



# THE KANSAS UNION FARMER

Organization

Education

Co-operation

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## Agriculture Can Fix Price For Products Only Thru Organization

Difference Now Existing in Disposal of Surplus Wheat and Surplus Steel Due to Fact That Wheat is Unorganized Industry

(Address of Ex-Governor Lowden to the Farmers Union Seventeenth Annual Convention at Emporia.)

There is a large amount of grumbling in regard to the real conditions of the American farmer. I felt that it was quite important before we could restore this proper relationship, to make the country as a whole understand the situation as it exists. I usually go into detail in explaining conditions. Today I am spared the necessity of this and I am going to proceed at once to tell why, in my opinion, this difference exists against the farmer.

I have been giving a great deal of attention to this. I am a farmer myself as you know on rather a large scale. Larger than I wish I were. I want to confess that many days in the last three years I have gone to my house rather discouraged. How I do envy the farmer of today with only 40 acres of land. I have wondered why a good many things were. We have taken for granted a lot of things.

We have all assumed the price of wheat in Liverpool must fix the price of wheat in America. Business men and farmers have taken it for granted that there was some sort of law which said that fact. I have been questioning that in my own mind of late. I have figured this out. If that is true of wheat and if that is the result of some law of the gods and Persians, it must be true that same law would apply to other products.

I made comparisons between the steel industry and the agricultural interests. Steel, in this modern age is a very important article of commerce. It bears as close relations to the industrial structure as does wheat. Wheat and steel alike are produced to supply the American consumer. It has been the policy of this country to foster the steel industry on the theory that if steel was manufactured in our country the consumer would get it for less than if we imported all of the steel from abroad. I believe that is true. If we had to import all of our steel nobody would say that the price would be higher. It is the same. We produce it to feed our people. There is a double reason for producing wheat. In the first place if we produce none in America, no one can tell how high wheat would go. For economic reasons it is important that we should raise wheat enough to feed our own people.

The steel industry at times. When it produces that surplus it sends it into the markets of the world. It dumps that surplus. Sells it where it can to the best advantage. Receives the best price it can. It does not permit that to reduce the price at home in America has been running through my mind in the last few months. Nobody says the price of steel in Berlin is much cheaper. Even when Germany was producing much cheaper steel and sending it to other countries. Now, did anybody say because our steel industries were shipping their products abroad that the price there should fix the price in America. When I reached that point I said why should anybody concede that farm products and farm products alone must be governed as the price absolutely by the price of foreign markets. When I put that question to myself and began to compare the agricultural industry with other industries in this country the only reason I could find was that the steel industry is organized thoroughly while the agricultural industry is not organized. That is the only reason in all of the world why Liverpool can fix the price of wheat in America.

If you were organized as efficiently as the steel business is organized we would do exactly as the steel industry does. We would have a big convention some place just as they hold their American Steel and Iron Institute in which all producers of steel sit together and review world conditions and conditions at home. Compare their own experiences with one another and when they quit they have made up their minds whether there is going to be a price at home and how much there will be at home and they plan to produce steel in accordance with the results they have reached.

If we held a big meeting as they do and as other industry does, we would study world conditions as to wheat or any other farm products and when we reached our conclusions we would make up our minds to produce in America. We might be in error just as they may be and we might produce more. This year we produced only 20 percent for a surplus. If we produce more than we use at home we will do exactly as the big steel industry does. We would keep that surplus separate from the world market. We would make a price on that 80 percent without reference to the Liverpool market. We would say to the world. This wheat cost us so much. You cannot expect us to go on producing wheat unless we get a price which will make it profitable. That is all we are going to ask the public. If we have a surplus at the end of the year or

during the year, we will either carry it over or sell it abroad as the steel corporations do. We will find the best market and get the best price we can get. We will ask for the bulk of the crop, just as the steel manufacturer asks, a price that will enable us to live. Is there anything wrong with that. Is there any reason why every other industry should not avail itself through organization of this ability to handle surplus without consideration of foreign markets, that does not apply to agriculture.

In regard to this surplus. In the way some of these people discuss a surplus, you would think it was unclean. That it was a crime to have anything to do with that surplus. That is not so. Every person would be a consumer. Under present practices it is not only devoid of all value but it depreciates the value of what you have on hand. If we do not have this surplus this year nobody would talk about Liverpool prices or anywhere else in the world but we would receive for our wheat a price that would enable us to go on producing so under present practices a surplus is not only of no value but it is a detriment. Something is wrong with the system of distribution and marketing in which that condition can exist.

We have not what we might properly call a surplus. We have not enough wheat in the world to last us for a year. Henry Wallace used to say that the only safe principle was for the world to always have a year's surplus ahead. We have not that today. In any proper sense of the term we have not a surplus which should be treated as a crime. Do we have a surplus money because we have enough to keep us for more than one year. Why then should we treat this surplus as something criminal.

I have raised cotton in the South. A few years ago we had a big surplus of cotton. Much larger than we have in wheat now. Agriculture was greatly depressed but there were millions of people on the other side of the world without clothes for the want of cotton. Then came the boll weevil and reduced the crop very materially. That reduced crop was worth more than the big crop would have been. The total value of the year of 9 million bales of cotton was more than if we had raised 15 million bales before. Something is wrong with our system of marketing when the total crop of any year is worth less than the value of a larger crop.

All that is true perhaps but there is a big law of supply and demand which has some way laid its steel hand upon wheat and from which wheat cannot slip. I do not know of anyone who is advocating co-operative marketing of farm products who denies the law of supply and demand. I do not know why but some way, and I think it is such a mystery, I do not believe it occupies exactly the same form at all times and in all places. Some way, I do not think it has the infallibility which lots of ideas contribute to it.

Supply and demand affects the products of the farm. I have seen the price of wheat selling for 10c higher on Monday than it sold on Friday of last week. We have seen such changes as that. Some way that law is not working effectively on those days. I have other reasons also. Only a short time ago one of the big grain dealers of America, a man of large ability came to see me.

I do not think he is in very much sympathy with these cooperative movements from what he said and I set out to explain the cause of the low price of wheat at the present time. Perhaps while he is better qualified to speak than this man was and his explanation was it was not due to grain dealers. A high official of the government stated there was a great surplus of wheat in wheat producing countries of the world. This was followed again by another high official of the government stating about the same thing. A conference in Chicago emphasized that thing. He said to me those three events in his opinion reduced the price of wheat 30 c a bushel.

What kind of a system of marketing we have by which the mistaken statements of three men can lower the price of supply and demand take a day off occasionally. What do you think would happen to the steel industry if any high official in Washington from the President down had emphasized the fact that there was a surplus in the steel industry. Do you think steel would have dropped down 30 percent of its face value. No. That industry relies on its surplus. It would not have denied the statements made. It would not have sold any steel the next day or maybe the next week. They would know that the steel was a necessity. Steel was used as rails for the railroads and it would only be a question of time until the railroads would come to them and ask that they be sold steel. Would they have gone out and on their knees begged the railroad presidents to take their products at their own price?

They would have calmly sat down and waited for the storm to blow by and when the consumer needed steel he would have gone to the steel producer. The steel producer would have sold steel at the same old price. That is the difference between an organized and an unorganized industry. I say when I look at these facts calmly if we had not taken for granted some things that were not necessarily true, like the fact of the price of Liverpool fixing the price of all wheat in America.

I went back to the books of economists. I would just see what they had to say about the law of supply and demand. I found a lot of things there. I found in the first place that the law of supply and demand is that any given time at any given place the price of any commodity will be as high in proportion to the quantity of that quantity in that time and at that place. That's easy to understand. Nothing mysterious about it. Everybody knows that.

The merchant when he buys studies conditions. He goes to that place and at that time where the demand is least and he buys cheaper. He does not dump that product when he gets home. He studies conditions again and he waits for the proper time to come and he has that article at the place where there is a larger demand for that article. The farmer markets his products all the time when the supply is greatest and the demand the least.

When we talk about the law of supply and demand fixing prices of any commodity, we have in mind two prices. A nominal price and another, a market price. The nominal price is the price it ought to sell for. The market price is the price it actually brings any given time at any given place. They argue that in order that the law may fix the market price there must be equality of opportunities on both sides. The purchaser and seller must have equal opportunity. Mr. Hadley of Yale points out that there must also be equal information on the two sides. The side of the seller and the purchaser. If that law is going to operate justly, the seller must know as much about it as the buyer does.

What do I know about world conditions of cotton in any detail. I may have general information on the subject. What do I know about the details of the day? In New York in some of the big mills there are offices being operated and equipped just for the purpose of gathering information from all over the world. In the wheat business in Chicago and Kansas City and other points there are offices with the best talent devoted all of their time to securing information as to the conditions over the world. There is no insect that attacks the crop in Argentina but that is known to these men, the damage it is likely to do.

When I go down to my plantation and my cotton is ready to be marketed or when your wheat is ready to be marketed, can you say that there is equality of information on your side. Yet that information is necessary if that law is going to act generally. What can I know down on my farm of anything of the real value of the things I have produced compared with those highly equipped offices with those highly trained men studying conditions all over the world.

If you people of Kansas will organize effectively as you have been told, it will be a Kansas organization, and of the wheat growers of the other states will do the same thing and co-ordinate themselves with each other. You will have the best thing for getting all this information which they have in their good offices and then there will be an equality of information on the two sides and when they offer you 75c for your wheat, you can say it is worth \$1.00 and you are going to get \$1.00. That is what every other business does except agriculture.

I want to tell you that you are simply going through the period that every industrial corporation has gone through. In the period 1890-1900 the Steel Corporation was organizing, our business world said they were too big to last long. The President of Yale said there was no man with brains enough to run a corporation of over 50 million dollars. Nobody believed they would succeed as they have. When anything new has been proposed, people have said it cannot be done. Like when the telephone was invented and had been in operation 6 months many of my neighbors believed there was not such a thing. That is true in everything.

When you have effectively organized, then this law will supply and demand for you years as a monster will be made to serve your own purpose. You will occupy that position of equality of the other side. You will select the time and the place. The other fellow will not have you let them through. It is an important factor in this law of supply and demand. People will say, yes, this is all right but not for wheat. The cooperative movement is all right for everything but wheat. Last week I was over in Topeka. I went to the hotel conditions were so crowded I could hardly get to the desk. I ask what was happening. It was the annual convention of the Western Fruit Dealers. They had been in session all that week. They discussed all of the questions which pertained to their industry and you can be sure they knew

pretty well what they were going to demand for their products for the coming year. They discussed every thing under the sun I found by looking at their program. Their relation to the government. Their relation to the health of the government. But not a word on that whole program of their relation to the grower who was the big important factor in their industry.

Somewhere, I found, made a speech who was not on the program. He referred to the grower. He was against cooperative marketing of fruits. That was a very bad thing. He was for the principles of cooperative marketing but of the other products.

Take the members of the Board of Trade. Those men believe they are rendering a good service but they are not treating this movement quite fair when they write articles and fight it as they have been doing. They believe in the principles of cooperative marketing of products but it would not apply for wheat. You hear that everywhere.

They will tell you you are surrendering your liberty if you give one of these cotton contracts for five years. I have signed it for a minute that would not be so bad but for five years is awful. Well, what liberties are you surrendering. What liberty have you now when it comes to marketing your wheat. The only liberty you have is when somebody comes and offers you 60c a bushel, only liberty you have is to take the price he offers you. That is the liberty you are surrendering if you sign that contract. That is all.

I have surrendered my liberty so far as the product of cotton is concerned. I have surrendered my liberty so far as the marketing of my cotton goes. I want to tell you that every minute of my slavery is worth more than any year of liberty I had under the other way. What does it do to me to sign that contract to be high in September or October as compared to men who knew conditions over the world. It was a pleasure, maybe, it may have been and it is every time you sell a bushel of wheat.

I signed this contract and sold my liberty and I ship cotton to the Association and I do not have to lie awake nights worrying about what I had better do. I might not get the top price. Somebody tells you how, if you had not gone into this cooperative society you would have gotten the highest price for the top price when did you ever get the top price for your wheat. Maybe once in a while you got close to the top. Just as often did you not get pretty close to the bottom. I have never gotten the top price for my cotton. Some times I got near it. Just as often I got near the bottom price. Now I can figure I get about \$20.00 a bale more than anybody else does. I do not get the top price at that. I do not get the lowest price either. I get the fair average price for my cotton. I am a lot better off than to go on exercising my liberty which I enjoyed and which nearly bankrupted me in the exercising of it.

You sign for only five years. You do not get the top price for one year. If you are going to enlist in this cause, do it only because you know the principle is right and then enlist for life. I do not know what the future holds. Nobody does. I do not know how long it will take to put agriculture on the same basis the other industries are.

I know it will be done in time if only the farmer will do his part. These other great industries that have been organized and are enjoying a staple market did not do it in a year. They had discouragements, difficulties and failures.

Some cooperative associations are failures and others will fail because they will be run by humans the same as other industries are. The number of cooperatives that have failed compared to the number of private businesses that have failed is not in the number to the private farmers, when they have once been convinced of the justice of the cause, if they will do what the steel industries and others do. That is to employ to manage these industries the best man in the market world. An expert. You have to do that.

You cannot take a man who knows nothing about the marketing of grain and put him at the head of these things. They will have to go to Kansas City or Chicago or some other big market place and get the best man in the line and then we will tell them yes or no. This law of supply and demand justifies a certain price because we know the conditions and if we do not get it we will hold it until we do get our price. That is what the steel people do.

I have spoken longer than I intended to but I want to sight this one other thing. I was told by some of your officers that there has been some question as to the motives of this committee of which I am chairman. Perhaps I had better say a word or two on that. I have been thinking about that quite a while and I hardly know what to say. It is hard for one to know just what his own motive is.

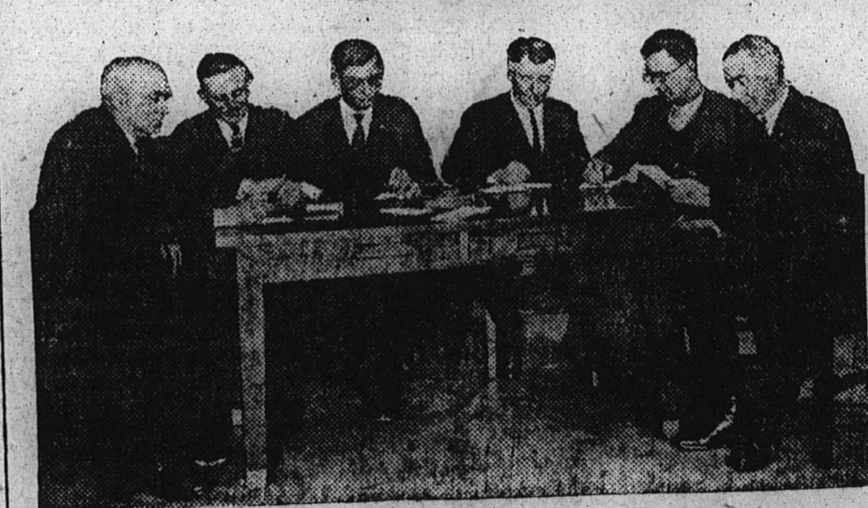
I can tell you how I came to be chairman of this committee and I can tell you how I think these other men became interested in this thing. A conference was called by J. R. Bingham of Kentucky, one of the best known men in the South. He is publisher of the Louisville Journal. He knew the farmers were bankrupt. He knew the agricultural conditions. He set about to plan a way of changing those conditions. Somebody told him about Aaron Sapiro and they began to organize the tobacco growers for their tobacco. They organized the growers and since then they have been receiving 22c or more. They were suffering just as the wheat regions have been in the last year.

He became interested in the general subject of farm products. He is president of various organizations which make a counsel and exchange of ideas. He is one of the finest men who ever lived. He is a Democrat in his part of the country. He called this conference and invited me. He included Carl Williams, head of all sales cooperatives of the South. They met in Chicago. I was invited not because I had taken any interest but because I had been interested in this principle for ten years. The knew that.

When they met, they asked me to be chairman and I said no. They insisted and I accepted. There has been a dozen times since when I have been getting up early in the morning or when I made trips by automobile, there have been many times since I accepted that chairmanship that I have wondered why I did take the office. But I did. I know of no one that commiserates who will receive any money except Aaron Sapiro.

(Continued on Page 3)

## Big Wheat Growers Sign Large Acreage Into 44 Million Bushel Pool



Left to right: W. C. Lansdon, Salina, chairman of the executive committee of the Kansas Co-operative Wheat Marketing Association, the 44,000,000 bushel pool organization and a member of the Arkansas Cotton Co-operative; State Representative Ward J. Spencer, St. John; State Senator E. E. Fricell; C. E. Cox, Ashland, president of the Kansas Wheat Growers Association; H. E. Witham, Cawker City, manager of the Kansas Farmers Union Wheat Marketing Association, and M. O. Glessner, La Crosse, state lecturer for the Farmers Union.

These men, with the exception of Mr. Witham, all members of the organization committee of the big pool, gathered at Wichita recently and while Governor J. M. Davis signed pool contract No. 1 in Topeka, they signed all the wheat they grow during the five year period beginning with 1924 into the big Kansas pool. Besides those in the picture, Forrest Luther of Cimarron, and W. P. Lamberton of Fairview, signed the contract. Luther has 1,000 acres sown to wheat this year; Lamberton, 60 acres; Spencer, 200 acres; Fricell, 700 acres; Cox, 750 acres; Witham, 100 acres; Glessner, 80 acres. Although Chairman Lansdon grows no wheat, he markets all the cotton he grows on his

## The Farmer Must Work Out His Own Economic Problems

Organize and Be Loyal to Your Own Institutions—Secure Practical Education Through Exchange of Ideas in Your Local (Report of President John Tromble to the Annual Convention)

I haven't had time to write out a report. I have been pretty busy the last four or five months. In this I believe the Seventeenth Annual Convention of our State, we find a lot of progress in our organization. We find that in the short time that we have been organized we have made successful strides in not only a financial or business way but in an educational way as well.

Now this Convention you are attending today is the educational feature of the Farmers Union. The Farmers Union was organized, we think, on the right foundation. I say educational feature first because education is the foundation of all of the principles of this country. Education is the foundation of all progress in our organization. I say "education" I am not telling you that it all comes from your great educational institutions or your great institutions of learning. Many of you can go to school until you are a thousand years old if you live long enough; you can learn all the arts and science that human mind can digest and it won't do you fifteen cents worth of good without some practical education with it. The two must go together. If the two do not go together you have lost all of your expense and your time attending that institution of learning.

You can take your two hands and go out into this world of ours and you can make a livelihood; you can do something of some benefit to this country; but you can't do that with your educational learning unless you put the practical side with it. If you take these two hands and go out and make a livelihood with them you can get some good practical learning at the same time. We are getting top-heavy on education in this country. We are relying too much upon what we may learn in these institutions of learning but that won't make too far for any of us without some effort.

We are carrying the idea to our boys and girls in this country that if they have an education they won't have to work. It is wrong. Now friends I am not saying anything against education; but we are getting top-heavy; we are carrying too far. Another thing: I think they are crowding our boys and girls too fast. A boy or girl is expected to go thru the four years of high school by the time they are sixteen or seventeen years old. Did it ever occur to you that you might crowd a child's mind just as you can crowd his body physically? I am a little inclined to think that they are injuring a great many children of this country by crowding them too much and over-taxing their minds. I think that is a point that can be thought about and discussed.

Another thing: They are getting a notion that they must have these institutions regardless of cost and regardless of cost and regardless of the ability of the people to pay for them. They are voting bonds to such an extent that in a great many places in this country of ours the taxes won't take care of the interest on the bonds and it is necessary to use sinking funds to take care of the schools. If we are not careful we are going to bond ourselves so heavy we are not going to have money enough to carry on our schools. That is worth taking into consideration.

We have organized the Farmers Union as I told you before, to serve as an educational institution; for that reason it was organized in the little red school houses scattered over the country that it might be possible for farmers and their wives to get together and discuss their problems. There is no end to the discussions in those school houses; by doing that you are creating a school. My friends, the only way we can be educated or advanced is by interchange of ideas. You cannot do it any other way, pick up and go out in the business world, pick up the most brilliant man you can find, ostracize him from his fellow men, cut him off from communications with the outside world and he will deteriorate and die. We must be in contact with the human race. The great trouble is that we have ostracized ourselves on our farms and we don't come in contact with our neighbors. So few of us really get together and discuss our problems.

In every community, you will find an expert on some particular commodity. If you will learn how this expert produces that product by practical application, it won't be long until you have all done something in the way of educating your community in agriculture. The great trouble with us fellows is that we don't like some fellow even though he is prosperous and making good in his community—we wouldn't follow his advice because we didn't like it. That is a trait of human nature. If we don't like somebody we don't want to take their advice and we don't want to have anything to do with that party. We cut off our nose to spite our face. That is wrong, absolutely wrong.

Friends, we can take up the proposition of our seed beds, our sod, the kind of seed adapted to our particular localities; discuss any or all of these propositions and others, and the

first thing we know, you have an expert community on agriculture and it hasn't cost you anything. We must do these things ourselves; nobody will do them for us.

You may go out in the business world and you will find a lot of glass-minded men; they are experts along their own lines of business but when it comes to the general economics of this country, they don't know much about it. Friends, with all due respect to economic college professors, they are doing their best but they are working on theory and have not come in contact with the actual economic problems and they can't know what should be done. Nobody but the farmer is competent to work these problems of the farm; when we all do that we will be creating confidence among ourselves.

You will then have a country of the people, for the people and the people for the people. You will have established the golden rule and that is the aim and object of this Farmers Union. It is to bring about those conditions. It is deplorable that we have drifted away from those things but we have and we all know it. There isn't a man in this house that will not admit it is wrong and dangerous. Now let's be the idea of every man and woman in this country or any other country for that matter, to try and make this old world of ours a little better by our having lived in it. Everyone should strive to do that thing. Everyone should be good in his neighbor or somebody else for it is a mighty mean person in this world that does not have some good in him. But it is true that most of us can see the bad things about a person a great deal quicker than we can see the good. We should cultivate ourselves to get rid of that spirit and "get right" on these problems.

Now friends, as I told you, we have built a wonderful organization. We think we haven't done much but when you come to analyze it and look back at the different business institutions that have sprung up, we know that we have made a wonderful stride. As brother Lansdon told you yesterday in the Convention, we don't realize what our organization has done. Sometimes I hear fellows say, "What is this Jobbing Association doing in Kansas City?" I don't want to hear you say that. I want you to say, "What is OUR Jobbing Association doing in Kansas City. It is our Jobbing Association. The fellows running that association are only hired to do that thing and they are getting salaries for it. They are getting loyal fellows to stand here and they are as much interested in making this thing a success (not only from a financial standpoint but from a humanitarian standpoint) as any men in this room. I hear the same thing applied to livestock. What is your Livestock Commission Company doing down there?" I don't want to hear you say that any more. The men in the Livestock Commission Company are hired to take care of your business for you, if you have it sent down there so they can take care of it. It is your organization. All of these Farmers Union Organizations are yours. Men, when you all take that attitude toward these organizations the greater will be your power to take care of your own products in an economic way. My friends, it is up to us to do these things. It is not necessary for me to stand here and tell you the predicament in which you are placed. I believe most of you know you are in a predicament. What you have to figure is whether your income is going to be greater than your expense and not whether it is going to be the consequence. That one thing you must figure; and then when you do that, you must work out some plan whereby you can make your income bigger than your expense or it means bankruptcy. State or National, the income must be greater than the expense or it means bankruptcy. You must profit on your whereby you can get out of it. A little more burden to your hold-ings each year to keep up your expense until finally it dwindles away and you are cast off your premises and we are all down and out. My friends, this economic condition must be changed before the country will go to ruin. Any fair-minded man knows that.

One thing you must do my friends is to pick out men in congress that will not try to bankrupt every farmer in this United States for political or pecuniary reasons. That is what we MUST do. The sooner you do that, the quicker your income will be more than it is at present.

Now men, there never was a time in the history of this country where conditions were so serious as they are now. I am Commission not long ago. They tried to prove that the people are a thousand times better off now than they were in 1893. I contend they are worse off. People were not so badly in debt in 1893

(Continued on page 3)

## The Kansas Union Farmer

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Union of Kansas. We want all the news about the  
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Communications and Questions—Communica-  
tions are solicited from practical farmers. Mem-  
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ask questions on any phase of farm work. Ans-  
wers will be either published or mailed.

### ADVERTISING RATES ON APPLICATION



THURSDAY, FEBRUARY 21, 1924

### TIME FOR BIG DEBATES.

Why not develop a real debating team in your Local? To stand up before a crowd and discuss a question logically is a very valuable accomplishment and one that only experience and practice can perfect. There are more good debaters among the older farmers than are to be found in the ranks of the younger and presumably better educated men because of the training of the old fashioned literary society and of the much berated political caucuses. The best public speakers of this country were developed in the New England town meeting where every free holder had a voice in the affairs of local government.

A lot of big questions must be considered and passed on by the voters of this country this year. It would be a fine thing if many of the problems of government especially those without partisan significance could be freely, fairly and fully studied and discussed before the next election. Is it possible for a community of farmers to debate a public question without temper, partisanship or rancor and with the sole purpose of arriving at the truth.

How would it do to take this topic for a meeting some time in the near future? Resolved, That a portion of the funds for state purposes should be raised by a production tax on natural resources.

### FARMERS AND SCHOOLS.

There were quite a number of school superintendents in Topeka a short time ago for a conference on educational matters. They found that a place on their program had been set apart for a discussion of the "Relation Between Cooperative Marketing and the Public School System" and a good many of them were puzzled to understand where or how there could be any such relationship.

The speaker laid down the proposition that as agriculture is the basic industry of this state every other business prospers or declines as the farmers' profits increase or decrease. Every school teacher wants better school houses, libraries and facilities for instruction. Also most of them who are in the business permanently want to get as good or better salaries than they now receive, as long as they stick to their jobs.

It is certainly true that increasing appropriations for education cannot go hand in hand with diminishing profits from farming.

### COOPERATION MAKES PROFITS.

Burley Tobacco is better organized than any other farm commodity. The marketing agency maintained by the Burley growers will distribute a net return of thirty one cents a pound to its 100,000 members this year. This is \$61,000,000 more than they received for a crop of practically the same volume in 1921.

The Georgia Cooperative Cotton Association will return its members at least ten cents a pound more for their crop this year than would have been possible without cooperative marketing. That is an increase in income from cotton of practically fifty per cent. That association now has about 50,000 members.

Tobacco is produced in forty two states and a very large part of the crop is exported and sold on foreign markets in competition with tobacco grown all over the world. Cotton is grown in fifteen states and in almost every country in the world that lies in the same latitude with the southern part of the United States. It is a world crop sold on the markets of the world. Cooperation has succeeded with both cotton and tobacco.

Wheat is grown in every part of the country but in surplus quantities in only about twelve of the western and northwestern states. It is the master bread grain of the world, almost a universal human necessity. It can be stored and held without great depreciation for a long time.

It is good security for loans, better by far than the land on which it grows and therefore it is easy to finance cooperative wheat marketing.

To say that the wheat growers cannot do what has been done by the cotton planters and the

tobacco farmers is to cast an undeserved slur on the ability and the courage of the men and women who have converted a wilderness into producing farms in a single generation.

The meanest man in the world is the fellow who buys what he cannot afford and charges the bill to his baby in the cradle. How does he know what new financial responsibilities progress and civilization will impose on that child before it grows up? Selling interest bearing bonds to provide luxuries for this generation at the expense of the next is a mighty sorry and shiftless business and should be stopped.

### DEFENDING THE INDEFENSIBLE.

The existing system of marketing farm products appears to have a good many friends who have been driven into the open by the development of cooperative selling through agencies established by the farmers. The various organized grain and live stock exchanges or markets are unanimous in their disapproval of cooperation. They have united in an enormously costly campaign of opposition that has been characterized by wholesale misrepresentation, by downright mendacity and by an almost unbelievable ignorance either of the situation of farmers or of their purposes in establishing their own system for marketing their products.

Very much to the surprise of the advocates of cooperative marketing many local elevators both cooperative and privately owned and all the federations of state and national associations of local grain dealers are spending money in circulating propaganda against cooperative marketing. This work is being done almost wholly by the paid employees of farmers' elevators who probably have some reason to fear that their jobs are threatened by the new movement.

A third group of opponents to cooperation is made up of farmers who are shareholders in local elevators, large producers who have developed their agencies for selling directly to converters, and conservative and timid souls who dread any activity in their own interest and fear all things that are new and different. As information concerning the objects and accomplishments of cooperative marketing is spread among the farmers this opposition steadily and rapidly declines in numbers and influence.

It may be well for the advocates of cooperative marketing to know just why this combination of speculators, local grain dealers, cooperative elevators and farmers is so earnestly and noisily defending the existing system of marketing. They must believe that it is of value to some one and that by its fruits it has proved itself worthy of defense and perpetuation. Just what are some of the results of the existing organized grain marketing system? Are those results such as to justify its defense by a combination of producers and speculators?

What has the old marketing system accomplished for the wheat farmers? It has been in operation ever since the Civil War. If it has done anything worth while for producers and if it shows any symptoms of improvement perhaps it would be well to go a little slow in setting up cooperative agencies to take its place.

There is a little uncertainty as to the actual cost of producing wheat. The best information obtainable through the agents of the agricultural colleges and the federal Department of Agriculture is that the average cost of producing the 1922 crop was about \$1.42 a bushel. There is no doubt about the price received by the producers on the farms for that crop. The government reports show that the average farm price for the American wheat harvested in 1922 was 95.5 cents per bushel on No. 2 basis. This shows that the best that the existing system could do for the wheat growers in 1922 was to sell their crop at an average loss of 43.5 cents per bushel.

The 1922 harvest produced 856,211,000. On that crop the farmers lost \$372,451,785. From 1910 to 1923 inclusive American wheat growers produced crops totaling 11,104,306,000 which the existing organized and highly recommended grainmarketing system sold for them at a loss of \$4,830,373,110. Is there any good reason for perpetuating marketing machinery that shows such a result? Is there any defense for a system that has cost the wheat growers of the United States nearly \$5,000,000,000 in the last fourteen years alone and on one crop only? Is it fair to abuse the farmer for trying to get away from such marketing service.

It may be true that many wheat producers have made up part of their losses by making and selling other farm products at a profit but the proof that most of this huge deficit between the cost of producing wheat and prices obtained exists in the ever increasing amount of mortgages on farms, in the constantly accumulating debts at the store, in the enormous unabsorbed depreciation of soils, buildings and equipment of American farms; and finally in the growing number of tenant farmers now working lands which they once owned.

Exact figures on existing farm mortgages cannot be quoted at this time because they are now far larger than when the last published estimates were made up. It is certain, however, the present mortgage debt on American farms is not less than \$10,000,000,000. Notes at the bank and bills at the store and other obligations amount to at least another \$5,000,000,000. The Department of Agriculture only recently announced that the unabsorbed depreciation account of American farms is more than \$6,000,000,000 or an average of \$1000 per farm which all informed men must concede is a very conservative estimate and does not include the depletion of fertility, an item which in itself runs into many billions of dollars. It is a matter of record also that more than fifty percent of American wheat is made by tenants on rented lands and that forty per cent of all American farmers are tenants or share croppers.

These figures, all of them either official or estimated by official agents of the government,

indicate that in the recent past American agriculture has not only failed to make profits but has resulted in such heavy losses that farmers have relinquished title to forty per cent of their lands, have borrowed \$10,000,000,000 on mortgages, have incurred other debts not less than \$5,000,000,000 in amount, have allowed their property to depreciate in value to the amount of \$6,000,000,000 and have depleted their soils to such an extent that the most conservative estimate staggers the imagination.

The decline of agriculture that can be measured in financial statements is only a part of the disaster that has befallen the basic industry of the United States as a result of the marketing system which is now so ardently defended by its advocates who have made billions of dollars while the farmer has been losing his birthright in the land. Only a small minority of farm homes have any of the comforts that modern living conditions require. Country schools have retrograded in efficiency and results. The best blood of the country has been drawn into the arteries of industry and business. The keen and acute minds of young men born and bred on the farms are enlisted in the service of those who exploit agriculture. Farming is now carried on very largely by old men unable to shift to other spheres of labor or by young boys who have not yet been able to leave the country for the city.

With the results of the old marketing agencies known to all it is not strange that the farmer has determined to work out his own system of merchandising his products to the consumers. The real question at issue now is not concerned with the few dollars that may have been made or lost in the tentative efforts to establish wheat marketing associations but with the enormous losses that farmers have suffered from methods so wasteful and unfair that the whole business of agriculture is all but bankrupt. The enemies of cooperative marketing should not be allowed to cloud the issue. It is up to them to prove that the existing methods deserve to be defended and perpetuated. This they cannot do. They are defending the indefensible. They are seeking to preserve something that should be replaced with more modern and humane machinery.

### MEMBERSHIP MAKES SUPPORT.

There are quite a number of Union cooperatives in Kansas that are not as strong as they should be. They have lost some money and a good deal of support but there is not one of them that could not be strengthened and re-established if the Union could be restored to activity in its territory.

The Farmers Union established the existing cooperative system in Kansas. Wherever the membership has been maintained there is strength in the business association. Wherever the Union has been allowed to decline in membership the business associations have lost support and money.

There should never have been any decline in Union membership in the trade territory of a cooperative association. There would have been no such decline had the directors of the various enterprises had the courage to live up to their own by-laws. The best way to save the farmer's investments in Union cooperative enterprises is for each one of them to put on a big and a winning campaign for membership in the Union.

### THE IMPORTANCE OF THE UNION.

The Farmers Union has survived twenty-one years attack from the opponents of agricultural organization and of the indifference and apathy of the men who till the soil. It is stronger today than ever was. Perhaps there have been times when it had more members but there never was a time when it had more influence or a higher standing in the business world.

Within the memory of men now living the Grange, the Alliance, the Wheel, the Society of Equity, the Farmers Mutual Benefit Association and scores of other agricultural organizations have been formed, have played their parts big and little on stage of national affairs and have either passed away or have lost sight of the purposes for which they were formed and no longer serve the farmers in any effective way.

It is said on every hand that farmers will not stick together. The past of agricultural organization proves that there is far too much truth in that statement. Very few men have stuck to the Union during the entire twenty-one years of its development but its purposes are so vital, its program is so constructive and its activities are so essential to agricultural well being that the places left vacant by the faint hearted, the short winded and all those of little faith and less courage have been constantly filled by men of wider vision, more determination and higher intelligence.

The Farmers Union is here to stay. It is growing in strength and in the confidence of the country because it has made good. It is now the only nation wide agricultural organization that offers an acceptable and constructive program. It must not be allowed to decline in membership and decay in usefulness because it is the last hope of the American farmers who must protect themselves through organization or see agriculture become the occupation of tenants and hired hands.

The men and women who are faithfully supporting the principles and the purposes of the Farmers Union are not fighting the battles of our organization only but are waging a sacred and holy war for the preservation of the republic and of all the institutions of freedom that were won for the citizens of this day by their fathers who dared the cannons mouth that men might have liberty.

Cooperative marketing is the one big thing that farmers can do for themselves without additional legislation and without any other assistance than is due to any sound business enterprise that serves a public necessity.

## COMMENT ON WORLD'S NEWS FOR WEEK

### Lost the First Fall

In his wrestle with congress. The House of Representatives refused to submit a constitutional amendment to the voters abolishing the right of states and minor municipalities to issue tax free securities. There are a lot of folks who will mourn over the stubbornness of congress in this matter but perhaps there are two sides to this story as there are to most controversies.

There is no way to take away the exemptions from securities that have already been issued. There are now some where around fifteen billions of dollars of such bonds out-standing. The municipalities that sold those bonds are getting some benefit from it every day. It is fair to say that exemption from taxation of its bonds enables a school district, a county, a city or a state to borrow money about two per cent cheaper than would be possible if all such securities were subject to normal taxes. Two per cent of \$15,000,000,000 is \$3,000,000,000 yearly, or approximately a million dollars a day that the taxpayers are saving on their interest charges for improvements that they were forced to build with borrowed money.

Of course it is possible that the people pay a goodly share of the taxes that might fairly be charged up to the owners of tax free bonds. The point is that production must pay it any way. As matters now stand it is paid out of increased taxes.

If securities were tax free it would be paid in increased interest charges.

### Admiral Rodman

Appeared Before Farmers  
Attending the National Council of Commodity Marketing Associations held in Washington last week, and made a very earnest plea for a stronger navy. He laid down the proposition that we want more foreign trade and that we cannot get it unless we have the biggest navy in the world at our backs when we go out to solicit business. That sounds a good deal like we should demand foreign markets at the cannons mouth.

If the rear admiral is right it would seem that a great many wholesale houses in this country overlook a very important matter when they outfit their traveling men. To make his plea for business effective every drummer should wear at least two modern high powered automatics when he asks a merchant for an order.

With all due respect to Admiral Rodman and his sort this paper holds that they are wrong. The way to expand foreign trade is to produce commodities that the foreigners want and the way to hold it is to treat all our customers alike on the square. Holland has had no navy for several centuries but the foreign trade of that country is probably greater today than ever before.

### Shipping

Must Be Protected

By an invincible navy is the doctrine of the big navy experts. What is there in the history of the merchant marine of any country to prove that statement? There have been times in the history of the United States when our merchant marine was almost if not quite the biggest and the most successful in the world. Every shipyard from Maine to the Carolinas was busy building tall clipper ships that carried the freight of our own and other nations to the farthest ports of the world under the stars and stripes. During that golden age of American merchant shipping we had for a navy some wooden gunboats and just a few old frigates that might venture to see in a storm. We now have naval equality with Great Britain but our merchant ships are rotting at anchor in a hundred ports.

Norway ranks among the great shipping countries. The commercial heart of that kingdom is at least half in rank among all the maritime nations. Norway has no navy nor did that country ever have a war fleet strong enough to put up an interesting battle with a flotilla of American revenue cutters.

### The Navy

Costs a Lot of Money

Each year. A great many people believed that the four power treaty that concluded the Conference on the Limitation of Armaments would reduce our navy costs. This, however, never believed that any such thing would occur. The limitation of armaments applies only to battleships of the first class, a type of war vessel that is no longer of any value. It has been put out of business by the submarine and the airship. On all other types of war ships and on all sorts of equipment there is still no limit.

For 1922 the total costs of the United States navy was \$443,980,570; for the next fiscal year the navy asks for \$378,499,054. The highest navy cost before the Great War was \$261,403,476 in 1917 when the expenses of war time were just beginning to be felt. Before 1917 the highest navy

### CO-OPERATIVE SELLING UNDERTAKEN BY CREAMERIES ASSOCIATION

Plans of the Minnesota Cooperative Creameries Association. St. Paul, Minn., for the year 1924, center around the cooperative selling of butter. At present 310 creameries have signed the agreement to sell their output through the association for two years, and it is expected that practically all the rest of the 450 member creameries will join in the marketing program as rapidly as the plan can be presented to their boards of directors. The program of the sales department is to secure contracts for the year and then gradually take over the butter to fill the

contracts. All butter sold cooperatively will be graded and certified by the association. This work is being started with the utmost care, the product of only a few creameries being handled at the outset. Other creameries which have signed the marketing agreement are requested to keep on selling their butter as heretofore until it is called for by the association.

Two types of butter are made, sweet-cream butter and ripened-cream butter, and a trade name is to be selected for each type. Efforts are being made to impress each milk producer and each buttermaker with the importance of great care and perfect cleanliness in every step of the

process from care of the cows to packing of the butter.  
Sales offices are maintained in New York, Philadelphia, and Chicago.

### One dead ear in a bushel of seed

corn will do as much harm as an unfit sire in a purebred herd. The rag-doll tester is a practical method of finding the ears of low vitality.

### There are no unprofitable winter days on the farm if the time is spent in feeding the mind. Hours spent in gathering ideas and information are the rich ones.

### LaFollette

Sticks to Any Job

That he selects. He has made a profound study of the railway situation in this country. No other man in public life has the same knowledge of transportation problems. It is reported that he has accumulated a mass of information that will astound the people of this country when it is made public.

### The Railroads of the United States

have been rebuilt since the beginning of the Great War. One of these days Senator La Follette will show how paid the bills and just how much graft has been wrong from the taxpayers for the profit of railroad owners.

### Railston

Is Much Discussed

In Washington as a dark horse in the national democratic convention. He was governor and then defeated Beveridge for the senate. McAdoo never had much chance and has a good deal less since the disclosures of the oil investigation have shown that he was in the employment of the Doheny folks. It is everywhere admitted that there was no violation of professional ethics or of the proprieties in the connection between the former secretary of the treasury and the oil company but it is rather taken for granted that oil has ruined every man who has derived any profit from it.

### Wilson

Has Been Dead

Only a few days but pilgrimages to his grave already astound and amaze all observers in Washington. Before the flowers on the great war president's coffin had withered the visitors to the tomb numbered as many as fifteen thousand a day, that is to say there is a continuous daylight procession through the chapel in which he is buried.

Men are beginning to realize that Woodrow Wilson was just the type of man for the presidency. He had never been in business of any kind and so had no private or personal commercial interest to serve. He had practiced only the professions of teaching, learning and thinking and had made of his mind the most efficient mental machine that ever functioned in this country. All his great intellectual qualities were at the service of the republic. As teacher, college administrator, governor, president and private citizen he was concerned only with the welfare of humanity and the security prosperity and dignity of his country.

The generations yet to inhabit the earth will assess the true worth of the man who served his fellowmen and his fellow countrymen so well.

### All Germans

With Good Sense

And that must be the great majority, surely deplore and regret the unfeeling stupidity of the German officials who refused to join in the usual way in a symbolic mourning for Woodrow Wilson. While every other flag in Washington was at half mast in memory of the great president

### Republicans

Concede the Nomination

Of Coolidge. Johnson may get a few western votes. Pinchot may go into the convention with some support. But if nothing further happens to discredit the administration in connection with the oil investigation Coolidge is assured of the nomination. His party is now concerned only with the strength that he will develop as a candidate at the polls. They wonder whether the legacies that he inherited from his predecessor and for which no reasonable man can hold him responsible may not effect the voting.

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## Boys' and Girls' Club News

### SHORT COURSE TRAINS FOR BETTER FARMING

"There are large numbers of wise boys and young men on the farms of Kansas who expect to stay there and build up a profitable business and live comfortable, contented lives," said F. D. Farrell, dean of agriculture at the state agricultural college in discussing the annual farmers' short course at Manhattan. "Through their club work and from reading good farm papers, these boys have learned that success in farming comes to the men who are best informed about the many interesting problems of agriculture. These problems have to do with the management of soils, the selection and growing of grains and forage crops, the organization of the farm business, the breeding, feeding and care of livestock, and the marketing of farm products."

"All these problems are considered in the farmers' short course which will be given at the agricultural college from January 7, to March 1. About \$100 to \$125 covers the total expense of the eight-week course."

Does it pay to spend the time and money necessary to take the course?

Dean Farrell answered the question by citing the following letter written to a faculty member by Ralph von Riesen of Marysville, Marshall county, who took the short course last year:

"It was eight weeks crammed full of practical material which one can use to advantage all the time. I can sincerely say that I think I learned more in these eight weeks than in any other corresponding period of time in my whole life. I did not realize this is much at that time, but since I have had the practical experience in dealing with farmers and people interested in the same line of business, I find how valuable it has been to me."

### Agriculture Can Fix Price for Products Only By Organization

(Continued from page 1)

We pay him for his services. We will pay him for his services because there is no other man in America who can render the service he can. He is a lawyer. There is no other man who will get any money directly or indirectly. I have been trying to teach that doctrine all over the country.

Ten years ago I went to Holland. I had been intending to stay there only a few days. I got interested especially in their dairy industry. I visited them in all of their relations to that industry. It was the most intensively agricultural region I had ever seen in all my life. No area in America can show that industry in the same given space of ground I asked why. I began to investigate how they did. Cheese was their main product. I saw the most attractive cheese factories. They told me the moment the farmers of any community began to practice cooperation, that moment farming began to pick up in that community. The moment they got together and talked things over they found that one man had been getting better results in one certain thing than anyone else. They wanted to know why. They were the best farmers and the most successful because they studied.

The have the export problem. Most of their cheese is exported. They had to find a market for their products. England offered a good market place. A certain kind of cheese was most popular over there. They sent an expert over there to see how England made her cheese. They learned to make it in their own factories and compete with England. I had only intended to stay a short time but I stayed longer. It was a joy to be there. Their homes were very attractive. More so than you find here. There were flowers in the windows of the houses. Smiles on the faces of the women and children. In the air was contentment and happiness. They said it was due to the fact that they not only marketed their products cooperatively but manufactured their products through cooperation.

When the Judge asked me to take the chairmanship of that committee I did. I have been exploring my mind and trying to find out some reason why. I have had a lot of difficulties in finding it. A few days after I accepted the chairmanship I was offered the position of Ambassador to Great Britain and I declined. I was engaged in a more important work. No doubt there was some selfishness in my motive. I live to learn.

I was reared on the land. I love the land. I own a great deal of land which I hope to hand down to my children after me. If farming conditions in America continue indefinitely as they have the last 4 years. I will not be able to hand that land down to my children. I want that land to be a valuable and trusting posterity. I am not interested in the production of wheat but I am interested in the value of farm lands and I am interested in the future of Agriculture in America and I want to tell you that in my opinion the only way out for agriculture in these times, when Europe shows little signs of improving, the only way out is through the organization of agriculture everywhere. Put it on the same modern business basis every other industry occupies.

I like to think that my reasons are not all selfish. I lived all my young years on the farm. I have precious memories. Memories which circle around that early life. They are all of the farm. No beauty ever comes to me from any canvass anywhere that equals the beauty of the sky and the land scene as I saw them

### UNION PACIFIC MAKES LIBERAL OFFER TO BOYS & GIRLS

MANHATTAN, Kans.—"In order to further stimulate farm boys and girls to seek higher training in agriculture, the Union Pacific Railway Company is offering over \$2,400 in agricultural scholarships to Kansas boys and girls in club work for 1924," announces R. W. Morrish, State Club Leader. "The winning club member over 16 years of age in each of thirty-six counties will be awarded a scholarship of \$75 and transportation from home to the Kansas State Agricultural College and return. This is available in the following counties: Atchison, Brown, Clay, Cloud, Dickinson, Doniphan, Douglas, Ellis, Ellsworth, Geary, Gove, Graham, Jackson, Jefferson, Leavenworth, Lincoln, Logan, McPherson, Marshall, Mitchell, Nemaha, Osborne, Ottawa, Pottawatomie, Republic, Riley, Rooks, Russell, Saline, Shawnee, Sheridan, Thomas, Trego, Wallace, Washington, Wyandotte."

Any boy or girl between 16 and 21 years of age is eligible to join the club and compete for this prize. Such club members may choose their demonstration from the following:

Sow and litter, calf, farm flock of chickens, 5 acres of corn, 5 acres of sorghum, 1 acre of potatoes.

Any boy or girl reader of this announcement will do well to seek further information on this and to enter in competition for the scholarship. Mr. Morrish further states, "Should the winner be a girl, she may choose either the agricultural or home economics course." Further information may be secured from the high school principal or by writing to R. W. Morrish, State Club Leader, Manhattan, Kansas.

In the country. Most of my family in one way or another still lives on the farm. I would like to think I have done a little something to help make those farms more cheerful so when the boys and girls get as old as I am they will remember the happy and contented hours they spent on the farm. I do like to think that I lived in the country.

I want the very future of our nation depends upon preserving that great industry of agriculture through the coming years. I do not like the signs of today. I do not like to hear everywhere that the attendance is falling off in the agricultural colleges compared with the other colleges. I believe those agricultural people will be the leaders in the coming years. I do not like to think of the future of my country with its agriculture stopped.

History shows us that the first step in the decay of a nation is when people began to leave the farm for the cities because of the large attractions they have. The history of Rome shows that the real decline of the Romans began when they moved from the farms to Rome because of its great attractions. An Englishman, a year or two ago after visiting America wrote a book in which he said America was exactly like those early phases which marked the beginning of the decline of Rome. I do not like to think of the agricultural people of the future of this country without the future of this country without the future of their men of the future if they did not steal them from the farms of America.

I am interested in this movement. I do not like to think of anything great over night. It is not anything easy to do but I am interested in this movement because I can see no other way out of the difficulties which surround the farmer. Do you realize that young as we are, and we are a young nation when we compare the length of our life to the great epochs in which history is based, we are one of the oldest in national life. I know of only one nation that has lived longer and continued uninterrupted a national life and that is England.

Do you realize that since our government was founded the map of the world has been drawn twice. Once after the Napoleonic war and then after the great world war. Nations do not endure forever unless they have citizenship worthy of the conduct of national life. If history speaks true, American cannot endure forever if agriculture is to decay.

We are proud of our great citizenship. We boast of our achievements. When danger threatens, then it is that every person in America turns his eyes towards the American farmer and thanks God for the four million farmers who still live on farms of their own. When he turns to them from the city, he can renew his faith in the future of the country. Then a happy and contented agricultural American future, in my belief, is secured.

### CANADIAN COOPERATIVES

INCREASE SALES—Increased sales, dividends on purchases, and greater share capital, this is of farm lands and Canada's cooperative societies show for 1922, according to a report just sent the All American Cooperative Commission. Twelve retail consumers' cooperative and one marketing cooperative reported their business for 1922 to the Cooperative Union of Canada. The retail store sales for last year aggregated \$2,166,196, as compared with \$1,990,754 for 1921. The cooperative marketing organization (the United Grain Growers) also did a distributive business of \$2,838,424, making the total sales of all the societies reporting more than \$5,000,000.

A total capital of over \$293,000 has been accumulated by the 12 retail co-

operatives, an increase of \$84,000 for the year. Nine of the societies report dividends on purchase ranging from 1 1/2 to 10 per cent. Ten of them made a net profit surplus during 1922 exceeding \$150,000 a gain of \$3,000 for the year. This net profit is equal to 58 per cent on the capital investment.

In addition to the cooperative which send in their reports annual to the Cooperative Union, there are hundreds which are scattered all over the Dominion, working more or less independently of each other. Saskatchewan alone reports 321 cooperatives distributing and marketing over \$4,000,000 worth of goods. Statistics for other provinces are not available, but Canada can boast of many successful enterprises duplicating the profitable record of the 12 cooperatives reporting for 1922.

### HOW CO-OPERATION PAYS

By L. H. Cobb

The most co-operative community it has been my luck to hit, is Hutchinson, Minn. Farmers' cooperative creameries are making and shipping butter by the carload, farmers' cooperative stock shipping associations are handling 70 per cent of all the stock sold, and farmers' co-operative elevators are handling 80 per cent of all the grain and stock feeds shipped in or out. Farmers are about the biggest business men about the place. They push down in their jeans about \$2,000 a day for hogs and other livestock. Hutchinson banks report a \$466,000 increase in deposits in the first six months of 1923. These are just ordinary prairie farms but the owners have learned how to cooperate.

### WHEAT POOLING WORKING WELL

A million dollars in checks are being mailed to the 9,000 members of the Oklahoma Wheat Growers' association. This is the second payment in the 1923 pool and the growers to date have received 65 cents a bushel on the basis of No. 1 wheat and have two more payments coming. The pooling plan of marketing wheat is proving highly successful in Oklahoma. The first year 3,250,000 bushels were handled. This year six million bushels are pooled and next year a large proportion of the 1924 crop will be handled.

### The Farmer Must Work Out His Own Economic Problems

(Continued from page 1)

as they are now and interest obligations were not so much. Mortgages were not so great. Farmers produced more at that time, they didn't have such large bills to pay and the consequences were that it was easier to liquidate than it is now or ever will be. The farmers are selling products cheaper than ever before. In 1913 you could take a hundred bushels of wheat to town and buy a wagon but you can't do it now. But

we must have agriculture—we can't get away from that fact.

One of the dangerous things in this country is the municipal bond proposition. People in towns get together and vote bonds on the property of that town. If the farmers protest, they tell the matter belongs to the city; the farmers have nothing to do with it. They go ahead and vote those bonds, and those fellows do not pay one cent on them; it all comes from agriculture. Your towns are voting so many bonds for the modern conveniences of those towns that the farmer is going to go bankrupt in paying for those bonds. How long can you get out of paying those bonds is to stop trading with that city because everyone adds to the price of his products, whatever they may be, and somebody pays the price. It is getting to be a dangerous proposition. How long can you keep paying those bonds? How long can agriculture pay the bills? That is what you want to find out and that is what you had better take up in your locals and determine. Here is the question: Are you going to let the fellow make the profits on your products and you put a mortgage on your property to pay the expense of are you going to get into the game and regulate those things so you can make a profit on your products and be able to pay that mortgage?

I could take five hours of your time in going over the problems which are confronting us at this time; but I won't do that. Suppose the farmer gets to the place where he can set the price for his products; if your taxes are five hundred dollars you will add that to the price of your products and everyone else will do the same thing. Who are we going to make pay the taxes? There is no one. You can't pass them on. The tax system of this country will have to be re-arranged. The farmer will have to get a profit on his products so he can pay these taxes. A lot of those fellows are figuring on that; don't forget that. They are scared to death for fear the farmer will get to the place where he can do that thing. They are not going to let you do it if they can help it. Let's not cuss those fellows or abuse them; probably we would do the same thing; if we are going to cuss or kick anybody, let's give it to the men that deserve it and those men are ourselves.

In order to protect himself the farmer must organize. We must do this and I am going to say to you if you don't do it inside of ten years the large corporation is going to own better than ninety per cent of all the real estate of this great land of ours. Then what will happen? There will be a worse servitude than the black man ever saw in this country. These are some things to think about. Not only for ourselves but our posterity. What consolation is there my friends, for your young people who are raising families when they know that 99 out of every 100 people in this United States under our system will never be able to own their own homes? Let's stop and think of these things. Don't take my word for it but figure them out for yourselves. Every man should get out and get some new members because members are what count.

## Planters State Bank

Salina, Kansas  
By the decision of the Supreme Court of the United States upholding the Guaranty Law, your deposit in this bank is as safe as a Government Bond  
OFFICERS AND DIRECTORS  
Fred H. Quincy, Pres.; Guy T. Helvering, Vice-Pres.; T. W. Roach, Vice-Pres.; W. T. Welch, Vice-Pres.; E. E. Gemmill, Cashier; B. F. Ludes, Assistant Cashier; E. H. Sudendorf and R. P. Cravens

### INSURANCE

Farmers' Union Member—Your own Insurance Company gives you absolute protection at lowest cost.

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

Your Hail Insurance Company is the biggest and strongest Mutual Hail Company in Kansas, and the lowest in actual cost. Get in line.

### The Farmers' Union Mutual Insurance Company of Kansas

FRANK D. BECKER, Secretary  
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GRANT BLISS, Treasurer  
CHAS. SIMPSON, Field Rep.

### Watson's Best Berries are just what the

Brand Indicates—They Are the

## BEST

WATSON WHOLESALE GROCERY  
SALINA, KANSAS

### PRICE LIST OF LOCAL SUPPLIES

Application cards ..... 20 or 5c  
Credentia blank ..... 10 for 5c  
Dimit blanks ..... 15 for 10c  
Ode cards ..... 12 for 20c  
Constitutions ..... 5c  
Local Sec's Receipt Books 25c  
Secretary's Minute Books 50c  
Farmers Union Buttons 25c  
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor  
C. E. BRASTED, Box 51, Salina, Kansas  
for above supplies. He is the only one you can get them from.

### KANSAS UNION FARMER WEEKLY EXCHANGE

of members of the Union have anything to Sell or Exchange, they should advertise in this department. Rate: 5 cents a word per line; four or more insertions 4 cents a word. Count words in headings, as "For Sale" or "Wanted to Buy", and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

### FARM FOR SALE

FARM FOR SALE NEAR BELLEVILLE—Write Cera McCartney, 450 So. 7th St., Salina, Kansas.

### FARMS WANTED

FARMS WANTED: Immediately. Send particulars. Mrs. Roberts, Box 91, Road house, Ill.

FARM WANTED FROM OWNER: Write immediately. Raymond Smith, Maplewood, Mo.

### MALE HELP WANTED.

WE PAY \$200 MONTHLY, furnish car and expenses to introduce our guaranteed poultry and stock powders. BIGLER COMPANY, 3073 Springfield, Ill. 35

### FEMALE HELP WANTED.

WANTED—WOMEN—GIRLS. Learn Sewing Making at home. Many openings. \$30.00 week. Learn while earning. Sample lessons free. Write immediately. Franklin Institute, Dept. H560, Rochester, N. Y.

### TOBACCO FOR SALE

YOU ARE READING this classified advertisement. Which is just what thousands of other folks are doing. It's a great way to carry your wants to sell something, buy or exchange. Only four cents per word if ad runs 4 or more times to tell the story and certain to bring returns. If you try it you'll be sure of it.

### POULTRY

WHITE ROCK EGGS FOR HATCHING. Frank R. Pfeiffer, Hays, Kansas. 31\*

PURBRED BUFF ORPHINGTON COCK. 1000 eggs. \$1.25. 1000 setting, \$4.00. R. VanHorn, Carlton, Kansas. 31\*

ARISTOCRAT RINGLET BARRED ROCK EGGS 1500, \$2.50 per hundred. Cockerels with flock from certified parents. Write immediately. Frank R. Pfeiffer, Hays, Kansas. 31\*

SINGLE COMB RHODE ISLAND REDS. 1000 eggs. \$1.25. 1000 setting, \$4.00. R. VanHorn, Carlton, Kansas. 31\*

FOR SALE PURBRED AMERICAN LEHIGH COCKERS \$2. Eggs \$0.50. 1000. Martin Lehigh Range, Alta Vista, Kansas. 31\*

PURBRED BUFF ORPHINGTONS. Ad. 1000 eggs. \$1.25. 1000 setting, \$4.00. R. VanHorn, Carlton, Kansas. 31\*

ROSE COMB BROWN LEHIGH COCKERS. \$1.50. E. F. Cain, Route 1, Gering, Nebraska. 31\*

"ARISTOCRAT" HOLTERMAN'S beautiful dark barred cockers, egg strain. E. F. Wood, Wamego, Kan. 33\*

ROSE COMB RHODE ISLAND RED cockers \$2.00. W. L. Beetham, Logan, Kansas. 27\*

PRIZE WINNING PERKIN DUCKS. 1000 eggs. \$1.25. 1000 setting, \$4.00. W. L. Beetham, Logan, Kansas. 27\*

BARRED PLYMOUTH ROCKS. FARM raised. 1000 eggs. \$1.25. 1000 setting, \$4.00. W. L. Beetham, Logan, Kansas. 27\*

BABY CHICKS. QUALITY CHIX—3 cents up; 12 kinds. Guaranteed delivery. Valuable chick information FREE. Quality Poultry Farms, Box 215B, Windsor, Mo. 21\*

BABY CHICKS FROM HEAVY LAYERS. The laying kind are the partridge kind. Rocks, Reds, Orpingtons, Lehighs, Anconas, Brahams and Langhams. Prices reasonable. Postpaid. 100 per doz. delivered. Circular Free. Porter Chick Co., Dept. D, Winfield, Kans. 12-20\*

PURBRED CHICKS—15 Varieties. Best Laying strains. Lowest prices. Free catalog. BOOTH FARMS, Box 574, Clinton, Mo. 21\*

BABY CHICKS—Send for our valuable free chick book and exceptional 124 prices. RUSK BROTHERS, Box 120 Windsor, Mo. 21\*

FANCY BOURBON RED TURKEY TOMS. Prize winners \$8.00. Joe Meyers, Hays, Kansas, Route 2. 29\*

FOR SALE PURE BRED BRONZE TURKEY TOMS \$8.00. Hens \$5.00. E. W. Horner, Grainfield, Kansas. 29\*

SEEDS. FOR SALE PURE KANTA SEED OATS. Certain to grow with each sale. Price and sample on request. Henry Lehigh, Bremen, Kansas. 32\*

FOR SALE EXTRA GOOD KANSAS grown Alfalfa seed. Frank Baum, Salina, Kansas. 30\*

IF IN NEED OF CANE SEED at all kinds, write us for samples and prices. Union Mercantile Company, Grinnell, Kansas. 28\*

PURE KANOTA SEED OATS. Reclaimed. \$1.00 sacked. E. W. Horner, Grainfield, Kansas. 29\*

FOR SALE BROME GRASS SEED. 12 1/2 cents per lb. Sample on request. A. E. Page, Clay Center, Kansas. 31\*

### FARMERS CLASSIFIED AD

Mail This To  
THE KANSAS UNION FARMER  
Salina, Kansas  
Rate: 5 cents a word on single insertion; 4 cents a word each week if ordered 4 or more consecutive weeks  
Minimum charge is 50c  
Count Initials or Abbreviations as Words

(Your Name) \_\_\_\_\_  
(Town) \_\_\_\_\_  
(State) \_\_\_\_\_  
(Route) \_\_\_\_\_  
(Note: Count your name and address as part of advertisement)

### FARMERS' UNION DIRECTORY

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Farmers' Union Mutual Insurance Co.  
Farmers' Union Auditing Association Thomas E. Dunn, Salina.  
Farmers' Union Wheat Marketing Assn. Kansas City, Mo.  
Kansas Union Farmer, Salina, Kansas.  
PLANTS FOR SALE.  
PROST-PROOF cabbage and onion plants ready for shipment; one hundred fifty acres strong, well-rooted plants grown in open field at Texarkana; first plants to bundle, labeled separately with variety name; damp moss to roots. Cabbage, early Jersey Wakefield, Charleston, Wakefield, Succession, Copenhagen Market, Early and Late Flat Dutch; Parcel post prepaid. 100, 40c; 300, \$1.00; 500, \$1.25; 1000, \$2.00; 5000, \$9.00; Express collect 5000 \$5.00; 10000, \$9.00; Onions: Crystal Wax, Yellow Escudado, Excel Post prepaid. 100, 30c; 500, 80c; 1000, \$1.50; 5000, \$6.00; 10,000, \$11.50. Full amount, prompt shipment. Satisfaction guaranteed. UNION PLANT COMPANY, Texarkana, Arkansas. 20

MISCELLANEOUS  
FOR SALE FARMERS' UNION GENERAL merchandise and elevator, Norwood, Kansas. For full information, address Norwood Cooperative Association, Route 6, Ottawa, Kansas. 28\*  
VEIL MATERNITY HOSPITAL FOR confinement. Ethical, private, homelike, reasonable. Babies for adoption. 1111 Old Ave., Kansas City, Mo. 30\*  
OFFICE SAFES SHIPPED DIRECT from factory to your office at wholesale rates. Write Montgomery, P. O. Box 582, Salina, Kansas, giving approximate size and price wanted. Fine illustrated catalogue for those interested. 30

SUDAN \$4.00 but. Kentucky Orchard grass \$2.50; blue grass \$3.50; Kaffir \$1.50; Milo \$1.50; Millet \$1.00 Sweet Clover \$5.00; Red Clover \$3.00; Grimm Alfalfa \$2.00; Red Top \$2.00; Timothy and clover \$3.00; Orchard Grass \$2.50; Alfalfa \$5.00; Alsike \$5.00; Seed Corn \$2.00; we live where it grows, ship from several warehouses and save you freight. 5 percent discount of five bushel orders. Satisfaction MONEY BACK. Order from ad or write for samples, but get your order in before another advance and while stocks are complete. MEIER SEED & GRAIN CO., Dept. K, Salina, Kansas.

THREE SCOTCH Topped Shorthorn bulls coming yearlings. J. M. Swayze, Harris, Kansas, Route 1. 31\*

PURE BRED POLAND CHINA brood sows and gilts. W. F. Teague, Colby, Kansas. 30\*

COLLIER BLACK SHEPHERDS. Brown English Shepherd puppies. E. A. Rickert, Route 3, Kincaid, Kansas. 30\*

FOR SALE BLACK KING 20594 Pure bred French Draft Stallion. M. M. Shook, Bazaar, Kansas. 30\*

TWO COMPLETE STEAM THRESHING rigs. Will sell separately. Three bottom P. O. plow. Glenn Deerson, Miltonvale, Kansas. 29\*

WANTED: POSITION AS MANAGER. Experienced. Good Salary. Now employed. Opened in 30 or 60 days. 20 years experience. Address A. Z. Care Kansas Union Farmer, Salina, Kansas. 29\*

By just "laying around" Kansas hens produced approximately 21 million dollars for farmers last year.

## Sell Cockerels NOW!

The poultry department of the state agricultural college says:

"Buy your breeding cockerels this fall and winter. Some people wait until it is too late to sell. Classified advertising in Kansas Union Farmer will sell them now, while it is good shipping weather."

The cost is only 4c a word when you order 4 weeks service.

Mail Your Ad Today!

The Farmers' National Bank SALINA, KANSAS

Solicits Your Business

Oldest Bank in Saline County

YOUR OWN FIRM

Will Give You BETTER PRICES. BETTER FILLS. BETTER RESULTS. Try Them

Farmers' Union Live Stock Co. 406-8-10 Live Stock Exchange Kansas City, Mo. Wichita, Kansas

Sell Cockerels NOW!

The poultry department of the state agricultural college says:

"Buy your breeding cockerels this fall and winter. Some people wait until it is too late to sell. Classified advertising in Kansas Union Farmer will sell them now, while it is good shipping weather."

The cost is only 4c a word when you order 4 weeks service.

Mail Your Ad Today!

\$5.00 A THOUSAND LETTER HEADS OR ENVELOPES

Printed and Mailed Upon the Same Day as Order is Received.

CENTRAL KANSAS PUBLISHING CO., Salina, Kan.

Fill This Please!

Your Count, of \_\_\_\_\_ Words

No. Times to run \_\_\_\_\_

Amount Enclosed \$ \_\_\_\_\_

Place under heading of \_\_\_\_\_

(Route) \_\_\_\_\_

(State) \_\_\_\_\_

(Town) \_\_\_\_\_

(Note: Count your name and address as part of advertisement)

# Department of Practical Co-Operation

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

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

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

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

**UNION LOCAL NO. 273.**  
Regular meetings on second and fourth Thursday each month.  
Charles Crossardt, Sec.

**SILVERDALE LOCAL NO. 2051.**  
Silverdale Local No. 2051 meets every second and fourth Wednesday in the month at the Silverdale School House.  
J. F. Lewis, Sec.

**NEWBERRY LOCAL NO. 1922.**  
Newberry Local No. 1922 meets regularly, the first and third Monday nights of each month. The members make the union what it is. You help make it a success in every way by doing more than your part and attending these meetings.  
R. J. Muckenthaler, Secy-Treas.

**UNION LOCAL NO. 2019.**  
Regular meetings on the second and fourth Fridays of each month, at 7:30 p. m.  
Geo. Speed, Pres.  
Alice Kendall, Sec.

**FREE COPIES OF NOTEBOOKS USED AT THE CONVENTION WILL BE FURNISHED LOCAL SECRETARIES OR MEMBERS, ON REQUEST.** Address—Farmers Union Jobbing Assn., 106 New England Bldg., Kansas City, Missouri.

**PRICE OF "UNCLE REUBEN IN WASHINGTON" REDUCED TO \$1.00**  
This book has been appreciated not only by farmers, but by thousands in educational, business, professional and political life. The result is that the demand has become so great that the quantity produced makes it possible to reduce the price to \$1.00. Enough people doing the same thing in the right way means a saving to all of them. "Uncle Reuben in Washington" formerly sold for \$2.00. Quantity production now makes it possible at \$1.00. Make remittance of \$1.00 to C. E. Brasted, Salina, Kansas, and receive your copy at once.  
C. E. Brasted, Secretary.

**CARLETON LOCAL NO. 1911.**  
Regular meetings on the 2nd and 4th Wednesdays of each month.  
J. Humberger, Pres.  
R. J. Logan, Sec.

**CLEVELAND LOCAL NO. 364.**  
Cleveland Local No. 364, Neosho County, will hold their regular meetings on the third Tuesday of every month. Come out and boost. Don't stay home and kick.  
George J. Schoenhofner Sec.

**FAIRVIEW LOCAL NO. 676**  
Fairview Local No. 676 will hold its regular meetings on the second and fourth Wednesdays of each month. All members are asked to please come out Wednesday, February 27th, Herman Stoebber, Cawker City, Secretary.

**HONOR ROLL.**  
The following secretaries of Farmers Union Locals have reported to the state office every member on their rolls paid up in full for the year 1924.

Bellview—2042—John T. Anderson, Sec. 52 paid for 1924—100 per cent.  
Burmeister—943—Roy Hunter, Ellsworth Sec. 24 members paid for 1924—100 per cent.  
Athelstone Central—1171—Ralph Helkes, Wakefield, Sec. — 12 members paid for 1924—100 per cent.  
Summit—1574—Mrs. Alice Ames, Madison, Sec. — 30 pair for 1924—100 per cent.  
Pleasant Valley—1804—Frank R. Erbert, Ellis, Sec. 18 paid for 1924—100 per cent.  
Fairdale—927—Carl W. Mayer, Brewster, Sec. 13 members paid for 1924—100 per cent.  
Rydal—763—G. S. Duncan, Belleville, Sec. 22 members paid for 1924—100 per cent.  
Prairie College—1227—I. P. Bruning, Robinson, Sec. 29 members paid for 1924—100 per cent.  
Catherine—884—Wm. R. Staab, Sec. 7 members paid for 1924—100 per cent.  
Hays—1180—Mrs. Everett Alquist, Sec. 76 members pair for 1924—100 per cent.

**LARGEST COOPERATIVE CREAMERY**  
The plant operated by the Orleans Co-operative Creamery Association is said to be the largest in the world, and it is a fine example of what can be accomplished by proper co-operation among farmers.

**KELLY FARMERS ASSOCIATION DOES \$55,571.85 BUSINESS**  
The Kelly Farmers Business Association of Kelly, Kansas, held their annual stockholders meeting Monday afternoon, February 11, 1924.

The meeting was opened by our president, Thomas Root, who gave a very able talk on "Cooperation." A report of the year's business was read by our manager, Barney Gelhues, which was indeed successful considering the way we are handicapped on account of the K. C. N. W. Railroad which stopped operations a few years ago. We now have to truck everything in which adds considerable to the expense. The volume of business done in the different departments during the year amounted to \$55,571.85.

The following officers were elected: President, Thomas Root; vice-president, James Dignan; secretary, A. Kohake; directors, Henry Boeckman, John Heinen, Fred Nelhues and Frank Nelhues.

A vote of thanks was extended to our manager and his help and especially Mrs. B. Gelhues who so faithfully helped her husband in the dry goods department.

After the meeting refreshments were served in cafeteria style by the ladies.  
A. Kohake, Sec.

**ANTONIO LOCAL MAKES MERRY**  
Antonio Local No. 814, Farmers Union, held their regular meeting February 5, 1924, for the good of the Union. The business meeting was held at 6 o'clock, with John Engel as president. After all the business was transacted, an open meeting was held and a jolly good time was had by all.

Speeches were made by Joe Urban of Antonio, Jacob Buell, Walter Stoppel and Peter Rohr, all of Hays Local, and Alex Schmidt of Schoenchen, after which everybody engaged in dancing, singing and merry-making. An especially large delegation was present from the Munjor, Schoenchen and Hays Locals.

Four hundred sandwiches, 40 gallons of malt were sacrificed. Exceptionally good music was furnished by the Antonio orchestra.

Antonio is certainly setting an example to the other locals in stick-to-it-iveness. Let us farmers be more sociable toward each other, let us remember that we are in the same boat.  
John Engel, Pres.

**EXCELSIOR LOCAL 606 PUSHING AHEAD**  
Editor Kansas Union Farmer:  
A few lines to let you know that Excelsior Local 606 is still alive and active. Our last meeting was held at Brother Joe Webber, Sr.'s with a good attendance.

Will also report to you the business done in our local for the year 1923. While we didn't do a land of office business, yet with the poor crops the last three years, we think we have a right to crow about it.

The business we did in our local amounted to \$1267.69, with a saving of \$9.12 to each member, enough to pay each one's dues for the next four years. Besides, we saved 40 per cent. on our fire insurance, and on our other business enterprises which amounts to quite a little.

We now have 24 paid up members who are all stickers. We are having good attendance at our meetings, and are looking forward to 1924 as our banner year.

Hoping this will find you swamped with new members, I am,  
Frank G. Erbert, Sec. & Treas.

**PICKLED PIG'S FEET, OH, BOY!**  
Hey! Mr. Glessner, thanks ever so much for the pattern. We may have to take a few tucks and baste up a hem to fit our Local. Friday evening, February 8th, Local No. 1232 meeting in regular session gave the following program:

General Conditions of Agriculture..... Mr. Marshall  
Balanced Rations for a Local..... B. Maldoon  
Duet..... Mr. Herman Law and Mr. Marshall  
Recitation, "Trial of Childhood"..... Eva Taylor  
Monologue, "Washing Dishes"..... Verna Law  
Farmers Union Song..... Mr. Marshall  
Recitation, "At the Top"..... Stella Maldoon  
Reading, "My Wife's Bonnet"..... Mr. Taylor  
Recitation, "Dad's Hard Luck"..... Lawrence Toedter  
Supper was the next thing on the program with sandwiches of every conceivable variety with pickled pig's feet, pressed chicken, sliced ham and salmon filling accompanied by cucumber pickles with Devil's Food cake for the ladies, Angel's Food for the men and cherry and gooseberry pies for the children. You will note improvement to the pattern we had our program before the supper.  
B. M. Maldoon, Correspondent.

**WALKER LOCAL NO. 1473**  
Walker Local No. 1473 near Geneseo met Monday, February 11th, the attendance being fine. Five new members were admitted to the ranks. After the business session the children entertained with an impromptu program, which was enjoyed by all. Readings by Miss Rehoe and Mr. Kehoe, two guests, were very much appreciated and we hope to be favored again.

After lunch the meeting adjourned to meet again February 25th.  
Mrs. Lillian Marshall, Reporter.

**HURRAH FOR LOCAL 2004**  
Well, they say that Goveley Local 2004 is "trusting" but there are a few hot heads in it yet, or true Farmers Union members, have it which

way you prefer.  
The last two meeting nights, the weather being miserably cold and the roads nearly impassible, there have only been a few of us out each night. We gathered at brother and sister Hanes, near the school house, and the evening was spent very enjoyably.

Suggestions were made as to what we should do for the benefit of our Local. Thursday night, February 7, being our regular night, the same merry bunch gathered again and the evening was spent with happy hearts. We had a small program which was rendered after visiting a while, and then our lunch was served as usual. We only had a little extra this time. As there was plenty of nice snow, Mrs. Hanes slipped into the kitchen while the guests were eating and made some ice cream, which was a surprise to them and was very much enjoyed.

Now you members that are not attending our locals, you do not know what you are missing. I know you would feel better if you would come out and help than to stay at home and hear of our good times.  
One who was there.

**A SQUARE DEAL FOR THE FARMER**  
By J. B. Perrymore.

The farmers want a square deal. That is all. In getting it he does not want to encroach upon the rights of others nor profit at their cost. He only wants that which is justly his, and it is to the interest of all of us to see that he gets it. If history teaches anything, it teaches that permanent prosperity depends upon a prosperous and contented agriculture. The farmer is not getting a square deal now. Nor did he get it during the war nor during the after-war period. This is not a mere statement of fact. He is the victim of a diseased imagination, visioning every man's hand upraised against him. The ill of the farmer are real and come from conditions generally beyond his control. These ill are economic and are forced as a result of facts and conditions of which every farmer is reasonably well informed.

Farming is our biggest industry. Thirty million of our citizens are engaged in it. It represents an investment, in land alone, estimated at over forty-five billions of dollars. "In railroad language" this is the farmer's investment value. Not a dollar of this forty-five billion represents the value of horse-power, tractors, plows, harvesters and threshers—again to use the railroad language, his "equipment and motive power." Yet with all this capital invested the farmer is victimized. The people who are engaged in producing wealth of the country see 65 per cent of that wealth pass into the control of 2 per cent of the people who produce no wealth at all. This is by far the greatest tribute levied upon the wealth producers of any country in the world. The farmers who produce this wealth are demanding a larger share of their product to do with as they please, instead of passing to those who produce no wealth to do as they please, with their hard earned fruits. Hence the struggle on the part of the farmer for healthful, nutritious food, for clothing, for recreation, for education for their children, for their own homes and the simple economic justice to which they are entitled.

The farmers are restless and dissatisfied. They realize that unjust discrimination in our government has been made against them. They heard themselves hailed, during the war, as the greatest heroes on earth.

They were told that the American farmers depended the winning of the war. They were told they must sacrifice, that they must give all they could and then give some more. They responded to every call, they gave their food, money and time. Not on this but they threw their sons upon the altar of sacrifice that the world might be made safe for democracy. They put all their earnings into liberty bonds that America might finance the war. What happened? At the close of the war they were told that the country must drift back to normalcy. The chief executive of our nation told them they could best stand the brunt and the brunt they had to take. What followed? Everything the farmer had for sale became worthless and he slid into ruin, but on the other hand freight rates climbed higher and higher and the farmer were the only ones who suffered. They had to sell their liberty bonds and war savings at a great loss.

The moneyed interests cornered these tax-free securities and have withdrawn their money from taxation, thereby passing the burden of our enormous war debt upon the farmers. Is this not unjust discrimination? Of course it is. The farmers have been victimized. They realize that they have not been fairly treated and they have rebelled. But this is not all. In our own fair state, the grafters and thieves have heaped a greater burden upon the backs of the farmers in the way of highway legislation.

In putting over this legislation they

have violated the constitution which says that the legislation shall not lend the state's credit, but that is not the thing. It is the unjust discrimination that was made in the law. The taxes are not assessed on valuation, but are assessed on acreage. Generally from 50 to 80 cents depends upon the zone. The man in the city who owns a building a lot of city who owns a building and lot together is worth say one hundred thousand dollars he does not pay highway taxes on the value of his property but pays on one-eighth of an acre of land. This makes the taxes to ten cents on their building and lots owing to the zone they are in. Thus you see if a fellow in the city has a house and lot in the first zone he pays ten cents highway tax while the poor old farmer in the same zone pays in the neighborhood of \$32 on his old worn out forty acre farm that is not worth \$500. Is this not unjust discrimination? Is it not time the farmers are arousing and demanding a square deal?—Arkansas Union Farmer.

**DANGERS OF DIVERSIFICATION**  
Every now and then some one is shouting to the wheat farmer to save himself by growing less wheat and more of other products. Presumably this means more corn, hogs and butter. If this is all there is to diversification, there will be no very great net gain to the American farmer. The price of wheat may be helped some, but the price of corn, hogs and dairy products will be damaged. There are two kinds of diversification which will really help. One is to grow more of such products as sugar and wool, of which we now import several hundred million dollars' worth every year from abroad. The other is to put large areas of land which is now plowed back into grass, the better grass land to be used to maintain beef cattle and sheep and the poorer grass allowed to grow and fall over and maintain the soil fertility. A larger area of land in legumes to be used for soil building, rather than stock feeding purposes, is unquestionably a form of diversification which will tend toward straightening out the bad situation. Unfortunately the diversification which the daily papers are talking about merely looks toward a situation where corn, hogs, and butter will be suffering from prices relatively as low as wheat is now.—Walcres Farmer.

**TIPS FOR TAXPAYERS.**  
No. 4.

In making out his income-tax return for the year 1923 the business man, professional man, and farmer will be required to use Form 1040, regardless of whether his net income was or was not in excess of \$5,000. The smaller form, 1040A, is used for reporting net income of \$5,000 or less derived chiefly from salary or wages.

All items of gross income must be reported. In the case of a storekeeper gross income usually consists of the gross profits on sales, together with income from other sources. The return must show the gross sales, purchases, and cost of goods sold. The professional man, lawyer, doctor, dentist, accountant, for professional services. The farmer must report as gross income the proceeds of sale or exchange of products raised on the farm and the profits from the sale of products purchased by him and resold. He must also report gross income from all other sources.

Two out of every 23 farmers in 15 wheat states lost their farms between 1920 and the spring of 1923, a survey conducted by the Department of Agriculture reveals. Two out of every 23 farmers did lose their farms, with or without legal process, the others holding on through the leniency of creditors.

In the department's survey 69,000 farmers in representative sections were checked. Of this number 2,300 lost their farms through foreclosure without legal process, and 10,400 framers held on through the leniency of creditors.

But while the farmer who tilled his own acres was in a serious condition, the tenant-farmer was almost doubly pressed. One out of every three tenant-farmers stood to lose his property during the same period and one out of seven actually did lose it, with or without legal process, while the others held on through the creditor leniency.

Applying these figures to the 1920 census figures for owners and tenants in the states covered, the department's survey estimated that out of a total of 2,289,000 owner and tenant-farmers, more than 108,000 lost their farms or other property through foreclosure or bankruptcy; over 122,000 lost their property through legal proceedings and 373,000 retained their property only through leniency of creditors.

The survey further disclosed that more than 43,000 of the farmers who

lost their farms did so as a result of the purchase of farm land during the land boom period, while nearly 11,000 of all owners and tenant-farmers in the 15 states lost their property as the result of unwise investments in enterprises other than farming.

In Montana, North Dakota, Colorado and South Dakota the losses of farms by owners were relatively more numerous while they were less numerous in the east, north, central states.

Surveys conducted by the Department of Agriculture show that about 15 per cent of the farms in the United States changed hands during the year 1916 to 1920 when land values were highest. Where the scale of farm operations and expenditures was expanded to meet the demand for increased production and reap the benefit of war prices many farmers, especially in many parts of the dry-land wheat regions, were caught by the extraordinary series of crop failures during the years 1917 to 1921, thereby piling up additional debts in place of profits.

The average mortgage debt per farm has more than doubled since the 1910 average of \$1,960, the department's survey shows. Further illustration of the financial distress besetting farmers in various parts of the west is found also in the accumulation of delinquent farm taxes. Tax payments in some sections are in arrears from one to four years.

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Cooperative societies have an important place in Australia's three main industries—farming, mining and manufacturing. The Farmers' Australian Cooperative Federation Ltd. has built up a great flour-selling agency with offices in London. It handled around fifteen million dollars' worth of produce last year. Ninety per cent of the butter manufactured last year in New South Wales, the chief state of the Australian Commonwealth, went through cooperative creameries owned and controlled by the farmers. The farmers have also organized cooperative consumers' societies, the largest of which is located in South Australia, with a membership of 10,000 and a business last year of nearly \$3,000,000. In addition to its 28 branch stores this cooperative operates a coastwise steamboat.

Australian miners and factory workers also have their cooperative stores and factories. Sixty-three per cent of all the cooperatives in Australia are producers' societies, manufacturing a great variety of goods.

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**2 OUT OF EVERY 23 OWNERS LOST FARMS IN 15 WHEAT STATES**

**WASHINGTON**—Two out of every nine owner-farmers in 15 corn and wheat producing states stood to lose their farms between 1920 and the spring of 1923, a survey conducted by the Department of Agriculture reveals. Two out of every 23 farmers did lose their farms, with or without legal process, the others holding on through the leniency of creditors.

In the department's survey 69,000 farmers in representative sections were checked. Of this number 2,300 lost their farms through foreclosure without legal process, and 10,400 framers held on through the leniency of creditors.

But while the farmer who tilled his own acres was in a serious condition, the tenant-farmer was almost doubly pressed. One out of every three tenant-farmers stood to lose his property during the same period and one out of seven actually did lose it, with or without legal process, while the others held on through the creditor leniency.

Applying these figures to the 1920 census figures for owners and tenants in the states covered, the department's survey estimated that out of a total of 2,289,000 owner and tenant-farmers, more than 108,000 lost their farms or other property through foreclosure or bankruptcy; over 122,000 lost their property through legal proceedings and 373,000 retained their property only through leniency of creditors.

The survey further disclosed that more than 43,000 of the farmers who

tive bank made a total profit exceeding \$2,300,000. During its ten years' existence, it has accumulated \$20,000,000 out of profits.

This vast Australian cooperative movement represents years of devoted service by the workers of that far-off continent. But the cost of service has its daily rewards in reduced cost of living and in the still

more important wealth of good feeling that comes from community cooperation.

Methods for the control of insect pests were practiced on 36,256 Kansas farms last year, reports E. G. Kely, K. S. A. C. specialist in entomology.

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