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A Constructive National Program Is The Great Need Of Agriculture

Senator Arthur Capper In The Current Issue Of The Girard Letter Makes A Strong Appeal For The Nation's Greatest Business

For many years the United States Government has been content to let agriculture take care of itself. There has been no national policy of a constructive nature. Farmers have gone on producing under many handicaps that might easily have been removed. The result has been disaster that in the last two years has overtaken the farmers, causing millions of dollars in losses by shrinkage in the value of farm products, and has been seriously detrimental to business throughout the land. Agriculture has been brought to a point where its future is in peril, where it is bound to go backward unless real relief is forthcoming.

The need of a constructive national program looking into the rehabilitation of agriculture is regarded by the farm bloc as imperative. I think that fact is appreciated by business men as well as by farmers. It is generally accepted that prosperity must come first to the farms before it can prevail in the city.

Farming is the only business left that buys at retail and sells at wholesale; that pays what is asked when it buys and accepts what is offered when it sells. The farmer remains merely a producer of the necessities of human life. After he has produced them other organizations take them over at their own price for distribution. This is true of no other important industry. The producer gets but one-third of every dollar paid by the consumer for the products of the farm. Our expensive and antiquated marketing system takes the other two-thirds.

The unfavorable conditions under which agriculture has been struggling have wrought serious changes in it. The hazards of this business have driven out owners and brought in tenants. Tenancy is increasing every year, and this is a menace to the nation, because it means, in the final analysis, that soil rapidly is being depleted, and that the best land is on many acres to build up fertility. The average renter is not a soil improver.

Farms are growing larger because land is steadily passing into the hands of capitalists and investors. The number of renters has not increased so far as the number of owners they lease. While the proportion of rented farms increased three per cent between 1910 and 1920, the increase in acres rented during the same period has been 20 per cent. This means needs more small farms tilled by the owners of the land.

American agriculture has become the football of the market manipulator and the market gambler, the legitimate good thing of the organized buyer and the organized seller, until at last it is breaking under the strain. Both producer and consumer are suffering from a marketing and distributing system 50 years behind the times, the only difference being that the producer on the farm is suffering from it a little more at the present time than usual because we are in the throes of a readjustment. He parts with his products long before the consumer is able to get them or needs them. A host of toll and profit takers meanwhile busy themselves with these products, transferring them from hand to hand and absorbing as much profit of things as are able to extract from the marketing business.

We have just recently learned that for the first time in history we have more people working in factories than on our farms, although our population is increasing at the rate of one million a year. A study of the census returns show that agriculture has been the only interest to decline. In the last decade employment in manufacturing increased 20 per cent. But we are not keeping the boys and girls on the farm and we are not going to until the conditions of the agricultural industry make it worth while for them to stay there.

The enactment of constructive, wholesome, progressive legislation which will bring about better conditions agriculturally and promotion of a program in which agriculture occupies a leading though not necessarily an exclusive position is the mission of the so-called farm bloc in Congress. As a member of that body I think I may say with perfect candor that there is nothing dark, sinister, or forbidding in its make-up or its purposes. It is not a political adventure, its mission is economic rather than political. It is for things rather than against them, for the city man as well as the country man. The reason for the bloc's existence is a desire to serve the people and the nation in time of need. It is working for honest industry, honest finance, honest commerce, honest agriculture, honest labor, and wishes to co-operate with all of these, for they are the cornerstones on which we shall erect a truly prosperous nation.

A United States Senator is not fully conscious of the responsibilities imposed upon him by his commission to represent a state in the greatest legislative body in the world. If he does not understand that his constituency in reality is not the state which elected him, but all the people. When considering or when preparing legislation, he must have full regard for the interests of the whole country. I believe I can say that it is in this spirit that the members of the farm bloc perform what they believe to be their duty in this matter.

The men making up the so-called agricultural bloc are not so fatuous as to believe that the remedy for the distressing condition in the agricultural districts today lies wholly in legislation or in governmental activity, but they do believe that the government, acting through the President and Congress, may do much to hasten the return of healthy conditions to agriculture. President Harding shares their belief, as is witnessed by the fact that he has signed every measure enacted by Congress at the instance of the farm bloc. The President publicly has endorsed other measures favored by the bloc which have not yet been passed by Congress.

The farm bloc believes that the best way to mend the present situation and provide for the future is to increase the producer's profit by shortening the road to market. One way to accomplish this through co-operative marketing, which eliminates the unessential and speculative middlemen and which gives the producer and the consumer their due.

This we have great hope we shall accomplish through the recently enacted Capper-Volstead co-operative marketing law which gives farmers everywhere the right to organize to organize for the sale and distribution of their own products.

The bloc has still many important things to accomplish. One of them is a credit plan which will be speedily enacted into law a system of 1, 2 and 3 year credit for farmers based on their products as collateral. Farmers everywhere write me and tell me the system is just what nine-tenths of the farmers in their home territory need.

The farmer and the stockman are sorely in want of an operating credit which cannot be supplied by the 80 or 90 days commercial loan. This precisely meets the stockbreeder's credit needs, but it takes three years to produce a steer and make him ready for slaughter and it takes three years to breed a dairy animal and get it producing. Sheep and swine also require much more than six months, and the farmers' crop turn over usually takes a year.

Upon our farm bloc plan these transactions are all made good credit risks. But under our present commercial credit system they would not be, barring exceptional circumstances.

There is not such a system of agricultural credit as the farm bloc is proposing to make a part of the federal land bank system, has spelled ruin for many a struggling young land owner paying for his farm as he goes along; has driven many a hard-working and capable tenant farmer and his family off the farm and to the city, and has been the ruin of many and many a livestock farmer—the ultimate cost of the food consumer.

Largely because of the lack of such a means of financing its stockmen, this country is shortly to be visited with a beef shortage which will cost it dear. When that time comes, my friends, beefsteak is going to be beefsteak with a large capital B.

It should be a matter of interest in the cities for them to learn that the farm bloc is giving its support to the Capper-French Truth-in-Fabric bill. The Truth-in-Fabric bill applies the principles of the pure food law to clothing. It requires that fabrics shall be sold for just what they are. If wool is mixed with cotton the amount of mixture must be stated.

Those who oppose the agriculture program are always talking about "class legislation." What I should like to know is how anything which will help make more efficient or which will better the economic or working conditions of the industry that three times a day, year in and year out, keeps the nation going hungry, can be called "class legislation."

I have noticed during a more or less busy life, when agriculture prospers everybody prospers, including bankers and business men, and when agriculture doesn't prosper nothing else does. It seems an infallible rule.

The farm bloc measure which has strongest opposition is the proposed amendment to the Federal Reserve Act providing that agriculture should be represented on the Federal Reserve Board, along with industry, commerce and finance. When the Senate passed this bill a few weeks ago the talk of Wall Street bankers was that this was "class legislation." These bankers are now bitterly opposing action on this measure in the House and have the chairman of the House Committee on banking and currency with them.

Yet all this amendment does is to correct a perfectly obvious discrimination against the largest and most important industry of all and gives it equal representation on the board along with commerce, industry and finance. The proposed amendment merely inserts the word "agriculture" in the clause reading the President "shall have due regard to a fair representation of the different commercial, industrial and geographic divisions of the country."

No one seems to think it "class legis-

lation" for commerce, finance and manufacturing to be represented on the Federal Reserve Board, and of course it is not. Then why should it be considered class legislation for agriculture, which is the largest and most vital industry of all, to be so represented?

If agriculture with its 80 billions invested and contributing one-half this country's bank deposits—the source in normal times, of approximately 23 billions of new wealth each year—is not entitled to recognition and to have a place on a national board that is supposed to be fully representative of the commercial and productive forces of the nation and to be in intimate touch with the whole field of national endeavor—will some one please tell me what constitutes a valid claim?

The country has long suffered—and never more so than now—because its greatest farming industry is nowhere on equal footing with the organized world of business and industry, and the more we oppose or try to prevent the full co-ordination of agriculture with national life, the worse for us.

This amendment to the Federal Reserve Act merely puts agriculture on a par with commerce and finance.

The policies of a board which so powerfully affects agriculture, commerce and industry, as the Federal Reserve Board does, should only be determined by a group of men of broad understanding and in the most intimate touch with the country's condition and needs.

Under the Federal Reserve Act, it is the President's duty to select the appointive members of the board. President, I am quite sure, would be likely to put a farmer upon this board who was not entirely capable of measuring up to its responsibilities. Nor can I see there is any danger of the farmer member leading all the other five members astray. Then why should eastern financial interests be so fearful of a farmer on the Federal Reserve Board? For business qualifications, for keen intelligence, for a sense of responsibility, I will match several farmers I know against any man or men of business I have ever met.

Please understand I am making no special plea for our farmers; I am asking for a single favor of them. I am as much opposed to "class legislation" as the stiffest-backed American who ever lived. It is in no sense class legislation that I am advocating. I would put the arguments on a higher ground, the very highest—national welfare. Take care of the farm and the farm will take care of the nation.

Of all the measures proposed by the farm bloc, I am inclined to think that the greatest measure of relief to agriculture and of direct benefit to the consumer, will come through further co-operative organizations and co-operative marketing.

If all the measures are approved by Congress they will lay a broad foundation on what may be erected the world's best and most enduring system of agriculture. They also would mean the up-building of what would be the world's most enduring and most widespread and genuine national prosperity.

The United States is on the eve of a greater and more efficient development of the waterway, the airplane, the highway motor truck, as well as the railroad. The rapid increase of our population, with more than a million additional mouths to feed each year, proves that we shall need all these agencies in the great business of supplying the needs of the people. Not only must they be allowed to develop, this development must be helped and encouraged and must be buttressed with other measures that will build up a newer and stronger national stability. By all means, as good American citizens, let us resolve to give every such measure our enthusiastic and earnest support.

Orderly Marketing Is Farmers' Salvation

Prominent Eastern Farmer Is Strong Advocate Of Principles Of Co-operation

Window displays of "Grated A Certified Aroostook Potatoes" in gay captions testifying in bright and striking lettering and decorations to high quality and correct quantity will be the newest wrinkle of the modern grocery if scientific methods of marketing farm products are put into effect as advocated by successful business men who have made a study of farm marketing conditions.

Incidentally, there will come uniform prosperity to farmers large and small and a uniform saving on the necessities of life to the consumer; for it will enable the farmer to find the steady market at fair prices all the year 'round. It will give the housewife assurance of obtaining a graded article of the quality she wants and

it will mean that the old potato bag and the ancient apple barrel with a few good apples on top and rest of its contents tapering off to worm-eaten windfalls must make their exit. It will be an example of modern money-making, successful ideas applied to the solution of the farmer's greatest problem—how to control the market he serves.

"This could be accomplished," says E. E. Frost, vice-president and general manager of the Strout Farm Agency, Inc., a practical farmer and owner of productive farm in Maine "by organizing a nation-wide co-operative system for selling farm products."

"The system should be under centralized control," said Mr. Frost, "with numerous control stations, like the neck of a bottle, through which should come all the surplus farm products of New York and New England. From these central stations or 'bottle necks' the surplus should be distributed wherever the best markets lay at that moment. Farm products would not then be dumped into a glutted market, as now, but they would be diverted by the head office to Pittsburgh and other cities where the consumers were crying for them."

Mr. Frost emphatically believes that the farmer must adopt policy of his crops and co-operative selling of his products and insure himself of steady prices and uninterrupted prosperity.

"Dumping farm products on local markets at one season is the farmer's greatest handicap," said Mr. Frost. "Ordinary business sense would teach manufacturer that to glut a market would be a first step in the direction of bankruptcy; yet the unorganized farmer is practicing it year after year."

"The apple growers of Washington and Oregon, the fruit growers of California and the orange farmers of Florida have proved that in scientific, co-operative marketing lies success, steady prices in all seasons and continued prosperity. The same plan must be applied to the products of New England and Eastern farms."

Official grading, by which the consumer is assured of products up to a standard, and careful packing in standard containers small enough to be easily handled are elemental steps. Potatoes as well as apples must be sold in boxes. The average city family is appalled at the idea of buying a whole barrel of either apples or potatoes at once.

"The most important step is that a national selling organization for farm products be formed under centralized control. Farm products could then be made to flow through natural channels to waiting markets. Eastern farmers now throw their crops

on local markets in a mass and break prices. Under a co-operative method the surplus, after the local markets were supplied, would flow to the large markets of Boston, New York, the Middle West and Europe as naturally as rivers flow to the sea. What the local markets could not absorb at fair prices would be sent where markets would be bare and prices high business would be saved."

The farmer's selling organization then would dictate the price for farm products. Why shouldn't it? The manufacturer dictates the price of his product. If he cannot get it he stops manufacturing. Farmers must find the way to do the same; and co-operation is the way.

"There must be warehouses, of course, to hold the surplus of a season for May. In checking this report we find a large proportion of the receipts of stock by this co-operative selling agency were from shipping associations and if the May business is a forecast of where the business is to come from we believe, if farmers are to get control of the marketing of live stock, they will have to establish a live stock shipping association at every point where there is volume of business enough to support the association."

Every one who ships stock should get the real object of the shipping association and the farmer owned commission house, and that is to control or regulate the shipment of live stock to the market and thus avoid costly fluctuations due to glutting the market. The savings thru the shipping association and the commission houses are only a small part of the savings that will be made thru control of marketing of live stock. The writer experienced a loss on one occasion of \$125 in a shipment of the market on one car of hogs. We know of a party who started two cars of hogs to the market and before they were sold the market went off \$1.25 a hundred which meant a loss of \$100 to this shipper. Every other shipper on that market suffered a proportionate loss. We can always expect the market to rise and fall according to supply and demand but wild fluctuations of 50c to 75c a hundred per day will not be justified when live stock is marketed in an orderly manner. Intelligent business farmers want a steady market. Just the same as merchants and manufacturers want a steady market. A steady market takes a large amount of speculation out of business. It orders marketing that is to eliminate a large amount of the speculation in raising live stock can only be accomplished thru farmers patronizing their own selling agencies. We might state it this way, the farmers co-operative live stock shipping association and farmer owned co-operative commission houses will be as great an improvement in the system of marketing live stock as the modern corn planter and cultivator has been an improvement in the planting and cultivating of corn. We hope every member of the Farmers Union will study this question of orderly marketing for we know our success in solving our problems will be in proportion to our interest in them.—Iowa Union Farmer.

ORDERLY MARKETING OF LIVESTOCK

The value of the co-operative Live Stock Shipping Associations is shown in the report of the Farmers Union Live Stock Commission of Chicago for May. In checking this report we find a large proportion of the receipts of stock by this co-operative selling agency were from shipping associations and if the May business is a forecast of where the business is to come from we believe, if farmers are to get control of the marketing of live stock, they will have to establish a live stock shipping association at every point where there is volume of business enough to support the association."

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The production of wheat in Switzerland in 1921 amounted to 4,836,000 bushels from 157,000 acres. The production of rye amounted to 1,559,000 bushels from 49,000 acres. These figures are close to the average yearly production for the past 5 years.

Experience Proves That Co-Operative Contracts Are Necessary

They Assist Materially in Providing The Financial Resources So Useful In The Orderly Marketing Of Products Of The Farm

Central Western farmers have not had a great deal of experience with contracts in their co-operative associations, as most of their co-operative efforts have been confined to local organizations, such as creameries and elevators. Some of these local institutions operate on the contract basis, though most of them do not.

Along with the development of larger co-operative associations to market farm products by commodity instead of by local units, the contract idea has been generally introduced. Under the co-operative contract, as usually worded, the producers who sign pledge their products to the association for a term of years, and give sole power of sale to the association, which agrees to market the products to the best possible advantage and to pay the producers the proceeds less the necessary costs of administration and sale. Most farmers have apparently felt that the contract is an essential part of any large co-operative plan, as they have made little objection to signing.

Propaganda Against Contracts

Recently a good bit of propaganda against signing co-operative contracts has been spread by those who hope to see the co-operative movement fail, or who are ignorant of the real fundamentals of successful co-operation. This theory sounds quite plausible in forms, but as a rule it takes the form of arguing that contracts are unnecessary efficient service, it will get all the business it can handle without a contract," we are told. "If it does not render service the contract won't hold it together. Let the co-operative depend upon service to hold business, the same as other concerns do." This theory sounds quite plausible at first, but the trouble is that farmers are "confronted by a condition and not by a theory," as Grover Cleveland once remarked. The condition is that all the old-line companies with which the co-operative is in competition are thoroughly alarmed at the new movement and are using desperate means to kill it. The larger companies with ample resources are prepared to pay higher prices for their goods than the co-operative can handle without the contract. This is the real situation. The smaller concerns are doing the same thing as far as their means permit. One Chicago milk company, for example, is reliably reported as being ready to spend several hundred dollars to break up the new marketing association that the producers are forming. These concerns do not stop with paying higher prices, but also send agents among the producers to spread stories that generate suspicion and distrust. These unfair methods cannot be fought successfully unless producers are under contract.

Remove Cause For Disloyalty

The opponents of contracts say that it is impossible to enforce loyalty to a co-operative association. I agree with them. It may be possible to have enforced loyalty in some cases, but not as a general rule. No co-operative association can handle a thing that depended upon enforced loyalty. The purpose of a contract is not to enforce loyalty, but to remove the cause for disloyalty. Records show that co-operative organizations nine times out of ten have failed because they do their competitors when they have a fair chance. It is the special inducements and unfair competition that cause the trouble within the co-operative association. The contract which makes the association a business agency of the producers makes it possible to strike at this unfair competition by proceeding, for example, under the provisions of the Hinchman Co-operative decision of the U. S. Supreme Court, which ruled that a co-operative association is not a partnership and therefore another to break a contract was liable for all damages. If there was no contract the unfair competition would steal away all the business of the co-operative association and there would be no reason for the co-operative contract it is possible to deal effectively with this competition, which is the cause of most disloyalty, and thereby co-operative associations would be able to solve their financial problems.

Help Solve Financial Problem

Another prime reason for the use of contracts in co-operative marketing is that they assist materially in solving the question of financing. The contract usually gives title to the product to the association, which is then in position to store the product and borrow on warehouse receipts. This refers, of course, chiefly to non-perishable products, in which financing is the key to successful co-operative marketing. Several cases have come to my attention where banks have refused to loan on stored products which were not under contract, and I know of scores of cases where they have loaned liberally on products under contract. The reasonable assumption therefore is that contracts are virtually necessary to solve the question of financing, which is by far the most important question in marketing non-perishables.

Another important reason for the use of contracts is that they add stability to the association and help to reduce the overhead expenses of the products to be handled may be determined beforehand, and all necessary arrangements perfected. This enables it to develop its sales and merchandizing plans well in advance. A fourth reason for the use of contracts is that they largely eliminate

the necessity for operating under the capital stock plan. It is always undesirable for a co-operative association to have capital stock, and the capital stock plan is being abandoned everywhere by co-operative groups. Capital stock is practically a necessity where there is no contract as the association otherwise has no method of assuring itself of a supply of products. With contracts, a supply of products is assured, and one reason for capital stock removed.

Contracts Used For 30 Years

Contracts were first used by American co-operative associations nearly 30 years ago. The idea spread until now all of the large co-operative associations, with only a very few exceptions, are operating on a contract basis. They would not have adopted it had they not found it necessary and desirable. Few large associations have failed when based on contracts, and few have succeeded without contracts. Co-operative marketing is a business undertaking. There is no room in it for notions and theories that have been proved unwise and impractical by experience. The notion of "service—not contracts" has been thoroughly discredited by experience. This is no time to revive it. Anyone who does so may properly have his motives questioned.—Wheat Growers Journal.

CAPPER-TINCHER BILL PASSES

The new Capper-Tincher bill, which overcomes the unconstitutionality of the previous law of that name, and regulates grain exchanges, passed the House of Representatives on June 28. It goes now to the Senate.

The Farm Bloc was successful in preventing amendments which Representative Tincher and other members of the Bloc did not desire. The only amendment which passed, of all of those which were offered, was that by Representative Mann of Illinois, which provided that the amendment struck from the bill paragraph F, section 5, which would have authorized the Secretary of Agriculture to approve certain forms of contracts used upon grain exchanges.

The bill seeks to re-enact certain passages in the grain futures bill passed last August and which the Supreme Court on May 15 held to be unconstitutional since it attempted to regulate the exchanges by the taxing system. Both Senator Capper and Representative Tincher have worked strenuously to have the new bill passed quickly.

POOL WORTH \$42,000

Last year there was a voluntary pool of red top seed by a few growers in Clay County, Ill., that was worth \$42,000 to the red top growers of that county. The seed crop of the county was approximately 2,000,000 pounds. The per cent of this, or 600,000 pounds, was in dealers hand at 12 cents per pound before the pool was organized. Just at that time the red top dealers predicted that remaining 1,400,000 pounds would be purchased for 10 cents. Some buyers had actually dropped their bids to a dime, but were buying little.

A few growers began talking of organizing a pool, and a meeting was held. Instantly the buyers' bids jumped from 10 to 12, 14 and then to 15 cents without any change in the outside market. The rising price and good bids caused the pool to be organized. Their 2,000,000 pounds at 12 cents would have made \$240,000. Actually the first 600,000 pounds brought 12 cents and the rest 15 cents, so the returns were \$282,000. The three cent advance was due to the organization of the pool, and it is figured that the pool was worth \$42,000 to the farmers. In addition it paid another four cents on 50,000 pounds, \$2,000, to the 45 men who had seed in it.

The success of last year's pool is one of the reasons why the red top growers are now organizing the Egyptian Seed Growers' Exchange, a co-operative marketing association on a permanent basis, to market their entire seed crop.

CO-OPERATION IN INDIA DEVELOPS

A recent co-operative conference embracing all of India was held at Bombay City, bringing together co-operators representing stores, banks, home-building associations and producers societies.

The principal action of the conference was the institution of a campaign to organize producers co-operative associations in the city and to develop them until they could supply the needs of the central societies of the whole province.

Don't forget about the plenties. We want to know all about them and what happened.

Don't Forget to Vote at the Primary TUESDAY, AUGUST 1st.

There Is A

Farmer Candidate

On each of the major party tickets. Farmers should vote for their own interests.

SIMPLE SWINE SANITATION
KEEPS PIGS FREE FROM
WORMS

Methods developed by the United States Department of Agriculture for raising hogs free from worms have proved so successful wherever they have been given a trial, as in Missouri, that the department feels no hesitancy in recommending them to all hog raisers in the great corn-growing areas of the Middle West.

The system recommended by the department is simple, practical, and the only requirement being a little extra care and labor. Just before the farrowing season it is necessary to clean the farrowing pens thoroughly with hot water and lye, and before the sows are put in all dirt is carefully washed from their skins. Within two weeks after farrowing the sows and litters, which have not been allowed out of the pens, are moved to a clean pasture—one that has not been used since cultivation. The young pigs, since they are not to be allowed to come in contact with the sows, must be kept on clean pasture away from wormy hog yards without contact with other hogs except mothers, after which they are past the great danger from worms. To be sure, it is necessary to provide proper feed, water, shelter, but that is what any pig should have.

Experience has shown that this swine sanitation plan means money to the farmer. In the first place, pigs with worms grow to the same quantity of feed than those that must use a part of their food to grow an army of worms. It has been shown also that when these parasites are kept under control fewer young pigs are lost. Pigs that are not weak ened by the inroads of worms are, as a rule, less susceptible to the various diseases that are common to them. And finally, the quality of the pork produced is clean, healthy pigs is better than that from wormy, unthrifty ones.

Veterinarians in the department say that pigs infected with worms seem noticeably susceptible to mange, necrobacillosis, and possibly other diseases, also, than those that are free of them. Both lots of pigs in the Government exhibit at the recent International Live Stock Exposition were infected with mange mites, but the worm-free pigs seemed to be highly resistant to their attacks, and in contrast with the wormy pigs showed little evidence of worry by the mites.

All swine raisers in the Corn Belt should find it profitable to adopt this system of swine sanitation, but breeders of purebred hogs should find it particularly advantageous, for a little gain in size and appearance makes a big difference in the show ring and in the sale ring.

SOME FARM LOAN COMPANIES
EXORT HIGH INTEREST RATES

In a statement issued shortly before the National Agricultural Conference opened, Secretary Wallace called attention to the fact that some farm loan companies are taking advantage of the farmers. He said:

"One of the matters which I shall present to the conference is the thoroughly selfish and grasping attitude of many companies or different types which loan money on farm mortgages."

"Large numbers of farm mortgages are coming due and must be renewed. Large numbers of farmers whose lands are not mortgaged are finding it necessary to mortgage them to raise money to pay floating debts which they cannot meet in any other way. The farmer gets through this crop season and must maintain their production. In view of this it is discouraging to note that many companies and individuals who are in the business of loaning money on farm mortgages are taking advantage of the farmers' distress to heartlessly extort a rate of interest and terms of a loan which cannot be justified. The farmer is being compelled to pay 6, 7, and 8 per cent on five and ten year loans, without optional payments, and to these high interest rates a commission of 5 or 6 in some cases 10 per cent is being added. Also many companies are cutting down the amount they loan per acre to the lowest possible point, thus restricting the farmers' credit at the very time when it should be expanded as far as may be done safely."

"There is a better security than a conservative loan on a producing farm, and such loans should be made at a relatively low rate of interest. No one should find fault with such restrictions in view of the fact that they are being taken by dictatorial business prudence, not should anyone object to a fair interest rate, determined not by the temporary distress of the borrower, but by the probable loan value of money during the next five years."

"But in this time of national stress one finds it necessary to rigidly censor his own words when speaking of some of the practices being followed by altogether too many companies and individuals engaged in the farm mortgage business."

"In all lines of business we find predatory individuals who seek opportunities to take advantage of the misfortunes of others. We expect that from men of certain type. But it is a real shock to note that the same sort of thing is now being done by some insurance companies and farm mortgage loan companies of whom we have a right to expect a higher code of ethics."

"There is exactly the same need now of mobilizing our resources that there was in mobilizing our men during the war. The country is in the midst of an economic depression which is imposing severe hardships both upon farmers and upon many other classes of people. In such a time there ought to be more helpful consideration for those who are in business difficulties in most cases through no fault of their own."

Add one or two dozen high grade layers to your farm flock and see how quick returns will begin to come in. The hen is a money maker when properly handled.

The undernourished child gets less attention than the average automobile.

HALF BILLION WORTH OF FARM
MACHINES MADE IN UNITED
STATE IN 1920.

Farm machines to the value of \$536,945,000 were manufactured in the United States during the year 1920 and all but \$66,626,000 worth were sold at home, according to Department Circular 212. The Manufacture and Sale of Farm Equipment in 1920 just issued by the United States Department of Agriculture. Of the many types of machines, only the self-propelled reaper was in greater demand abroad than in the country.

The extent and many of the tendencies of agriculture in the use of farm machinery are clearly reflected in the circular, which contains definite information concerning the number and value of tractors, farm implements, vehicles and other items of equipment, the extent to which farmers purchased different sizes and types and the kinds and numbers exported. Data collected from 533 manufacturers were used in making up the tables. Figures are given for gas tractors, steam traction engines, plows and lists, and tillage implements, as well as planting, cultivating, haying and harvesting machinery, machines for preparing crops for market use, and horse-drawn vehicles.

Plows and lists were manufactured in the largest numbers, the total for the year being 1,381,578. More than 580,000 cutting machines were made, 472,000 planting machines, 411,000 haying machines and more than 200,000 gas tractors. Fewer than 30,000 gas tractors, according to Department figures, were made in 1916, and estimates from other sources show that in 1910 just a decade before this investigation was made, only 4,000 were manufactured. The circular also contains data on the various kinds of machines in the different classifications from wood-saws to strip evaporators. Although a few refused to give data on their business, enough compiled to make the figures dependable. The circular may be obtained free of charge by addressing the Department at Washington, D. C.

TURKEYS YIELD GOOD PROFIT IN
HEAVY LOSSES

A return of \$1,825 from turkeys in 2 seasons obtained by an Oklahoma woman in spite of heavy losses in her flock, due to conditions that might occur elsewhere. The Greer County extension agent convinced her that it would pay to follow the advice of the United States Department of Agriculture and the State Agricultural College and substitute purebred for her scrub stock. He also gave her information on the management of her flock. She started with 10 hens and 1 tom of the Mammoth Bronze variety. From these she raised 122 young turkeys, but lost 50 of them in a sudden hail storm. The rest she sold as breeders advertising them in a farm journal. They netted her \$900 or an average of \$12.50 each.

This year she started with the same number of breeders and obtained 145 young pullets. Unfortunately one of the farm hogs was fond of turkey and destroyed all but 51 of the flock before the depredations were traced to him. At about \$12 a piece, however, the remaining 51 brought \$525. On other instances of successful turkey raising reported by the extension agent of Greer County show a total profit of \$2,418.90 on the sale of 210 turkeys in 12 dozen eggs out of 226 turkeys in different flocks.

USED ALONE ALFALFA MAKES
BETTER HAY THAN SILAGE

As silage is a hard time to make, together with a success in fact, where other crops, well fitted for this method of preservation, can be grown profitably it is seldom advisable to use it for this purpose. One reason is that alfalfa is a hard crop to grow, and it yields a large tonnage at one harvesting, something which can not be said of alfalfa.

Alfalfa is somewhat difficult to handle with ordinary silage machinery and is hard to pack properly in the silo. It often becomes moldy and stinky, as do various other legumes, when put up in this way. Special care must be taken in packing this silage because of the high percentage of protein in it which causes it to putrefy instead of ferment when too much air is present.

There are times, however, when alfalfa may be made into silage for instance when weather conditions are unfavorable for the curing of hay. Good silage may be made from partially wilted alfalfa if it is cut fine enough and mixed with a small amount of cured hay or straw. If it is partially cured before running through the cutter some added water may improve the silage, but experience has shown that a "washy" silage may result if freshly cut alfalfa is put up while wet with rain. Under reasonably favorable conditions alfalfa can be made into hay at less expense than into silage.

Alfalfa and corn mixed make good silage. The corn adds the sugar and starch necessary for the right fermentation. For the same reason the mixing of sorghums or small grains with the alfalfa improves the silage. The addition of crude molasses to alfalfa, also increases the chances of producing a good quality of silage. The United States Department of Agriculture has made some preliminary experience which indicates that good silage can be made by mixing straw of any of the small grains with alfalfa. If the mixing is done as the material passes through the cutter and water is added, it makes it pack well. Although alfalfa is not an ideal silage crop, it makes a nutritious silage when properly handled. With all the facts in mind, says the Department of Agriculture, the farmer should be able to judge for himself whether or not he should put his crop in the silo.

You can secure a competent manager for your store or elevator if you will. Just make your wants known through the classified columns of the Kansas Union Farmer.

Help your local business institution by asking for Farmers Union oils and greases the next time you want to lubricate the car or tractor.

RULES FOR FORETELLING
A RISING BAROMETER

The following rules for foretelling the weather have been compiled by The World Almanac from the best of official sources here and abroad: A rapid rise indicates unsettled weather.

A gradual rise indicates settled weather. A rise with dry air and cold increases in summer indicates wind from the northward; and if rain has fallen, better weather may be expected.

A rise with moist air and a low temperature indicates wind and rain from the northward.

A rise with southerly winds indicates fine weather.

A STEADY BAROMETER with dry air and seasonable temperature indicates a continuance of very fine weather.

A FALLING BAROMETER A rapid fall indicates stormy weather.

A rapid fall with westerly wind indicates stormy weather from the northward.

A fall with a northerly wind indicates storm, with rain and hail in summer, and snow in winter.

A fall with increased moisture in the air, and heat increasing, indicates wind and rain from the southward.

A fall with dry air and cold increases in winter indicates snow.

A fall after very calm and warm weather indicates rain with squally weather.

The barometer rises for northerly winds, including from the northward to the eastward for dry, or less wet weather, for less wind, or for more than one of these changes, except on a few occasions, when rain, hail or snow comes from the northward with strong wind.

The barometer falls for southerly winds, including from the southward to the westward, for wet weather, for stronger wind or for more than one of these changes, except on a few occasions, when moderate wind, with rain or snow, comes from the northward.

The Almanac contains much other weather data, revised yearly, including temperature and rainfall tables for New York City and for every important State and city in the United States and all over the globe.

A gray, lowering sunset, or one where the sky is green or yellowish green, indicates rain. A red sunrise, with clouds lowering later in the morning, also indicates rain. A halo occurring after fine weather indicates a storm. A corona growing smaller indicates rain; growing larger, fair weather. A morning rainbow is regarded as a sign of rain; an evening rainbow, of fair weather. A deep blue color of the sky, even when seen through clouds, indicates fair weather, a growing whiteness an approaching storm. Fog indicates settled weather. A morning fog usually breaks away before noon. Unusual clearness of the atmosphere, unusual brightness or twinkling of the stars, indicate rain. The first frost and last frost are usually preceded by a temperature very much above the mean.

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SUGAR BEET CULTIVATION
KEEPS DANISH BOYS ON FARM

Danish sugar beet growers and best sugar factories are operating under contracts whereby the growers receive fifty per cent of the net profits of the factories and of all other earnings before five per cent paid to the shareholders.

Simultaneous with general agricultural and industrial development, the cultivators, with that genius for cooperation which characterizes the Danish farmer, joined in co-operative societies whose officers closed contracts with the factories and whose experts devoted themselves to crop improvement, vice Consul E. Gjessing, Copenhagen, states in a report to the Department of Commerce.

When the first sugar factory was built in 1907, it was planned to produce sugar for export only but the domestic market absorbed its total output, and due to the continually increasing per capita consumption of sugar Denmark will not be able to export raw sugar to any appreciable extent. During the European War Denmark was one of the few countries where sugar was relatively abundant and cheap.

ASSOCIATIONS GET BANK CONFIDENCE

"Last year our bankers viewed us dubiously; we cannot blame them for it. This year we are accepted. Probably the higher communication or work of the wheat growers' associations can be written than that one fact."—A. H. Lea, manager, Oregon Co-operative Grain Growers.

Some brother member of the organization wants to buy a pure bred animal. Why don't you sell him one of yours with a small classified ad in the Kansas Union Farmer.

NEW TRACTORS AND PLOWS AT LESS THAN LIST PRICES

Harvard 15-20 tractor, \$875.00. Oliver 4 Disc plow, \$1500.00. 3 Barrow 28 tractor, \$1000.00. All tractors and plows brand new and priced at 6 c. Salina, phone 2281 or write J. B. Hogan, Salina, Kansas.

SEAL YOUR PROPERTY QUICKLY FOR \$1.00. No matter where located. Particulars free. Real Estate Salesman Company, Dep. 9, Lincoln, Neb.

MACHINERY

STRAIT THRESHING OUTFIT FOR SALE—18 H. P. Gaar Soot engine; 36500 Rumley separator, in condition; 100 bushels of wheat, 30 bushels of corn, 100 bushels of oats, 100 bushels of barley, 100 bushels of rye, 100 bushels of clover, 100 bushels of alfalfa, 100 bushels of timothy, 100 bushels of hay, 100 bushels of straw, 100 bushels of chaff, 100 bushels of screenings, 100 bushels of bran, 100 bushels of middlings, 100 bushels of shorts, 100 bushels of pollards, 100 bushels of meal, 100 bushels of flour, 100 bushels of corn meal, 100 bushels of buckwheat meal, 100 bushels of rye meal, 100 bushels of barley meal, 100 bushels of oat meal, 100 bushels of clover meal, 100 bushels of alfalfa meal, 100 bushels of timothy meal, 100 bushels of hay meal, 100 bushels of straw meal, 100 bushels of chaff meal, 100 bushels of screenings meal, 100 bushels of bran meal, 100 bushels of middlings meal, 100 bushels of shorts meal, 100 bushels of pollards meal, 100 bushels of meal, 100 bushels of flour, 100 bushels of corn meal, 100 bushels of 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Department of Practical Co-Operation

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

M. O. Glessner
Aug. 10—Carbondale.
Aug. 12—Riley.
Aug. 23—St. John.
Aug. 25—Meriden.
Aug. 31—Goff.
Sept. 5—Hanover Quarterly Meeting.
Sept. 7—Alta Vista.

W. C. Lansdon
Mr. Lansdon will be out of the state until August 15th.
Aug. 17—Manhattan.
Aug. 22—St. John.
Aug. 31—Goff.
Sept. 4—Marion County Farmers' Union Picnic.
Sept. 27—Mitchell County Picnic.

John Tromble
July 29—Parker.
Aug. 12—Ellsworth.
Aug. 23—Republic County Picnic.
Aug. 24—Cloud County.
Sept. 4—Topeka.
Sept. 27—Beloit.

You will notice in Mr. Lansdon's dates in almost every instance, there is another date at the same place for the same day. This is to keep from disappointing the crowd in case Mr. Lansdon is called away by the National Lecture Bureau.

We will date no lectures for August 17, 1922. These being the dates of the annual meeting of the Board of Directors of the Farmers Union Mutual Insurance Company and also the regular quarterly meeting of the State Board of the Farmers Union.

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.

In Stafford County
Stafford County has a picnic August 23rd at St. Johns. They have called for W. C. Lansdon but in view of the fact that we are not safe in dating Mr. Lansdon have arranged for M. O. Glessner to go there in case Lansdon is dated up with the National Bureau at that time.

At Parker
President Tromble will speak at Parker on Saturday, July 29. He was asked to make a series of talks in this county in previous dates prevents him from doing so.

At Ellsworth
A stockholders meeting of the Farmers Union of Ellsworth County will be held in Ellsworth on Saturday, August 12th. President Tromble will address this meeting.

At Belleville
H. C. Zech, business manager of the Farmers' Union at Belleville writes that they are planning a picnic at the bank on the banks of the Republic River, near Belleville, and asks that President Tromble be with them that day. This picnic is an annual county affair and is always well attended. Mr. Tromble plans to be there.

In Shawnee County
Frank L. Mongold writes from Shawnee County that they will hold their annual picnic on Friday, August 25. State Lecturer M. O. Glessner will speak in the afternoon. The Farmers Union folks in this county are hoping that they will have their weather the way they have been rained out the last two times.

At Goff
The Goff Farmers Union will hold their annual picnic on Thursday, August 31st. They have asked that we send M. O. Glessner or W. C. Lansdon. One or the other will be there on that date.

In Marion County
Marion County Farmers Union will hold their annual picnic on Labor Day, September 4th. They have asked for W. C. Lansdon to be with them and he will be there if it is at all possible for him to do so.

At Alta Vista
There will be a Farmers Union picnic at Alta Vista on Thursday, September 7th. M. O. Glessner will speak in the afternoon.

In Mitchell County
Wednesday, September 27th, is Farmers' Union Day at the Mitchell County Fair. Vice-president Lansdon is billed as their speaker. If he cannot fill this date, President Tromble will be there.

At Wetmore
The Farmers' Union picnic of Local No. 957, at Wetmore has been cancelled on account of conflicting dates in that community.

At Wamego
The annual two-county picnic at Wamego on August 29th is one that will draw people from far and wide as National Secretary A. C. Davis, of Gravette, Ark., has accepted the committee's invitation to be the speaker of the day. Some of the state officers expect to be there also.

At Manhattan
The Farmers Union of Manhattan will hold their annual picnic on August 17th. Grace Cornwell, a member of the committee on arrangements has asked that National Lecturer Lansdon be assigned this date.

At Hanover
The Washington County quarterly meeting will be held at Hanover September 5th. State Lecturer M. O. Glessner will speak.

In Cloud County
The Cloud County Farmers' Union is planning a big picnic and ball game for August 24th. S. S. Bettis writes that they are making great preparations for this event. President Tromble will be with them on that day as he will be on his way to the Belleville picnic which will be held on August 25th.

At Carbondale
Carbondale will hold an all day quarterly meeting August 10th. State Lecturer Glessner will be with them on that date.

At Riley
State Lecturer Glessner will be the speaker of the day at the Riley County quarterly meeting which will be held on August 12th at Riley.

At Lindsborg
The Farmer Union members are making elaborate plans for the big Farmers' Union Picnic to be held the evening of Thursday, August the tenth. Coronado Heights has been chosen as the site for the picnic and an exceptionally good program will be given. Refreshments will be served and the committees are busy perfecting plans to make the event the most memorable of all like events in the history of this organization.

A special feature of the organization is that it will not be limited to the Farmer Union members alone but the public of the entire community is cordially invited to partake in the festive event.

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

LISS COUNTY MEETING
The Liss County Farmers' Union No. 69 will hold their next meeting at Parker, Saturday, July 29th. President John Tromble will be there and address the meeting.
All delegates and members are urged to be present as a general discussion of tax problems, worthy candidates for county offices and the necessity of every voter attending the primary election will be a feature of the meeting.

L. H. FISH,
County Secretary.

MIAMI COUNTY MEETING
The Miami County Farmers' Union will hold their monthly meeting in the Knights of Columbus hall in Paola, Saturday, July 29, beginning at 1 p. m.

A full quota of delegates is requested.
G. E. HAYS, Pres.
W. L. CHAPPELL, Sec.

GLESSNER AT HIAWATHA
Brown County Farmers' Union was called to order by President R. E. Reber, in Hiawatha, June 13, 1922. G. N. Gebhart was elected Secretary pro tem.

Minutes of previous quarterly and called meeting read and approved. Executive Committee reported \$201.38 on hand to pay bills.
Mrs. Will Scalapino, Co. Club leader, gave a splendid outline of the work of County Lecturer T. L. Crow talked but a minute giving way to State Lecturer M. O. Glessner who talked mostly Rochdale Co-operation and Kansas wheat pool. He is a pleasing talker and was listened to with marked attention although the room was very hot. The questions that he answered indicated that the farmers here are not in sympathy with the pool.

Moved by W. H. Heimlich, Secretary by G. N. Gebhart that we advertise the quarterly meetings three times in the local paper of largest circulation, carried. A vote of thanks was passed to Clair Harpster for the use of lumber and drage for which he would not take a cent.
Annual picnic and drive, left to the executive committee. Bills allowed, M. O. Glessner, \$10.30; T. L. Crow, 1.70; Postage Secretary, 70; J. D. Weltmer, Trustee hall rent, 4.00.

Mar. 14—2 weeks later—June 13, 1922—\$21.79
"CHARLES A. BABBITT, Sec.
Brown County, F. E. C. U.

SHAWNEE COUNTY URGES MEMBERS TO VOTE AT THE PRIMARY
Since our next quarterly meeting of the Shawnee County Farmers' Union does not come until after the primary, we are taking this means of getting in touch with you. Your county officers are very anxious that every farmer shall go to the primary and cast his vote. We are told that only one-third of the farmers usually vote at the primary.

As officers do not tell you how to vote but our past experience has shown us that the greatest harm done by the farmer is not by voting and casts as intelligent a vote as he is capable of, we will not have to worry about our outcome. We are asking you as an officer of your local union to do your best to see that every farmer in your community goes for the wrong man so much as by not voting at all. The average farmer has been taught during the last few years that something is radically wrong. The only way it can be righted is by the men you place in office. If every farmer goes to the polls to the primary.
If your local has not met recently, try to have a big rousing meeting be-

fore the primary and get this before them. Use ice cream or any legitimate bait to get them to the meeting. Make this your slogan, "Every farmer voting at the primary." Let's go.

Fraternally,
J. M. KESSLER, President.
Mrs. E. N. Smith, Secretary.

TAKING A STAND

The Grange never lacks courage to express its belief, no matter with whose opinions it may conflict nor how influential the plans that the statement of its convictions may upset. Whatever charges its enemies of a half century may have piled up against the Grange, it has never been accused of lack of courage—it unhesitatingly took its stand whenever the conditions required and there it stood until the chapter closed.

The ship subsidy issue now confronting the country is one of the big outstanding questions of the hour, with possible consequences far-reaching, and involving a precedent that would be full of disaster to the future of American initiative and progress. Sensing these facts, the National Grange has never missed the opportunity to denounce ship subsidies, and similar government benefactions of every sort and with the same old issue raised again, and backed by more influential support than it ever had before. The Grange voice of protest is once more vigorously raised against the intended raid upon the government treasury to enrich the few at the expense of the many. At the first preliminary hearing on the question in Washington Representative of the National Grange was promptly on hand and put up a strong case, based upon the repeated and emphatic declarations of the organization. However unwisely the representatives of other farm organizations may have acted—even to the extent of making statements which their own membership are likely to repudiate—there was no question about the Grange. The farriers are against ship subsidies this time and all the time!

It is very unfortunate that all the representatives of the farm interests did not take an equally clear attitude; all sorts of complications would have been avoided if they had. There's no use quibbling about an issue that so involves the farmers' vital interests as this one does and the frank, outspoken declarations of the Grange have won the ringing approval of thoughtful farmers from Atlantic to Pacific. The Grange has a larger paid membership than any other organization of the farm people in America and for the sake of the people it speaks emphatically, on ship subsidies as well as against every other improper use of government funds. First, last and all the time, no ship subsidies if the Grange can prevent it.—National Grange Monthly.

LET'S FINISH OUR WORK—DON'T BE A QUITTER

Almost anybody can make a good start. Almost anybody can have a good idea, and for the most part, for it and get it nicely started. Then everything goes to pieces. They lose interest. Just when the idea was going to amount to something it is allowed to lie down and die. We all dislike a quitter—anybody who starts something and abandons it before it is completed. Half the failures in life are made by quitting by men who make good starts and then haven't the backbone or stick-to-it-ness to see the thing through to a successful finish. Failure doesn't always mean lack of ability; mostly it means that we don't use the tools we have in our keeping. Sometimes failure comes from just laziness—that's all.

Now brethren, we have started out to perfect an organization for the uplift of the agricultural classes. We have made a good start but are we using all our tools to push the work? Are we failing to take advantage of the opportunities which, if grasped, will spell SUCCESS in big letters. Don't join the ranks of "quitters." Don't be too dog-zone indifferent to tools to build the structure whose erection you so admirably began. A firm foundation some years past. The foundation is laid deep and firm, but the structure is only one-story high when the foundation will permit of the erection of many more stories. The treasures are in the other stories to be erected. Will you face about—get your tools together, and complete the work you so auspiciously began. Don't be a quitter.—Texas Union Farmer.

WANT A DRINK? RENT THE COW

A community cow in Greensboro, N. C., is the most unique development in co-operation. The cow is owned by the friendly Church-by-the-side-of-the-Road, which rents it out at \$1 a week to poor families with children who cannot afford adequate milk supplies. The six children of the first family served by this "cooperative quadruped" already exhibit an improvement in health.
The revenue derived from the small rental fee charged is being placed in a fund for the purchase of a community herd which will provide pure milk at cost for the less fortunate children of Greensboro.

The profiteers can teach the farmer a lesson. After getting their produce they advertised it, boosted it, and made a big profit on their advertising. Why not boost your product through your own paper and realize part of the profiteer's profit.

CO-OPERATION SAVING RUSSIA

According to dispatches received by the Co-operative League, the co-operative forces working for the reconstruction of Russia. L. Khinchuk, president of "Centrosyus," the central union of co-operative societies, is authority for the statement that "even though the co-operative societies have been released from state control, it is impossible for the work of distribution to be carried on without them."

The co-operatives were entrusted with the task of furnishing 540,000,000 pounds of grain to the government for the relief of famine. President Khinchuk of the Centrosyus Society reports that all the grain called for by the contract with the government had been delivered up to March 15. The grain was collected by the different agricultural co-operatives by Centrosyus and turned over to the government for distribution in famine districts.

Food centers have been organized by Centrosyus for the distribution of provisions among two million famine sufferers. Already 108,000,000 pounds of potatoes have been distributed by Centrosyus for the relief of famine, and 36,000,000 pounds of grain for famine victims. Not only the organized consumers' movement of Russia donate the use of its machinery in fighting famine, but it is also controlling 2 per cent of its turnover toward the work.

When the government control of prices was released, the private dealers sent prices soaring. The consumers' co-operatives, however, have checked the upward movement of prices and, in some instances, have even forced prices down. During the last four months of 1921, Centrosyus supplied the population with foodstuffs, furs, skins, hides and other products to the value of 26,000,000 gold rubles.

The local crafts and agricultural industries have been stimulated by the consumers' co-operatives. By furnishing a direct market to the agricultural societies, the consumers' co-operatives have opened up a great source of supplies of raw material and manufactured agricultural products in a country where industries were lagging. An economic bond has thus been created between the towns and the country.

When the soviet government assumed control of all the economic agencies of Russia in March, 1919, there were at least 25,000 consumers' co-operative societies, which served 65,000,000 people. In the hands of rigid state control, the governing bodies of the co-operatives were appointed by the government, rather than by the co-operators themselves. The government, however, abandoned in April, 1921, its policy of state management of the industries, and is now relying upon the many voluntary associations of consumers to reconstruct the disrupted economic life of the country.

HOWARD FAVORS SUBSIDY

Recently J. R. Howard, president of the Farm Bureau Federation, made a plea for the enactment of the ship subsidy sought by the millionaire ship owners and in doing so stated that he was the voice of American farmers and was speaking their sentiments for them. Immediately a few million farmers whom Mr. Howard has evidently overlooked, "raved up" and the welkin ring with their protest. A short time afterward Mr. Howard was asked where he got the idea that American farmers favored a ship subsidy and he replied that he was told so by Mr. Lasker, chairman of the shipping board which is seeking the subsidy. In an effort to corner the source of the rumor, Mr. Lasker was immediately seen and asked who had told him that farmers favored a ship subsidy, and he replied that he had received the information from Mr. Howard. Well, well! With Mr. Howard and Mr. Lasker manufacturing and promulgating the sentiment of the farmers of the nation, the overworked yokels in the rural districts don't need to fret about anything, but can go right along and stop the hogs. Probably Mr. Howard and Mr. Lasker get some comfort out of it, like the little boy who whistled in the dark to keep his courage up. But it is quite safe to say that the real farmers will speak their own sentiments at the proper time, and it is equally safe to say that the sentiment of the farmers will not coincide with those mutually agreed upon by Messrs. Lasker and Howard.—South Dakota Union Farmer.

WALL STREET PAPER MOURNS THE FARMER'S INEFFICIENCY

The farmers have already made tremendous strides in the co-operative marketing of fruits, wheat, live stock, milk and potatoes. Their success has alarmed one of the large financial papers of New York City, which warns the country against the growth of farmers' co-operation in the following plaint:

"The farmers, unfortunately, are not a success as business men, but having been coddled and petted by the political element for generations, blame everyone but themselves for their own inaptitude and inefficiency. The farmer must understand that his job is to raise the crops, and let other people who understand that phase of it market and distribute them." This is the same brand of advice that the North Dakota politicians gave to the unorganized farmers: "Go home and stop the hogs and leave politics to us."—Illinois Union Helper.

When you write our advertisers be sure to mention the fact that you read their ad in the Kansas Union Farmer. It pleases them, it pleases us and we know you want the paper to be a success.

Bobtailed cows should be detailed to retail themselves before fly time.

MINNESOTA BELIEVES IN CO-OPERATION

The whole farming population of Minnesota is becoming permeated with the idea of co-operative buying and marketing to an extent never noted before in the history of the state. J. H. Hay, assistant commissioner of agriculture, said today, following his return from a trip over the state in the interest of the co-operatives.

"The change of the attitude of the Minnesota farmer toward co-operation," said Mr. Hay, "has been so rapid of late and is so pronounced that I was perpetually surprised as I came in contact with the farmers on my recent trip. The sentiment favoring co-operation has suddenly grown so strong that I look for a movement of the whole farming population of the state into their field in a comparatively short time, such as we have seen in Denmark, where practically every farmer family is a part of a great co-operative system that reaches from the farm to great central banks, warehouses and shipping organizations in Copenhagen."

"This is all the more surprising," continued Mr. Hay, "when one considers the difficulties in the way of co-operation and the invariably large crop of failures. One of the chief difficulties are the fake co-operatives that are being promoted in large and increasing numbers, which in the end cannot do otherwise than bring discredit to co-operation in the minds of many and cause much discouragement."

"The bogus co-operatives are ready corporations or joint stock companies."

"I have in mind the fate of one of these which is typical. A certain business man in a small town organized what he called a co-operative elevator company. Later he took advantage of every opportunity to purchase the stock from others until he is almost the sole owner now of this thing. I want to warn the farmers against these counterfeit co-operatives. Because they are becoming more interested in co-operation their enthusiasm is being exploited as never before and Minnesota is full of like new enterprises that are co-operatives in name only."

"A good way to distinguish between a real and a bogus co-operative is to determine for yourself whether the proposed enterprise can by hook or crook be concentrated in the hands of a few owners. If it can it is not a co-operative. It is only a corporation."

"The distinguishing thing about a co-operative is that its ownership cannot be concentrated in the hands of a few. It must remain as it stands, the property of many. If the farmers will take the pains to follow this principle they will not be fooled."—Ortonville Star.

A FARM FAIR FOR DOWNS, KAS.

Is Outgrowth of Agricultural School in Church Basement

DOWNS, Kas.—For the last two winter seasons Secretary Hale, of the chamber of commerce, who is also pastor of the Methodist church in this place, has been responsible for a short agricultural school of three days, the meetings held in his church. In the basement the men have discussed farm topics of mutual interest, presided over by several experts from the Manhattan school of extension of the K. S. A. C. In rooms on the second floor women teachers from the same school addressed assemblies of town and country women.

From these beginnings has grown something greater. At a recent meeting of the chamber of commerce a plan was adopted whereby a more comprehensive short course school may be held in Downs early in October, to be participated in by the four communities coming from the four converging corners of Osborne, Smith, Jewell and Mitchell counties. It will be a sort of a fair with the amusement and concession features left out. Premiums will be awarded for all sorts of farm, garden and home products. There will be a stock judging feature each day, the last day closing with a big stock sale. It has long been a source of regret to these communities that there has been no fair in the autumn or an opportunity for the inhabitants to assemble to display and compare their handwork.

ST. JOSEPH LIVE STOCK HOUSE MAKES WONDERFUL GAIN

By railroad consignments 763 cars
By truck—equal to 158 cars

Total for the month of June 1922 921 cars
Total for the month of June, 1921 453 cars
Total gain in June, 1922, over June, 1921 468 cars
Amounting to 103 per cent increase.
For the first six months of 1922 3889 cars
For the first six months of 1921 2284 cars

Gain in 1922 over 1921 1555 cars
Amounting to 68 per cent increase.
Savings
Total savings for June, 1922 \$10,038.44
Total savings for June, 1921 4,827.82

Total gain in June 1922 over 1921 \$ 5,210.62
Amounting to 107 per cent increase.
Total savings for first six months 1922 \$40,573.42
Total savings for first six months 1921 22,799.70

Gain in 1922 over 1921 \$17,773.42
Amounting to 77 per cent increase.
Receipts of this house for June, 1922, exceed those of any previous month by 230 cars.

Respectfully submitted,
FARMERS' UNION LIVE STOCK COMMISSION.
South Saint Joseph, Missouri.
By C. F. Emmert, Manager.

One guy was an interpreter and he got seasick in seven languages.

FINANCIAL STATEMENT

As of June 30, 1922 of the Farmers Educational and Co-Operative Union of America.

Amount brought forward last month \$10,364.59
Received from the State Unions of:
Arkansas \$774.19
Iowa 812.50
Virginia 832.08
Washington 139.50

Received from local Unions, Minnesota 77.40
Maryland 4.75

Receipts from charters 2.50
Receipts from Misc. 15.00
By Disbursements for the month 2,983.57
By cash on hand 10,039.51

Totals \$13,023.08 \$13,023.08
Note: Disbursements include the \$1,000 voted to the N. B. F. O. but do

not include all expenses of the Board meeting. These accounts will be paid as they reach the office during July. Fraternally yours,
A. C. DAVIS,
Secretary-Treasurer.

FARMING IS THE FEATURE
Agriculture is the keynote of the International Wheat and Farm Products Exposition, which will be held September 25 to October 7 at Wichita. It will include perhaps the greatest crops exhibit ever seen in Kansas. The show is under new management, Horace S. Ensign is in charge this year. There will be many features of interest to women, including an extensive child welfare section and a big radio display.

SAYS JOHN P. MEDBURY
"Starkness is a terrible thing. The first hour you have it you're afraid you're going to die and the next hour you're afraid you're not."

Get On the Honor Roll -- It's Easy

The following stations shipped ten or more cars to the Farmers Union Jobbing Association during the months mentioned:

JANUARY
Not a Soul! Nobody!
FEBRUARY
Alton, 11; Parsons, 11; Stockton, 25.
MARCH
Alton, 10; Stockton, 10.
APRIL
Guess the boys wanted to April Fool us.
MAY
Hays, 11.
JUNE
Beloit, 12; Cicero, 12; Hays, 11; Stockton, 11.

Twenty or More for 6 Months
Alton, 44; Beloit, 30; Barnes, 25; Blomington, 24; Everest, 21; Grinnell, 24; Hays, 39; Levant, 21; Logan, 23; Osborne, 22; Parsons, 33; Selden, 21; Stockton, 62 (average 10 cars per month) and we just have to mention Aliceville with 19 cars because they only lacked one car of having the quota and they do not have as much territory to draw from as some of the other stations. COME ON BOYS IT IS EASY TO MAKE IT TEN CARS PER MONTH AND LET SOME STATION TRY TO BEAT STOCKTON'S RECORD.

Car Lot Department

—LEST YOU FORGET—WHEN IN NEED—
WRITE US FOR LATEST PRICES ON
COAL - SALT - PRODUCE
FARMERS' UNION JOBBING ASS'N.

.. CONSIGN . CONSIGN . CONSIGN ..

SAFETY BASE

CR&P KCS AT&SF
CB&Q MOP MIL CGW STL&SF
MK&T WAB UP

F. SALES FORCE A.
U. J.

LOCATE YOUR RAILROAD AND START GRAIN CONSIGNMENTS ON THE SLIDE TO
Farmers' Union Jobbing Association
Kansas City, Mo.

.. CONSIGN . CONSIGN . CONSIGN ..

LUBRITE

OFFICIAL

K F U

OILS AND GREASES

The committee has adopted them as the official oil. They go further, hence cost you less. Get them at your nearest exchange.

Each Member Profits
Each Exchange Profits
The Association Profits

Help yourself and help the Union.