURANCE CO.**  
Des Moines, Iowa

**FARMERS UNION MUTUAL LIFE INSURANCE COMPANY**  
Des Moines, Iowa

I want to know how I can have \$10,000 cash when I am 65 years old.

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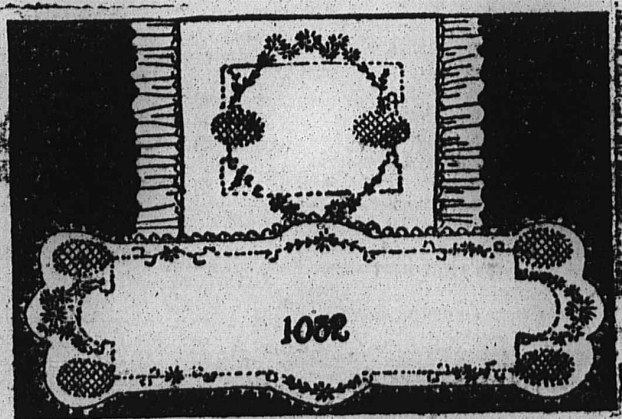
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### A CHARMING PILLOW AND SCARF

Continuity of design is important in house furnishing. One design when successfully carried out, whether in embroidery work, or wall paper, will add tremendously to the appearance of the home. The woman who plans her furnishings carefully, with tone and harmony as her ultimate goal, will consider this charming pillow and scarf. It is easy to work, as we sup-

ply complete instructions. Stamped on heavy quality tan crash of guaranteed fast color. Wonderful fabric and it affords you a splendid opportunity to begin a decorative scheme that can be carried throughout all of the home furnishings. Scarf is 18x52 inches, pillow has back to match. Price of outfit mailed to you postpaid, only \$1.48. In ordering give number, 1032, Kansas Union Farmer, Box 48, Salina, Kansas.



# PRODUCE DEPARTMENT

GUY WEBSTER

## LONG-TIME PROGRAM, ONE HUNDRED PERCENT

### Co-operation and Efficient Management Prove Successful at Osage

We have before us the annual report of the Manager of the Osage Farmers Union Co-operative Association for the year 1926. This report is one good argument for the co-operative store. Some of the outstanding accounts on the financial statement are: Over \$12,000.00 in real estate, furniture, fixtures and other investments; more than \$32,000.00 merchandise and hardware inventory; surplus of \$4,990.00; and capital stock of \$29,800.00.

The Osage Farmers Union Co-operative Association opened for business July 15, 1918 with \$7,175.00 capital, and a plan which provided that the dividends on capital and purchase rebate should be held in the organization until an authorized capital of \$30,000 should be paid up. On December 31, 1925, there was \$300.00 paid up capital with sufficient amount of net profit for the year 1925 to more than pay up the authorized capital. The Association has always paid 8 per cent annually on capital. The lowest net gain in capital for any one year was 11 per cent in 1921, and the highest was 32 per cent in 1919. Do you get the picture? In 1918, a capital of \$7,175.00, and in 1926, a capital of \$30,443.18, or 327 per cent in seven and one-half years.

A man who invested \$100.00 in capital stock in 1918 would now have stock worth over \$184.00 if he had never done a dime's worth of business with the Association. That sounds like a true statement, but it isn't. It means that \$100.00 invested in the Association would be worth \$184.00, but if these stockholders had not done business with their Association, the capital would not have earned a cent. The truth is that the \$100.00 original capital stock PLUS THE MEMBERS' PATRONAGE makes the \$100.00 worth more than \$184.00, but any figure from \$300.00 to \$400.00 or more, depending on the volume of business done by the member.

One reason for the phenomenal success of the Osage Association is indicated in one statement made by Mr. Samuelson in this report in which he says: "We do not believe that there is in the State of Kansas any co-operative business that can show a more nearly 100 per cent loyalty than the stockholders of our Association has shown." Another reason for their success is the fact that the directors who formulated the policy of the organization were far-sighted men who used keen business judgment. The Association was not actuated by a "get rich quick" motive. We notice that the plan was to leave the profits in the business until a sufficient capital was obtained to care for all the needs of the community. If all farmers had the same determination to build for the prosperity and stability of their business for the future and the same courage to carry out their program as these farmers at Osage have shown, one of the greatest obstacles to successful co-operation would be overcome. One of the greatest discouragements for the worker who wants to help the farmer in his fight for equal business rights is the farmers' lack of interest in a long time program, which builds for future stability rather than immediate profit; and it is certainly gratifying to find such a group as these at Osage.

A third factor contributing to the prosperity of the Osage Association is management. Mr. D. Samuelson has been manager at Osage for seven years and the records show how efficient a manager he has been. When we speak of management, however, we mean more than that. Mr. Samuelson's report: "We are glad to work with a set of men such as you have selected to conduct your business. There have been some very puzzling problems to solve, conditions have arisen that have been solved by the Board of Directors. Mr. Samuelson has met the problems and solved them, we think, for the best of all concerned. Your management and the Board of Directors have always worked in perfect harmony." "There you have it, harmony, fair-mindedness, and assuming responsibility. These three factors will enable any management group to work effectively. The President of the Board of Directors is V. E. Hanson, Vice President, Wm. Schlaegel; Secretary, W. W. Melgren; Treasurer and Manager, R. D. Samuelson. Other directors are W. A. O'Neill, W. E. Moore, C. B. Gillett, F. E. Nelson and A. E. Nelson.

We are always glad to hear of such groups as the Osage Association. It reaffirms our faith in the ultimate success of the co-operative movement. There are a lot of good organizations in Kansas and there are going to be a lot more. The day is coming when the farmer will realize the power he can exert thru co-operative action, and when that day comes, the farmer is going to produce and market on a cost plus basis.

## TREGO COUNTY LEADS AGAIN

Right in line with an idea suggested in another column of this Department, Trego County Co-operative Association has sent a representative from their own community to Kansas City to absorb first-hand information about the State business organizations.

This representative is Mr. Henry Dietz. Mr. Dietz has been active in co-operative marketing programs ever since coming to Kansas. He comes from a family of co-operators. Mr. Dietz is perhaps best known in his community as a member of the Kansas Wheat Pool, in whose interest he has been quite active. He was one of the first to sign a Produce Association contract in Trego County.

## THE YOUNGEST UNION GOLD BUTTER SALESMAN



DONALD W. DE VOSS

Donald W. De Voss, six year old son of L. E. De Voss, is not only the youngest Union Gold butter salesman, but was the first salesman of butter from the Farmers Union Co-operative Creamery.

When the first butter was churned Donald was not yet five years old, but he took a few pounds of butter and sold it to the neighbors. They liked the butter and the service, and the result is that Donald now has a regular butter route in Kansas City, Kansas. He has about twenty regular customers, and sold one hundred and sixty-five pounds of butter in October.

Donald pays the Creamery two cents per pound above car lot price and sells it to his customers for three to five cents per pound less than the price they would pay the grocer for the same grade of butter. This leaves him from two to three cents profit per pound.

The success of this young butter salesman is a splendid compliment to the product of the Farmers Union Creamery as well as to the salesman.

est in his study at Kansas City is with the Produce Association, he has found time to visit the Jobbing Association, the Farmers Union State Bank and the Live Stock Commission Company. He left for home Wednesday and will soon be helping the cause of co-operation in his own community along broader lines than has heretofore been possible.

Mr. Dietz is a young man with the true co-operative spirit. He is earnest, has very definite convictions, and is sincere in those convictions. We believe those people in Trego County, or elsewhere, who have an opportunity to visit with Mr. Dietz and hear him tell of the work of the State activities, and especially the Produce Association, would do well to take advantage of that opportunity.

Lincolnville OUTLINES LIVE-WEIGHT CAMPAIGN

We recently reported the signing of a new station contract at Lincolnville. This station will begin shipping cream December 15th, according to present plans.

In spite of the fact that there is a good number of Produce Association members at Lincolnville, they are not satisfied and are going after more members in a business-like manner. At the invitation of the Lincolnville Board of Directors, Mr. Francis and Mr. Brewster are going to spend some time in the community.

The campaign at Lincolnville will be unique in that the members themselves plan to take an active part in the campaign. Their slogan is "We are glad to work with a set of men such as you have selected to conduct your business. There have been some very puzzling problems to solve, conditions have arisen that have been solved by the Board of Directors. Mr. Samuelson has met the problems and solved them, we think, for the best of all concerned. Your management and the Board of Directors have always worked in perfect harmony." "There you have it, harmony, fair-mindedness, and assuming responsibility. These three factors will enable any management group to work effectively. The President of the Board of Directors is V. E. Hanson, Vice President, Wm. Schlaegel; Secretary, W. W. Melgren; Treasurer and Manager, R. D. Samuelson. Other directors are W. A. O'Neill, W. E. Moore, C. B. Gillett, F. E. Nelson and A. E. Nelson.

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There have been forty contracts signed at Bremen to date. These represent six thousand hens and two hundred and fifty cows, which is a mighty good average per member.

Art McKnight is on the sick list this week, so O. M. Lippert is plugging away by himself down around Pipua.

There should have vigor and good energy in the lay.

## EGGS

The constant query of the doughboy in the A. E. F. was "When do we eat?" Almost as insistent has been the query of the Produce Contract signers, "When do we begin to buy eggs?"

Well, folks, I guess we are right at the place where it's largely up to you to decide the answer. The remodeling of the plant to take care of handling the eggs is just about complete. Vest Stevens, who is in charge of the Egg Department, will soon be ready to start the machinery; the sales letter to the eastern consumers is printed and ready to go out as soon as we have some eggs to sell. One thing we could use now is some money to buy the eggs.

Quite a number of members signed notes for stock in the Produce Association. Most of these notes are new due. You know the old saying about "A little bit more added to what you have makes a little bit more." That is the situation in the Produce Association. The Creamery started out on a small scale, building up the organization as the market was built up and adding new stations as the finances and market permitted. The success of the Creamery during the first year's operation speaks for the soundness of this policy. Probably many of the same plan will be used in building up egg trade in which case every little egg and ten we get now will do double duty in the cause of co-operation.

A SUGGESTION

Archie Seamans is worried. Now, takes a lot to worry Archie, but he is worried, and here's the reason. He has been receiving so many requests from various parts of the state for field men to come and put on a membership drive, and he has so few field men to send that he is worried. These requests come from established stations and from new territory where some Union members want a Produce Station. They come from all directions.

May I submit a plan of action that might be worth trying? Let us assume any community in which there is a station already established or in which there are Produce members and a local Produce Board. These people feel the time is right for a membership campaign. They want a field man to help them and they aren't enough to go around. Why not develop a field man by your own community? Sure, you can do it. There is a man in every community who is a co-operator, a leader, has good business sense, etc. You know the kind of man I mean and you know he is in your community. All right, you've found your man. Now send him to Kansas City for a few days or a week to absorb first hand information about the State business organizations, and especially the Produce Association. He could get a lot of information and ideas in a short time. He would then go back home, organize the campaign and, with the help of the members, put it across.

I stick by my guns. I believe the best solution for this one way that the old members can put on a campaign intelligently and with little waste effort. Then, here is another advantage. Suppose Mort Lippert comes into your community and puts on the campaign and is moved to another field. You have lost your direct contact with the central organization. If you use a man of your own group, he is always with you. Also, he will have learned something of the Farmers Union, the Live Stock Commission Company, etc. and will help the whole Union program in your community.

I have suggested the idea. I think the details could be worked out with- out difficulty. Mr. Seamans or any one of the field men with whom you can get in touch would be glad to help you. If you're interested, write A. W. Seamans or myself, 650 Board of Trade Building, Kansas City, Missouri. It would be a fine thing for the Produce Association and the Farmers Union in Kansas if we could have a "class" of a dozen leaders here in Kansas City for a week; and I predict that such a class would help Archie quit worrying.

## VISITORS AT THE CREAMERY LAST WEEK

Mr. A. M. Kinney, and daughter, of Huron.  
Mr. Purdue, Huron.  
Elmer Jackson, Lyngne.  
E. L. Colvin, Bolcourt.  
Arthur Ringle, Alma.  
J. D. Hanson, Hiawatha.  
S. T. Buckley, Hiawatha.  
C. T. Mann, Hiawatha.  
F. E. Nelson, Osage.  
F. R. Carlson, Osage.  
Ernest M. Pollard, Nehawka, Nebr.  
Geo. Larsen, Bostwick, Nebr.  
Roy O. Vernon, Maple Hill.  
Roy O. Vernon, Kansas City, Mo.  
Mr. and Mrs. E. A. Swanson, Savonburg.

Lay an Elliott, Herrington.  
We are always glad to have folks come and look us over. We are proud of our Creamery, and we hope some of you who can come and see us at work will be just a little prouder of the institution of which we are all a part.

Our list this week includes some quite notable names. Mr. Pollard is manager of the Nebraska State Business Association. His organization sold one hundred and fifty-one cars of merchandise in October, which by the way, happened to be the same number of bars of merchandise as handled by the Jobbing Association Car Lot Department for October. Mr. Larsen is President of the Board of Directors of the Farmers Union Co-operative Creamery in Osage County, Nebraska. Mr. A. M. Kinney, Mr. Roy Vernon, and Mr. E. A. Swanson are managers of the Farmers Union Elevators in their respective towns.

To keep the loafers from eating up the profits why not eat up the loafers?

## STOCK MARKET

Kansas City, Mo., Nov. 22, 1926.

STEERS—Light run of cases here today. Fat cattle sold about steady; nothing very good offered. Bulk of fat cattle were sold from 8 to 9c a pound, with the better kinds from 9 to 10c. Grass fat steers rather scarce and begin to show the effects of cold weather. Best grass fat steers are selling from 7.00 to 7.50. Medium kinds 6.50 to 7.00.

STOCKERS AND FEEDERS are about steady with last week's close and best light stockers are selling from 7.00 to 7.50. Medium kinds 6.50 to 7.00. Cattle a little hard to move, this class selling from 6 to 7c. Feeders are very scarce and had to sell in line with grass-fat cattle.

MIXED YEARLINGS AND BUTCHER STOCK—Mixed yearlings scarce; good steady. Choice kinds 8.50 to 9.00. Few prime ones, above. Good kinds 8.50 to 9.50. Short fed and medium kinds 7.00 to 8.00. Good cows 5.00 to 5.50. Few choice ones around 6.00. These better classes selling slower than plain kinds and cattle.

CALVES AND BULLS—Killing calf market about steady. Top yearlings 10.00. Fat 3 to 400-pound calves 7.00 to 7.75. Stock calf market 25 to 50c lower. Choice whiteface steer calves 7.75 to 8.50. Red 6.50 to 7.00. Bull market unchanged.

HOGS—Receipts 9000. Market fairly active; generally steady with Saturday's average. Top 11.50. Bulk of the good hogs sold from 11.15 to 11.50. Stock pigs 11.25 to 12.00. Packing hogs 10.00 to 10.65. Stags 9.50 to 10.00.

SHEEP AND LAMBS—Sheep market about steady. Top western lambs 13.10; top native 12.75; fat ewes 5.50 to 6.00. Culls, canners and bucks 1 to 3c.

Farmers Union Live Stock Commission.

## TREGO COUNTY MARKET

Prices paid and by whom in W. Keene, Kansas, November 20, 1926: No. 2 Wheat \$1.18 by Robinson Elev. No. 2 Corn 85c by Farmers Elev. \$9.60 per case in 1924 to 10.37 per case in 1925.

Besides the associations located in the producing regions there was co-operative sales agencies in the New York, Boston, Detroit, Los Angeles, York, and Paul markets. The agencies in the New York market handled 671,746 cases of eggs in 1925, which were sold for \$3,812,559. An agency maintained in the Detroit market by the State Farm Bureau received 344 cases of eggs which were sold for \$35,451, and 1,088,865 pounds of live poultry which sold for \$318,000. The sales agency for the Minnesota group of egg and poultry associations reports the handling of 160,984 cases of eggs and also 2,074,912 pounds of live poultry and 253,073 pounds of dressed poultry. Eggs were as follows: Eggs \$1,763,650; live poultry, \$465,193; dressed poultry, \$125,898.

A butter and egg sales agency in Los Angeles, serving co-operative associations in the Western States, reports handling 66,815 cases of eggs in 1925 which it sold for \$86,332.

A sales agency in New York City, maintained by duck raisers on Long Island as a market outlet for their birds, reported sales for 1925 to the amount of \$4,500,000.

In Idaho two associations have been formed for marketing turkeys.

One of these with 960 members reports sales of \$265,000 for 1925, and the other with 42 members reports sales of \$23,000.

Live poultry was handled during 1925 by 34 associations. These organizations reported selling more than 12,000,000 pounds for \$3,000,000. The largest total sales credit to one state were \$2,302,670 reported by eleven associations in Missouri.

Two Washington associations sold live poultry to the amount of \$346,831; ten in Minnesota, \$312,036; and three in California, \$83,939.

Dressed poultry was handled in 1925 by 15 of the associations reporting to the Department of Agriculture. These associations marketed 4,019,969 pounds of dressed stock with a sales return of \$1,041,587.

An association in Washington which markets baby chicks co-operatively has reported sales for 1925 of \$36,553 in 1925.

As a number of the associations are increasing their facilities for feeding, fattening and dressing poultry, it is expected that the reports for 1926, when available, will show a large increase in this kind of co-operative activity.

## THE GOLDEN RULE

Fewer heartaches, fewer tears, Less of need for anxious fears, Less of sorrow, less distress, Less discouraged restlessness; Not so much of crime and vice, Fewer temptations to entice, Not so many of jails and jails, When the Golden Rule prevails.

Smaller worries, lighter loads, Greater vigor, smoother roads, Less oppression, less grief, Less of pain and strife, More of worth in life, Less of weeping, fewer wails, When the Golden Rule prevails.

Less of readiness to sneer, More of willingness to cheer, Fewer things impure, unclean, More of chastity and truth; Less unrighteousness and sin, Less rivalry and keen chagrin, Less of all that mars and fails, When the Golden Rule prevails.

—Leroy H. Kelsey.

Lime scattered in the stanchions, stalls, gutters and over the floor of the barn will act as a disinfectant.

Do not feed moldy, frozen, or spoiledilage.

# Department of Practical Co-Operation

## ANDERSON COUNTY

MT. JOY LOCAL NO. 2125\*\*\*\*  
Meets the first and third Wednesday  
Lulu Shilling, Sec.

WELLS LOCAL NO. 2054\*\*\*\*  
Meets the second and fourth Saturdays  
of each month. H. F. Ferguson, Sec'y.

ALLEN COUNTY  
LIBERTY LOCAL NO. 2145\*\*\*\*  
Meets the first and third Friday of  
the month. Ray Wilson, Sec.

CHASSA COUNTY  
PRAIRIE HILL LOCAL NO. 1944\*\*\*\*  
Meets every two weeks on Saturday  
night. Next meeting, August 21, 1926.  
Emily B. Duke, Sec'y.

WHEELER LOCAL NO. 1982\*\*\*\*  
Meets the first and third Friday of  
each month. Ernest Small, Sec'y Clay  
County.

COFFEY COUNTY  
SUNNY SIDE LOCAL NO. 314\*\*\*\*  
Meets every second and fourth Wednes-  
day of each month. A. H. Collar, Sec.

NEUTRITY LOCAL NO. 2185\*\*\*\*  
Meets the first Tuesday of each month.  
C. A. Atkinson, Secretary.

COWLEY COUNTY  
MERCER LOCAL NO. 142\*\*\*\*  
Meets the second and fourth Wednes-  
day of each month. W. M. Schmidt,  
Sec'y.

CRAWFORD COUNTY  
DUMB BELL LOCAL NO. 581\*\*\*\*  
Meets the first and third Thursday  
night in each month. C. W. McCluskey  
Sec.

CLOUD COUNTY  
BUFFALO VALLEY LOCAL NO. 607\*\*\*\*  
Meets the first and third Thursday of  
each month. R. A. Hanson, Secretary.

DIST. NO. 103 LOCAL NO. 583\*\*\*\*  
Meets the second and fourth Tuesday  
of each month. H. A. Coate, Sec.

CARMEL LOCAL NO. 1056\*\*\*\*  
Meets every second and fourth Monday  
in the month. E. J. Reuter, Sec.

DOUGLAS COUNTY  
CARGO LOCAL NO. 1186\*\*\*\*  
Meets first and third Thursday of each  
month. R. E. Tucker, Secretary.

SIGEL LOCAL NO. 1689\*\*\*\*  
Meets the second Tuesday in each  
month. L. Cox, Sec.

ELLIS COUNTY  
EXCELSIOR LOCAL NO. 606\*\*\*\*  
Meets first and third Monday of each  
month. Frank G. Ebert, Sec.

HAYS LOCAL NO. 884\*\*\*\*  
Meets first Friday of each month at 8  
o'clock at court house. Frank E. Felt-  
er, Sec. Ellis County.

led in 1925 as compared with 1924  
was 21 per cent; the increase in total  
sales was 31 per cent; and the average  
return from sales increased from \$9.60  
per case in 1924 to 10.37 per case in  
1925.

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—Leroy H. Kelsey.

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## ELLISWORTH COUNTY

ADVANCE LOCAL NO. 1889\*\*\*\*  
Meets the first Monday of each month  
at 8 o'clock. F. F. Syboda, Sec'y.

LIBERTY LOCAL NO. 925\*\*\*\*  
Meets every first and third Monday of  
each month. Ed Mog, Sec'y.

TRIVOLI LOCAL NO. 1001\*\*\*\*  
Meets the first Monday evening in each  
month. W. H. Fleming, Sec'y.

GEARY COUNTY  
LYONSDALE LOCAL NO. 1415\*\*\*\*  
Meets every last Thursday in each  
month. Oscar Lutzke, Sec.

MOSS SPRINGS LOCAL NO. 1901\*\*\*\*  
First Tuesday of each month. Clar-  
ence Brown, Sec'y Geary County.

GOVE COUNTY  
PARK LOCAL NO. 999\*\*\*\*  
Meets last Saturday of each month.  
Jos. Helm, Sec'y Gove County.

GREENWOOD COUNTY  
NEAL LOCAL NO. 1319\*\*\*\*  
Meets the second and fourth Friday of  
each month. J. C. Graves, Sec.

JEWELL COUNTY  
ROSE HILL LOCAL NO. 601\*\*\*\*  
Meets the last Thursday of each month.  
Dolley Caskey, Sec.

MARSHALL COUNTY  
HERKIMER LOCAL NO. 1002\*\*\*\*  
Second and fourth Tuesday. Karl  
Rohde, Sec. Marshall County.

MIAMI COUNTY  
BELLEVUE LOCAL NO. 1192\*\*\*\*  
Meets the first and third Fridays. J.  
Sloan, Sec. Miami County.

SPRING VALLEY LOCAL NO. 1735\*\*\*\*  
Meets the first Friday in every month.  
A. C. Bartickow, Sec'y Miami County.

NEMHA COUNTY  
BOARDMAN LOCAL NO. 922\*\*\*\*  
Meets first and third Wednesday. G.  
W. Chashman, Sec. Nemaha County.

DOWNEY LOCAL NO. 1119\*\*\*\*  
Meets every second Monday in the  
month. Herman Boeding, Sec'y.

KORBER LOCAL NO. 914\*\*\*\*  
Meets first and third Tuesday. F. A.  
Korber, Sec. Nemaha County.

LIBERTY LOCAL NO. 888\*\*\*\*  
Meets every second and fourth Wednes-  
day. Robert Steele, Nemaha County.

ROCK LOCAL NO. 829\*\*\*\*  
Meets the first and third Friday of  
each month. Mrs. J. M. Amos, Sec'y.

NORTON COUNTY  
PLEASANT VALLEY LOCAL NO. 1025\*\*\*\*  
Meets the third Tuesday of each month.  
Mrs. H. E. Norris, Sec'y Norton Co.

AGRICULTURAL ECONOMICS

Millard Peck

For the United States as a whole, the revenue from the gasoline tax is, at present, just about equal to the revenue derived from the registration and license fees moved consistently upward. This upward trend was checked by 1922 for by that time a considerable part of the growing burden of highway improvement had begun to be shifted to the gasoline tax revenues.

## ENTOMOLOGY

J. W. McCulloch

The proper preparation of the soil for any crop is an important step in insect control. Many insects hibernate in the surface soil or in crop residues during the late fall or early winter will either expose the insects to the weather and natural enemies or will bury them to a depth which will prevent emergence.

County Agent L. F. Neff of Cloud county reports that Fountain township in Ottawa county burned its roadsides and fence rows completely last year by one of its township boards to prevent snow drifting into roads and to destroy chinch bugs.

This summer there were practically no chinch bugs in that township. Now all Ottawa county is going to try the same plan. Cloud county farmers are to plant a row of chinch bug burning "bees" and the first suitable weather will see the smoke rolling.

LIBERTY LOCAL ENTERTAINS

Liberty Local entertained the "Boosters" Friday night at their fine meeting house on the fifth meeting night of the Booster trip.

M. O. Glesner, representing the Life Insurance department of the Farmers Union, was the principal speaker of the evening after which the following program was given:

Clarinet solo.....Milton Pullis  
Reading.....Cecil Lamb