



# THE KANSAS UNION FARMER

Organization

Education

Co-operation

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## Independent Yards are a Great Menace to Live Stock Producer and Shipper

Mr. William Hirth in An Open Letter to J. Ogden Armour, Also in Article Which Appeared in The Missouri Farmer Pleads For the Maintenance of the Public Markets

OPEN LETTER TO MR. ARMOUR  
Mr. J. Ogden Armour,  
208 South LaSalle Street,  
Chicago, Illinois.

Dear Mr. Armour:  
On behalf of the Farmers Union and Society of Equity of the Corn Belt States and on behalf of The Missouri Farmer Ass'n. I enclose copy of an article which was released for publication on March 15th which explains itself. It was with regret that I noticed in recent press dispatches that you have relinquished the active Presidency of Armour and Company, for while I appreciate the very high ability of Mr. White, yet I regret that this kind of a resignation direct with "Carnegie to the shop" and I therefore trust that the matters touched upon in the enclosed article may have your personal attention and that an early conference may be arranged with reference to them. And I say this because for years you have been regarded as the real spokesman of the Packers and because whatever else your critics may justly say of you, a lack of candor is not one of them.

That the process of building up independent yards directly menaces the existence of the open, competitive market is so patent on its face that extended argument on this score would be a futile waste of breath. And therefore if a conference is to be arranged I hope you will take this situation in advance. In other words, if the "die is cast"—if the Packers have "burned the bridges" behind them in this respect and if they have made up their minds to continue the purchase of any considerable share of their volume at the independent yards, then a conference will be useless. But in this case if a direct appeal to the livestock producer shall fail to end this menace as we see it— if as a matter of self preservation we are forced to carry the fight into Congress, then you need not be surprised if, when the smoke of battle lifts, a pile of us will be in need of an ambulance—and whether it will be the Packers or the farmer who is fighting with his back to the wall today as never before, remains to be seen.

Needless to say those of us who profess to speak for the self help farm organizations of the Corn Belt do not welcome such a controversy. On the contrary, we shall go far out of our way to avoid it—for we have a lot of other troubles and our only motive is the preservation of the open market which involves the very life of the great American livestock industry. We do not now nor have we ever wanted anything more than a "square deal" at the Stockyards—and in this connection, I think I speak the simple truth when I say that thousands of farmers noticed with genuine regret the recent newspaper announcements of the heavy losses of Armour and Company. For the farmers of this country are more than willing that everybody who touches the products of their toil shall make a fair profit, except that when losses are sustained they naturally do not want to be offered up as a sacrifice. And many of the troubles of Armour and Company, as well as those of American Agriculture could be greatly simplified if we would all deal more openly with each other— if those on the other side of the counter were more inclined to "put all the cards on the table."

And Heaven knows it is high time we did this, for never has the whole world floundered more helplessly in the midst of a chaos of which no man can see the end. In many quarters men tremble at the advance of radicalism in our own Country—and well they may. And in such circumstances, what a tremendous opportunity for service is presented to men like yourself—men who are at the head of Great enterprises which have become a part of the very warp and woof of the Nation? No man knows better than yourself that on the one hand the farmer is forced to absorb the exactions of organized industry and labor, while on the other hand, the peasants and peons of the whole Universe join to fix the price of his products at home and abroad—and if in these premises you had appeared before the committees in Congress this winter to speak a friendly word in the farmer's behalf—you who understand the grain and meat markets of the World perhaps better than any other man living—show thankful the six and a half million farmers of this Country would have been to you for seems to me that the consciousness of such service would be a thousand fold sweeter than the acquisition of a few extra millions, even should they be involved—and this by no means necessarily follows.

And as I look back to the conversations we have had in the past, I cannot escape the conviction that in a degree at least, you are not insensible to this sentiment—that you are as much interested that Armour and Company shall be a wholesome power for constructive good as that it shall

be a mere money making machine. And unless more of us come to this view—unless in the not distant future there is less selfishness in the realm of business and labor and more of a disposition to consider the welfare of all the people—then indeed whether the Republic of Washington and Lincoln will survive becomes a grave question. Trusting that you will grasp fully the spirit in which this letter is written and that you and the other packers will be willing to a change of policy with reference to what we consider a direct challenge to the competitive livestock market as we have known it in the past, I am Sincerely yours,  
WILLIAM HIRTH.

No doubt the most of our readers have heard of the Mistletoe Stockyards at Kansas City and will recall the proceedings of the Department of Agriculture which took place with reference to them about a year ago and which resulted in ruling from Secretary Wallace to the effect that the Mistletoe Yards are not a "public market" under the terms of the Packers' and Stockyards' Act—that is, that they are not being operated for "compensation or profit as a public market." In the same ruling, however, Secretary Wallace ordered the Fowler Packing Company which controls the above yards and which is a subsidiary of Armour and Company to desist from protecting "restricted shippers" at different Country shipping points. And thus the matter stands at this time.

During recent months I have devoted considerable study to this question and I do not exaggerate when I say that it presents the most ominous and dangerous situation that ever confronted the livestock producer of the Corn Belt. As a matter of fact, if the farm press had been fully alive to its responsibilities in these premises the livestock producers of the whole Country would have long since been up in arms, for the tendency of the big Packers to build up independent yards in different parts of the Corn Belt is a blow aimed directly at the heart of the open livestock market—and either this practice must be stopped or sooner or later the final controversy which will result from it will rock the entire Nation.

For a good many years the farmer has complained of the power of the big Chicago Packers in the different stockyards, feeling that their tremendous slaughtering capacity has often if not most of the time been a deciding factor in the market price. However, whether this view has been justified or not, the fact remains that under the old order of things the Packers buyers contended against hundreds of independent order buyers and butchers in the alleys of the different central markets—and therefore if in these circumstances they were able to depress the market the livestock producer had no right to kick, for so long as there is no actual hitting below the belt, all is fair at the stockyards as well as in love and war.

But when the Packers commenced to build up the Mistletoe yards at Kansas City, the Independent Yards at St. Louis and other similar yards at Iowa, Nebraska and other Corn Belt States—this has presented an entirely different situation and one which constitutes nothing less than a declaration of war on the open livestock market as we have known it in the past. And if the open market is to be preserved, then the real self help farm organizations of the Corn Belt must accept the challenge without a moment's delay.

With reference to the Mistletoe Yards, the process is briefly as follows: These yards are owned and Company which, as I have said, is a subsidiary of Armour and Company. At different country points, the Fowler Packing Company has established what are known as "selected shippers"—that is, shippers who are given a definite territory in which they are protected against any other Fowler shippers. And in their bid for business these shippers tell the farmer that by consigning to the Mistletoe Yards he will save the usual commission fees, yardage costs, etc. Should a farmer or other shipper in these restricted territories seek to sell to the Fowler Company, while he is not met with direct refusal, he nevertheless is told to sell through the selected shipper, thus showing that the of the evident intentions of the plan is to "sew up" the points in question. In testifying in the government hearing on this score, when D. G. Anderson of Paola, Kansas, was asked the question, "Is it not a fact you absolutely control hog shipments out of Paola?" He answered, "I presume I do." The testimony further revealed that this man Anderson entered into a contract with another shipper by the name of B. S. Bachman a salary of \$10 a week "to stay off the streets and not buy hogs"—verily something "new under the sun" and which clearly shows that from some quarter

these selected shippers have evidently received instructions to kill off all competition. Interesting along the same line was the testimony of Lyman Hensley of Butler, Missouri, who stated that he had been offered the exclusive rights to ship hogs to the Fowler Packing Company from that point because "old man Hubbard" (referring to the then Fowler shipper at Butler) was dividing his shipments, thus again demonstrating that the intention is to absolutely dominate the buying at any point, once the plan is set in motion. Also it is shown that some selected shippers are permitted to extend their operations—Arch B. Booth of Gallatin, Missouri, having testified that he had a franchise from the Fowler Packing Company to ship from Cameron, Osborn, Plattsburg, Gallatin, Turney, Highland and Blake, while Chas. E. Kaufman of Princeton, Missouri, stated that he had been ordered to cease buying at Spikard because that territory belonged to a man by the name of Roberts.

But this is by no means the most sinister phase of the selected shipper plan, which was graphically revealed in the testimony of Henry Baker of Wamego, Kansas, who testified that he often bought hogs within 10 cents of the Kansas City top and that this was a money losing proposition, since it cost 40 cents to ship from Wamego to Kansas City—and when asked why he operated in this manner he stated that it was in order to put his competitors out of business. Again, it came out in the testimony that for some strange reason the shrink on shipments to the Mistletoe Yards was less while active competition was going on at a given point, than after such competition had been destroyed—and I submit that "not since years ago when the secret re-hates of the railroads, to the Standard Oil Company were broken up has anything come to light fraught with more deadly possibilities than this situation, for not only are these selected shippers in position to tell a plausible story to the effect that shipping to an independent yard will save commission and yardage charges to the producer, but also the power to reward and punish is without limit. For instance, when the shipper at Wamego, Kans. paid 30 cents per cwt. above the actual cost of shipping to Kansas City, does anybody seriously believe this money came out of this man's pocket? And when a buyer at Paola, Kansas, was paid \$10 per week to desist from buying hogs, again does anybody believe that the selected shipper put up this weekly contribution?

All the way through the testimony in the government hearing showed that the first purpose is for the selected shipper to throttle competition—to get the local situation completely in hand—and while I am not deliberately charging that it is true, yet since the selected shipper is solely responsible to the employing Packing company, how easy it is for

the Packing Company in question to absorb any resulting losses by "standing the raise," until competition has been wiped out and also to reward or punish by means of shrinkage, price, etc.—for remember when live stock arrives at an independent yard, the packer in question acts as buyer, weighmaster and docker. The whole transaction is "in the family." The seller is not on the ground nor is there an inquisitive commission company to turn on the searchlight as is true in the open market. If the Fowler Packing Company insists that it does not reward the selected shipper at the Mistletoe Yards—that, on the contrary, it is playing the game square—that this is true, my answer still is that the power to thus reward and punish is so great that the livestock producers of the Corn Belt will be a pack of fools if they do not destroy it for fear that some day the control of the Mistletoe Yards and other similar markets may fall into hands of less immaculately pure and conscientious.

But, after all, this is merely a preliminary to the real story: In the Mistletoe hearing the packer attorneys protested vociferously that the performance was entirely harmless—that it was intended to save money for the producer through the elimination of commission charges, yardage, etc., and that the daily prices paid etc., at the Mistletoe yards were based on the "legitimate market." And how is this "legitimate market" arrived at? Why, sometime during the forenoon when the consignments to the Mistletoe Yards have been unloaded, the Fowler buyer leisurely strolls over into the alleys of the Kansas City Stockyards, finds out what different grades of hogs have brought and then with equal deliberation he walks back to his own realm where he proceeds to mark up the "monarch of all he surveys" and proceeds to mark up the hogs of Brown, Smith and Jones at so much per cwt. There is no opposing packer or independent order buyer to interfere—no commission company, either cooperative or private, trying to get the "last penny" for the poor devil out of the crossroads—nobody to watch the scales, nobody to "butt in" on the docking—and I submit that if there are human beings running at large who can be safely trusted with such power, then the Twelve Apostles may well look to their laurels.

But now let us consider the real "milk in the cocoanut." On the one hand the Packers confess that the open market is the legitimate market and hence, devoutly crossing themselves before the shrine of this open market, they insist that prices paid at the independent yards are adjusted in accordance with it—and yet if they continue to withdraw their purchases from these open markets, will they not eventually destroy them? And, having destroyed them, then how will they determine the price to be paid in such yards as the Mistletoe at Kansas City, the Independent Packing Company at St. Louis and the other independent Yards which have sprung up all over the Corn Belt? In other words, every move in the game shows that the Packers are seeking to destroy the only agency through which an honest and legitimate price can be created and maintained—namely, the open markets where "Greek meets Greek"—where the big packer buyer touches elbows with independent order buyers and butchers, large and small—where commission men vie with each other to "deliver" for their customers, where the weighing and docking is under impartial supervision and where any act of sharp practice is subject to the immediate review of government agents and a Live Stock Exchange. For the benefit of those farmers in Missouri or elsewhere who are foolish enough to believe that they are "beating the game" by consigning to an independent market or selling to a selected shipper, I desire to refer to the view of Eugene P. Kern at the government hearing: Mr. Kern was formerly head hog buyer for Armour and Company at Kansas City and testified that when receipts were heavy at the Mistletoe Yards, Armour and Company pounded down or depressed the prices on the open market—and this was done either by bidding out of line or keeping off the market. The evidence further disclosed that while Armour and Company absorbed 26 per cent of the total hog receipts at the Kansas City Yards, with the Mistletoe Yards operating in full blast these purchases had been reduced to 14 per cent—and does any sane man, believe that this heavy withdrawal of purchases has not weakened the open market at Kansas City?

THE MOTHER BIRD



If further evidence is needed as to the Packers real purpose 'it was revealed in the testimony of Mr. J. Ogden Armour who, after dwelling on the saving to the producer of commission and yardage charges, said: "I claim that those Yards are just as good for the producer as they are for the consumer, because if we did not have those Yards there our produce would cost us a good deal more and we would either have to shut down that house over there or we could not run it." Evidently therefore the Packers' final purpose is to buy livestock for less money at the independent yards—and if this practice is sound public policy when partially applied, would it not be still more so when applied to the total requirements of all the Packers? And if this is where the matter is to finally end, then will not the open market be wiped out eventually and then will not the Packers become the unchallenged price fixers, weighmasters and dockers of the lion's share of the Nation's livestock?

In the meantime, what are the livestock producers of the Country going to do about it? Will we "fall" for the cleverly "poisoned bait" under the guise of saving commission charges, yardage, etc? God help us if we do—for if we do, then as certain as the sun shines in the Heavens the open livestock market is doomed and the time is not far off when the ghosts of departed glory will hold nightly vigils in the deserted alleys of what during recent years we have proudly referred to as the "greatest livestock markets in the world."

In the Mistletoe hearing the government sought to show that during a given period of time the producer lost by consigning to this market and so at the National Stockyards the best posted commission men insist that in the end the farmer loses by shipping to the Independent Packing Company. On this score I quote the following which occurs on page 85 of Docket No. 1 of the government hearing with reference to the Mistletoe Yards: "The Complainant's exhibits show that, as a result of the operation of these yards for a seven months period, the Fowler Packing

Company secured hogs of an average weight that closely approximated the average weight of hogs bought by shippers on the public market, and that, after the cut-out was made of pigs, stags and other hogs susceptible to dockage, the main drove of Fowler cost an average of 41 cents per cwt., less than the main drove purchased by the shippers at the Kansas City Stockyards, resulting in a net gain to the Fowler Packing Company on the cost per cwt. of all hogs purchased during the period of 41 cents or a total when applied to the total weight of all hogs purchased and included in the main drove reported to the Bureau of Markets of \$211,324.15; that when the differential between the fill at the Mistletoe Yards and the Kansas City Stock Yards of 4.4 pounds per head, as established by tests on both yards, was taken into consideration, a total saving of \$288,095.58 resulted in favor of the Fowler Packing Company to defray the cost of operation of those yards. (Exhibit 100) When the comparison was made between the relative cost of the Fowler main drove and the public yards buy on the basis of the total weight and the total cost for the entire seven months period, and to that was added the difference between water and water and corn fill, a total saving during this period on the basis of that comparison to the Fowler Packing Company was \$152,253.53 (Exhibit 112.) This was in spite of the fact that the average weight of Fowler's hogs was 210 pounds per head while the average weight of the total of the public yards buy was 221 pounds per head a hog of relatively lower market price."

And I do not doubt the correctness of these conclusions. But, in the meantime, I refuse to meet the issue on such grounds. On the contrary, if the packer has started out to destroy the open market by buying direct from the country, then why should he not, if necessary, be willing to "prime the pump" to accomplish his purpose? With purchases running into the hundreds of millions of dollars annually, of what consequence are a few millions scattered around here and there in tearing down the great open market centers?

Instead of giving battle to the system itself, I believe the starting point of the system is to control the buying at Country shipping points through "selected shippers" who are "in the family" and who have evidently been commissioned to "get the business"—and this plan, if "put down the line," menaces the existence of every Farmers Livestock Shipping Association, in the country. Secondly, because the power of the packer in question to act as buyer, weighmaster and docker without the perversion of any kind is an unholy power which cannot be safely trusted to any man or set of men.

Third, because professing to fix prices at the independent yards in accordance with the open market, they are at the same time withdrawing huge purchases from these open markets in an effort to weaken and destroy them.

And once these things have been accomplished—once the open market has been wiped out or at least weakened until it has become a negligible factor—then we will be forced to ship to the packer enthroned in yards where, as I have said, he is "monarch of all he surveys"—and is not this condition of affairs unthinkable? In this connection I quote the following comment which recently appeared in a Nebraska publication: "Thirty-two, double-deck cars of hogs were shipped to Omaha by Armour and Company on Monday, January 15; from that Company's assembling station at Mitchell, South Dakota. As a consequence, Armour buyers were out of the market in Omaha on that date. Armour has made a similar shipment of hogs from Mitchell to Omaha every week for several weeks. Swift & Company also have an assembling station at Mitchell; from which hogs are shipped to the various houses of that company, part of the time to Omaha. Students of the market believe the packers assemble and bring in these trainloads of hogs for the purpose of breaking prices in the central markets, inasmuch as prices all over the Country are governed by prices in the big stockyard centers, this makes it possible for the Packers to buy their hogs cheaper in the Country as well as in the Stockyards. The government Packer and Stockyards Administration has been looking into this practice of the Packers." When in the face of such facts the packer smilingly insists that the "gun isn't loaded," I am not at all reassured. If it is not, then he ought to be all the more willing to lay it down—and if there is any law left in this Country—if we are still proceeding upon the theory that law is bottomed upon sound and wholesome public policy—then as certain as God reigns above we will compel him to lay it down, whether it is loaded or not.

In conclusion, I cannot escape the conviction that the rapid development of direct Country buying through the various independent yards is aimed directly at the various Farmers Cooperative Livestock Commission Companies which have made such remarkable progress during the last two or three years and which bid fair in the not distant future to control the lion's share of the volume at every great livestock market in the Corn Belt. The idea that the packer is losing any sleep over the

troubles of the producer by trying to eliminate the commission man or yard expense, this is the merest moonshine. While I hold no brief for the private commission man, who, with the development of the organized farmer movement has outlived his usefulness, yet I believe in giving the devil his due—and thus truth compels any man to confess that up to the time the Cooperative Commission firms arrived at the Stockyards he was about the only friend the producer had at Court. But the Packers are shrewd enough to know that the time is not far off when the old grizzled farmer will be sitting across the table from them at the great terminal Stockyards and when this farmer, smarting under the accumulated wrongs of years, will say, "Now I am going to have something to say about what you pay me for my cattle, hogs and sheep."

This, in my humble opinion, is the real "fly in the ointment"—and now that this great victory is within arms reach, will we let it slip from our fingers? Will we "sell our birth rights for a mess of pottage" under the guise of saving commission charges, yardage costs, etc.—especially in view of the fact that our cooperative commission companies are nearly all refunding more than half of the regular commission charges? If we do this—if when the great open livestock markets are so rapidly getting into position where the seller as well as the buyer will have something to say—if in these circumstances we are found "asleep at the switch," then indeed I will have little hope of the farmer ever being any more than a brother to the ox or a "heaver of wood and a drawer of water."

What do I advise in these premises? Why, at every shipping point in the Corn Belt the surrounding farmers would be called into mass meeting without an hour's delay—and then they should take a solemn vow to see to it that every hoof of livestock is consigned to the open market, wherever that market may be. In short, within 24 hours we can and should end this menace from the Rio Grande to the Canadian border—and failing to do this, bidding for the sons of the siren—then goodbye to the open market where "Greek meets Greek," and wher, thanks to the organized farmer movement, the farmer will soon be able to insist that the "laborer is worthy of his hire." Will the farmers of the Corn Belt be equal to it? Will we read the "handwriting on the wall"? Upon the answer to this question depends the fate of the great American livestock industry.

### KANSAS WHEAT RESERVES IN ALL POSITIONS

We find 28,686,354 bushels of wheat in Kansas March 1 in the hands of farmers, mills, mill elevators, independent elevators and farmers elevators. There is 11 percent or 3,500,000 bushels back on the farms. Independent and farmers elevators other than those owned by mills contain 4,000,000 bushels. Mills hold 10,081,704 bushels of wheat which they themselves own and they have in store 1,104,650 bushels which they are holding for farmers. The mills also have in their warehouses 313,438 bushels of wheat. 584 mills and elevators owned by mills representing 88,940 barrels daily capacity have reported to me out of a total daily milling capacity of 30,000 barrels for the state. Therefore, my mill reports cover the entire capacity of the state.

The mills owe for future delivery to their customers 2,639,012 bushels of flour. In other words the mills owe about 12,685,000 bushels of wheat on future contracts in the shape of flour, they own 10,081,704 bushels of wheat with which to make it and have in their warehouses in the shape of flour the equivalent of 1,437,260 bushels of wheat, or in other words the mills are not long a bushel of wheat beyond what they owe in the shape of flour. They will require at least 9,000,000 of the 17,500,000 bushels on farms and in independent elevators to run them through to the first of July which will leave approximately 8,500,000 in Kansas March 1st with which to supply all outside demand at Kansas City or elsewhere, or for carryover.

Respectfully submitted,  
LOGAN BROS. GRAIN COMPANY,  
Allen Logan.

A COOPERATIVE TANNERY  
Knowing that cooperation is the slogan of all labor organizations and believing that it is the method by which laboring men and farmers will eventually gain what is theirs, I am writing you that we may get in touch with other unions of other states. We have 4 cooperative businesses in Pope county. We are supporting each of them; for we believe that we must all hang together or we will hang separately as Benjamin Franklin would put it.

We commenced to tan leather cooperatively a little more than a year ago.

We have done quite a lot of custom tanning. I should like very much to have a copy of the Kansas Farmers Union. We want to subscribe for it here in our local.

A. E. Duval, Secretary Pope County Farmers Union, Moreland, Ark.

By organization the farmer will control his product from the time it leaves his farm until it reaches the exporter or ultimate consumer.



# The Kansas Union Farmer

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

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

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

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

## ADVERTISING RATES ON APPLICATION



THURSDAY, APRIL 5, 1923

## I AND BETSY KILLED A BEAR

Every time a well informed man runs across one of the flamboyant and braggart claims of things done by the American Farm Bureau Federation he is reminded of the story of "How Betsy and I killed a Bear," a story that is so familiar to the average citizen that it need not be repeated here. In a recent issue of the American Farm Bureau Weekly News the following modest claim is set forth.

"The Standard Cooperative Marketing Act, fostered by the American Farm Bureau Federation has already been passed in Texas, Mississippi, South Carolina, Virginia, South Dakota, Arizona, Arkansas, Idaho, Tennessee, Louisiana, Georgia, Alabama, North Carolina, Kansas, Kentucky, North Dakota, Washington, and Montana." Just why California is omitted from that list it is impossible to say. That state was the first in the Union in which marketing associations based on a standard contract were organized. Also the first standard marketing law written in its entirety by Aaron Sapiro was enacted by the legislature of California. All the others referred to on the above quotation were modeled after the original bill prepared in the offices of Sapiro. The first or California law was passed long before the American Farm Bureau Federation had been conceived in the minds of those friends of agriculture who are so sincerely anxious for the success of farmers organizations with which farmers have nothing to do.

The standard Marketing laws of Oregon, Washington, Idaho, Montana, North Dakota, and South Dakota were prepared and urged for passage not by the Farm Bureau Federation but by the Wheat Growers Associations of those states. Similar statutes were enacted in Oklahoma, Texas, Mississippi, Louisiana, Arizona, Arkansas, Georgia, Alabama, North Carolina, and South Carolina in the interest of cooperative cotton marketing, a movement with which the Federation has little to do. In Kentucky, Virginia, and Tennessee the legislation was proposed and secured in order to permit primarily the organization of the various cooperative marketing associations for Tobacco. The Kansas law was put through the legislature of 1921 in the interest of wheat pooling.

In every state where such legislation was requested the Farmers Union cooperated with other farm organizations in securing the passage of the bills. The Kansas law was the direct result of the work of the National Farmers Union in connection with the Union members of the legislature in 1921. Senator Ralph Gates, a member of the Union put the act through the senate where he was assisted by other Union senators. Representatives Lippert and Barrett and other good Union men in the Kansas house of representatives although they did not get the bill until almost the closing day of the session used all parliamentary privileges that they possessed in its interest and finally got a vote in the last hour of the last day. Such Farm Bureau members as may have been members of the Kansas legislature probably voted for the bill but none of them had thought to introduce the measure nor did any of them assist materially in the work necessary to its enactment.

In Arkansas the marketing laws were passed without opposition and was supported by the state organization of the Farmers Union that could have blocked it any minute before the final vote was taken.

In Georgia the law was drawn and introduced into the legislature by members of the Farmers Union who were at that time engaged in the organization of a cooperative cotton marketing association that was opposed at every stage of its progress both by the Georgia Farm Bureau Federation and the Extension Department of the Georgia State College of Agriculture.

In Virginia the cooperative marketing proposition was presented to the General Assembly by the legislative agents of the Farmers' Union, was sponsored in each house by members of the Union, and was enacted because all the strength of the Virginia-Farmers' Union was used in the interest of that legislation.

In Alabama the bill was enacted at a special session of the legislature in October, 1921. The

laws of that state require that all proposed legislation in a special session shall be mentioned in the call. The governor named fourteen legislative needs of the state but forgot to mention agriculture. President Scottfield of the Alabama Farmers Union had the bill prepared by Senator Archie Carmichael, secured the consent of the governor for its consideration and together with the writer of this article appeared before the committee on Revision of the Laws and secured a favorable unanimous report on the measure. No officer or member of the Alabama Farm Bureau Federation had the slightest connection with the measure or did a day's work in its interest while it was pending at Montgomery.

The Bingham Marketing Law of Kentucky was drawn by Judge Bingham and Mr. Sapiro and received the support of President E. L. Harrison of the Kentucky Farmers' Union and of every member of that organization. The Kentucky Farm Bureau Federation had no part in preparing the measure, in securing its enactment or in organizing the tremendously effective cooperative associations for marketing tobacco that have already made the farmers of that and adjacent states more than \$50,000,000.

The Farmers' Union began to organize cooperative marketing more than twenty years ago. Its officers and legislative agents have prepared and secured the enactment of share capital cooperative or Rochdale laws in more than twenty states. Nearly all the similar legislation in states in which the Union is not organized are modeled after the laws passed in the Union states. The bulk of this legislation was secured before April, 1920, when the American Farm Bureau Federation was organized.

There are a good many fine members of the Union who believe that there should be a better spirit of cooperation between the Bureau and the Union. The outrageous and silly claim that the Federation is responsible for all standard cooperative marketing laws is one reason why the activities of the two organizations cannot be coordinated.

Another and perhaps the most serious obstacle in the way of any effective cooperation between the two societies is indicated in their names. The Farmers Union is just what its name signifies, a voluntary organization of farmers for the purpose of establishing agencies for self help. The Farm Bureau Federation is a bureaucratic institution set up by people with little connection with agriculture for the purpose of providing a Bureau to help the farmers. As between a Union of similar forces and a Bureau of experts to supervise and direct the poor ignorant farmers it is not at all strange that the average farmer prefers that type of organization that is based on the principle of self help through voluntary association.

## GOVERNMENT AND THE RAILWAYS

The Esch-Cummins law recognizes in a somewhat hazy fashion that there are some railroads in the country that can make more money than they should have by charging the current rates for passengers and freight and that there are other lines that are so located that it is impossible for them to earn their upkeep and operating expenses without charging more for service than the traffic can bear. Two remedies for these conditions are provided by the terms of the law.

All roads that earn more than the stipulated five and three-fourths per cent. on their valuation are required to pay one-half of their surplus profits into a government fund to be employed in assisting the weaker lines to supply the service to which the public is entitled. It has now been about two years since the law became effective and although several of the greater systems have made incomes far in excess of the required five and three-fourths per cent. not one of them as yet has turned a single dollar over to the fund for the assistance of less fortunate roads. The government has at last taken notice of this evasion or violation of the law. The Interstate Commerce Commission has served notice that full reports of earnings of all roads must be made before the first of May and that such reports with checks for the amounts due the government as franchise taxes.

It is certain as any event in the future can be that none of the big roads will pay any attention to that part of the law that requires them to pay fifty per cent. of all earnings in excess of the government guarantee into the treasury. Most of the prosperous roads have developed systems of accounting that will enable them to cover up their surplus profits and evade payment. Others will set up counter claims against the government and resist payment by resort to the courts if necessary. Such litigation will be long drawn out and the final verdicts are almost certain to be in the interest of the transportation systems. The courts are so organized that the corporations and the people have nothing like an even start when their clashing interests result in law suits.

Nearly all the federal judges are lawyers who were corporation attorneys before they went on the bench. All their sympathies are with the big business interests which they served as hired attorneys and from whose service they made fortunes and reputations that enabled them to retire from active practice and assume the judicial ermine and authority. All their social and professional associates are fellow lawyers, still in the service of the corporations or rich men and women whose fortunes are invested in the stocks and bonds of the great business enterprises of the country. The average judge has spent anywhere from ten to thirty years in safeguarding the property interests of the corporations and in devising plans and methods for evading the laws intended to safeguard the rights of the people against the aggressions of the greedy and predatory rich. As now constituted it is certain that the courts will find abundant reasons for deciding all law suits in favor of the men and the interests so closely identified with the careers of the judges.

The other plan included in the Esch-Cummins law for the equalization of service provides for

the merging of the two hundred or more railway lines into a few great competing systems. The obvious purpose here is have the weaker lines, the roads that cannot live on reasonable rates absorbed into systems that include the great surplus earning lines. The idea is that the deficits of the weaker parts of such a system would be absorbed by the profits of the prosperous lines and that patrons of all the branches of such a merged system of roads would receive equal service for the same rates. For example if the Salina Northern were a part of a great merged system including the Union Pacific the small losses of the short line would be paid out of the big gains of the main trunks.

This is sound in theory but will not work out in practice. The big rich lines are not going to adopt the small and losing roads and pay their operating losses unless they are forced by the government to do so. So far as any man is able to see at this time there is no way to apply such force as might be necessary except by the government resorting to the courts. An appeal of such a case to the federal courts of course would mean that the people would lose and the railroads would win. The small and weak lines instead of being adopted into larger and stronger railway families will be left out in the cold as helpless orphans and their operation will be abandoned and their equipment sold as junk.

Another objection to the merger plan is that it will be worked out for the profit of the big lines without any consideration for the rights of the people or of the cities and towns that might be affected by such a policy of reorganization. There would undoubtedly be a very large issue of new bonds and the interest on such bonds could be met in only one way—by charging still higher rates for service. The merger of the Burlington with the Hill lines a few years ago is a fine object lesson of the financial methods that will be used in effecting the proposed consolidations if the roads are permitted to have their own way. That particular deal was put over by an issue of \$225,000,000 of new Great Northern and Northern Pacific bonds that are now drawing four and one-half per cent interest out of the scanty earnings of the producers in the territory affected. Not a dollar of existing outstanding securities was retired. The merger simply imposed an additional tax of nearly \$12,000,000 a year on the supporting territory of three great railroads.

By this time it should be perfectly plain to every one that the railroads themselves will never work out the transportation problems of this country in the interest of the public. There is only one way to secure uniform service and uniform charges throughout the country and for the whole people and that is through public ownership.

## GOVERNMENT OWNERSHIP OF RAILROADS

Theodore H. Price, editor of a great and authoritative journal of finance and economics, is the most recent and one of the most notable converts to the policy of government ownership of the agencies for public transportation. He is convinced that such a change should be made and that it is likely to be effective before very long. Price takes no stock in the often repeated charge that the government cannot conduct any business efficiently and economically.

Those persons who are afraid that government ownership and operation of railroads would be a costly experiment should open their eyes and look around. The United States Post Office is a bigger enterprise than any private business concern of this country. There are few if any railroads that employ half as many men as are carried on the rolls of the post office department. It is fashionable to find fault with the way the mails are handled but every honest man and clear thinker knows that our post office system is both cheap and efficient. The employees are not in politics. The service is good. The cost is very much lower than would be possible if the mails were handled by privately owned corporations.

Then there is the public school system of the country, certainly a very great and complicated organization. It suffers somewhat in comparison with the post office department because it is carried on by many hundreds of public municipalities instead of by a central government bureau but the schools of this country are good and cheap. Grade for grade and institution for institution the public educational agencies of this country are better than those under private control, and it is certain that they cost much less. Such public institutions as the Universities of Wisconsin, Minnesota, Iowa, Illinois, Nebraska, Missouri and Kansas have the confidence of the people. They are not the foothills of politics. They are economically and efficiently managed in spite of the fact that they are owned and operated by government.

The public normal schools or teachers colleges have put all their privately owned rivals out of business. This has come about because they are cheaper and at the same time are better than the institutions that they have displaced. It is a pretty well known fact that private schools, colleges and universities are as a rule so costly that they are accessible only to the rich and for the most part so inefficient that they attract few students on their merits only.

Very many of the larger as well as the smaller cities of the country have municipally owned water works through which they secure the service required for much less than is possible where water supply is in the hands of private corporations. Nor would any reasonable and informed man dispute that better water is supplied through public than private systems.

Why multiply examples? Every man has constantly under observation and is daily served by some government operated agency. Such agencies are conducted at a minimum cost and they supply a maximum of service in quality and satisfaction. There will never be economic peace and justice in this country until the railroads are taken away from the control of the forces of rapacity and greed and that now use them for private gain and are now operated by the government for the sole purpose of supplying uniform service to the people at reasonable and uniform rates.

## COMMENT ON WORLD'S NEWS FOR WEEK

### Capper May Be Elected Senator

From Kansas next year, he may be the republican candidate for the vice presidency, or in the event that it becomes necessary to side track progressive for the White House he may offer as an aspirant for the presidency. For each of these positions he is in a receptive frame of mind but if he achieves either of his ambitions it is now certain that it must be over the dead body of the Kansas City Star. That paper has at last come out in the open against the further political advancement of our junior senator and has instructed its Washington representative to tell the truth and more, if necessary in throwing a full and very bright light on the performance of the Kansas statesman since he went to represent his state at the federal capitol.

In the Sunday issue of the Star for March 25th there is a Washington letter that makes a very long start towards the campaign that the Kansas City newspaper has decided is necessary in order to force Mr. Capper out of public life. Just what is back of the Star's determination to retire Capper has not yet been disclosed. It may be that our senator has not been sufficiently subservient to the interest of the corporations and the wealth of the country. It may be that he has become too prominent as the spokesman of the producers of the republic. It may be that his opinions and activities are too progressive or even radical to suit the reactionary forces of which the Star is the organ and mouth piece. Or it may be that it is necessary to destroy Capper in order to make place in the senate for Henry J. Allen who has long been the pet, protégé, and tool of the Star and the interests that control that publication.

Whatever may be the reasons for the activity of the Star in opposition to Mr. Capper it is certain that the campaign just inaugurated by that paper will be waged with relentless hostility and without any consideration for the customary rules of fair play and square dealing that prevail among decent publications and honorable men.

### Farmers Are Naturally Interested

In the campaign to destroy Capper because the senator has made his chief appeal for votes and for political strength by his support of the legislative demands of agriculture. He was one of the original or charter members of the "Farm Bloc" and is now the chairman of what is left of that faction in the United States Senate. It is in connection with Mr. Capper's connection with farmer legislation that the Star makes the most dangerous and insidious attack on him. Discussing this phase of the senator's record at Washington the Kansas City paper says: "In the field of farm legislation that Capper has gained the greatest notoriety. He set out to make himself known as the leading champion of the farmer. He came to Washington at the psychological time for such a personal campaign. Agriculture had been harder hit than any other phase of American life and needed attention. The farm organizations had just begun to discover their power and centralize in Washington. Capper early effected a close alliance with the American Farm Bureau Federation, and while he has worked with some other organizations, he became largely the senatorial mouthpiece of the strong farm body. The program he put forward was the Farm Bureau Federation program, although much of it bore the Capper name. They brought forward the bills, Capper agitated them and got the advertising out of them as being their senatorial sponsor. The grain exchange bill, however, was his own pet baby brought on from Kansas and drawn by Tapeka lawyers."

"Capper's chief service in helping put over the program of farm legislation, however, was in the legislation itself. On much of it he was entirely unfamiliar with details; nor did he

always follow it through to see how it would work out in actual operation—even some of the bills that bore his own name. He did not carry the burden of debate or defense of them before the committees or on the senate floor, for Capper seldom makes a speech in the senate, and then reads it. Rather he was an agitator for them. As such he performed a service. He exploited Mr. Capper in the process. There was a great deal of buncombe and demagoguery. But it contributed to gaining the attention of congress to the farm problem—whether congress could do much to help it out or not."

### Sugar Is in the Spotlight

Again as the result of the recent sensational rise in the price of this indispensable article. The price is higher now than it has been at any time since the deflation of values after the close of the war. The huge in sugar prices started some time before the adjournment of the Sixty-Seventh congress. Senator LaFollette attempted to have congress authorize an official investigation but the ruling powers decided that no such inquiry was necessary.

Secretary Hoover of the Department of Commerce who does not always agree even with the members of the party of which he is nominally a member thought otherwise and organized a commission to discover the facts connected with the rise in sugar. It is announced that the Hoover commission will go to the very bottom of the matter. A complete statistical record of the import and export trade of the United States in agricultural products will first be built up. Thereafter it will conduct a comparative study of export marketing practices now in force in this country and those of other food exporting nations.

Just what Mr. Hoover proposes to make of the figures to be compiled by his commission has not yet been disclosed. Perhaps the object is to entangle the consumers in a mass of statistics that they will forget that they are paying twelve cents a pound for sugar made from the biggest year's crop of cane and beets ever raised in the history of the industry.

### Hoover May Not Be Without

Personal responsibility for the existing condition. A few weeks ago the department issued a bulletin under this heading: "Sugar production for 1923 only 125,000 tons higher than last year. Consumption needs estimated at 725,000 tons above production."

This appears to have given the sugar speculators and gamblers exactly the sort of an opening that they needed in their business. They immediately ran the price up to about ten cents a pound although it is certain that even the body of Hoover bulletin admitted that there would be no sugar shortage this year. Claus Spreckles, Chairman of the Board of Directors of the Federal Refining Company publicly charges that the rise from 6 to 10 cents a pound was due to a gamblers market assisted by the Department of Commerce.

It may be, therefore, that the present activity of Mr. Hoover is not so much a belated attempt to arrive at truth as it is to set up an alibi for the distinguished Secretary of Commerce and his more or less expert experts.

### Wool Is Doing Right Well

Under the fostering provisions of the new tariff. The American Woolen Company reports that its profits after all deductions from earnings for 1922 were \$9,531,925. That company now has a surplus of little more than \$34,000,000 on an outstanding stock issue of \$40,000,000. There are no figures available to indicate how much of the forty millions of dollars of stock represents invested capital and how much is stock dividends and other sorts of financial water.

The tariff is a little bit of all right for the woolen Trust. That company controls wool marketing in this country and fixes the prices that the producers receive for their fleeces. The tariff prevents any interference with the plans of the trust by practically prohibiting any importation of wool or woolen fabrics.

If certain statisticians are right this particular schedule of the McCumber-Pordney tariff law will cost the consumers \$400,000,000 a year, will make enormous profits for the woolen trust and will result in might small benefits for the producers. It may be that these critics are afflicted with a political strabismus that distorts the figures so that they mean things that men of clear vision cannot see. It is certain that the wool growers will get some advantages from the tariff on their product but it appears to be about equally certain that American consumers must pay it all and a good deal more.

It has already been announced that the spring prices of woolen clothing will be about fifteen percent higher than last year which will make an average hike of about \$4.50 for a suit of clothes. There seems to be no way to get away from this item in the increased cost of living unless the average man is willing to have his old suit cleaned and pressed for another year's service. There would be no advantage in shifting to cotton since cooperative marketing and the boll weevil combined have made that commodity more costly than wool.

LaFollette Serves Early Notice

On the leaders of the republican party that he appears to have a good deal to say about the organization and committees of both houses of the Sixty-Eighth congress. The Old Guard is not pleased with the situation because for once the Wisconsin disturber is in a position to talk turkey. Men of his type hold the balance of power in both the senate and the house of representatives. At least twelve senators will accept the leadership of LaFollette, and it is reported that there are not less than sixty progressives in the house of representatives.

It is a sad situation that the reactionaries of both parties must face when congress gets together next December. Men who are charged with having no right to claim membership in either political party are in position to organize both houses of congress. Of course the republicans can expel LaFollette, Brookhart, Frazier, Norris, and Capper from the party but that would not help them much in making up the committees.

### Appropriations Made By Legislative Bodies.

Are the basis for the taxes that citizens must pay. It would seem that as money for various purposes is always voted in dollars and cents that it would be a simple matter to take figures to an adding machine and get a correct total. Not so. Down at Topeka one group insists that the state appropriations are less by about \$2,000,000 than they were two years ago and the other crowd figuring from the same data declare that there was an increase of at least \$236,000.

There is even greater uncertainty at Washington. When President Harding vetoed the bonus bill for the soldiers of the great war he justified himself by declaring that there would be a treasury deficit of nearly \$800,000,000 at the close of the present fiscal year. Just a little later officers of the administration announced that the deficit would be small and might be entirely wiped out.

Congress has now adjourned. One party claims that the total appropriations for 1924 have been reduced by \$233,802,504 and the other charges that there has been an increase of \$228,100,363.76. Please do not overlook the small matter of Seventy-Six cents that makes the last result seem so accurate. Well, there we are. The plain citizen on foot can take his choice. He pays all the money now when which estimate is correct. Perhaps the whole thing proves that while figures do not lie there are several liars doing a lot of figuring at Topeka and Washington.

Finland's export dairy products. In addition the central cooperative handles most of the wholesale milk trade in three of the principal cities. In two cities it owns and operates large modern plants for the manufacture of condensed milk as well as cheese factories and storage cellars. Finland's remarkable progress has been made possible by the cooperative rural banks, which supply short-term farm credit for the purchase of fertilizers, farm machinery, and improved livestock. These banks are operated on strictly cooperative lines, and now number 775.

Other cooperative federations include cattle selling societies, egg selling societies, societies for marketing wool products, for securing fuel powers, and many other cooperative enterprises with distinguished records which are adding to the happiness and prosperity of Finland's workers and farmers.

CHAMPION ACRE CORN GROWER

Growing 93.2 bushels of corn on a single acre, Romanzo Palmer, aged 14, won the championship for the acre-growing contest for Minnesota club boys and girls. The total cost of producing his acre of corn, counting his time was \$42. Estimating the market value of the common corn when placed in the crib at 95 cents a bushel and the market value of 12 bushels of seed corn selected from the plot at \$2.50 a bushel, the value of the crop from his acre was \$43.34, leaving a net profit of \$42.34.

### FINLAND GAINS 3500 CO-OPERATIVES IN TWENTY YEARS

Cooperation in the Republic of Finland is only 20 years old, but in that time it has become the most important organization in the social and economic development of the Finnish Nation. More than 3500 different cooperative societies, with a membership of over half a million, or one-seventh of the Nation's population, are now carrying on business, according to the 1922 cooperative report sent to the All American Cooperative Commission.

Finland's Cooperation is like the great Danish movement in that both deal chiefly with agriculture. Although cooperation in Finland is built from the top down while Danish cooperation is built from the ground up. The outstanding leaders in natural affairs in Finland have had a great deal to do with the development of the large central cooperative societies. In Denmark it has usually been the farmers themselves who have organized the cooperative societies.

Most of the consumers' cooperative societies are federated in the Finnish Cooperative Wholesale Society, which in 1922 had 490 member societies, operating a complete network of stores, with 190,000 members, of whom 70 per cent are farmers. Trading in household necessities and farm supplies in each county is centralized in a cooperative trading society which establishes branch stores in the villages and small communities. In the wholesale trade, on the other hand, has grown to 300 cooperative cream-

eries producing over three-fourths of Finland's export dairy products. In addition the central cooperative handles most of the wholesale milk trade in three of the principal cities.

In two cities it owns and operates large modern plants for the manufacture of condensed milk as well as cheese factories and storage cellars. Finland's remarkable progress has been made possible by the cooperative rural banks, which supply short-term farm credit for the purchase of fertilizers, farm machinery, and improved livestock. These banks are operated on strictly cooperative lines, and now number 775.

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## Boys' and Girls' Club News

## A FEW WORDS TO THE CLUB BOYS AND GIRLS

Mr. Editor: I feel that a little of my experience might be helpful to the boys and girls as I have had several years of experience with Jersey and had my ups and downs. I would not advise any boy or girl to engage in dairying who hasn't a full supply of stickability, because a dairy cow requires regular attention seven days in the week. I began dairying because I do not believe that anyone can farm successfully without having live stock of some kind growing on the farm. So I selected the Jersey breed, and it properly cared for, cause she will, if properly cared for, pay her way and help to pay the other farm expenses. I prefer registered Jersey than it does a good grade, and the registered cow will always bring from three to four times as much money as the grade. When I began dairying I had fine luck getting better calves and my herd increased rapidly, and I built a fine herd within a few years. They would come out and test my cows and advise me how to feed and care for them, and helped in the selection for bulls for my herd. All these things are important and you can't make a success without correct feeding, testing and using good sires.

After I had spent several years hard work developing my herd and had reached the place where I thought I could soon be on "easy street" I had my herd tested for tuberculosis and what do you think? I had seventeen head of registered animals at the first shot, valued at \$5,000. So my work was all lost. Now when you get your first cow, see that she is tested for tuberculosis, and if possible, get one that has been tested for butterfat and has a record. You want a cow that will work. One boarder cow may eat up the profits of two or three good cows. Have your cows tested regularly for tuberculosis, at least once a year, and for butterfat once per month. Keep a record of the feed she eats and at the end of the month you can tell exactly what your cow has done. I did not quit when I lost that bunch. I kept on but have had them tested for tuberculosis every six months since. I now have another fine herd and I know that they have a clean bill of health. I sold \$1,400 worth of cows last year and I expect to have fifteen or twenty surplus cows and heifers for sale this coming fall. Invest in good cows. They grow white and sleep. My boys have a registered cow each. Last fall they took their cows over to our county fair and won \$45.00 in premiums. This fall they are going again, taking their cows and each cow has a fine heifer calf to carry along. I intend for those cows to educate the boys and to give them a good start in this world's goods.

With best wishes to the boys and girls,

Yours sincerely,

(Signed) W. A. Rogers,

Brookhaven, Miss.

## TEACHING FARM BOYS

Agriculture, among the vocations open to men, is peculiar in that the farm, where it is conducted, is not only a place of business, but also a home site for the family. This condition at once brings the teacher of agriculture into intimate contact with the home life of the pupil. There is no place for the time serving teacher who has no mission to fulfill. If there is any calling on earth that can get to the heart strings of a rural minded man it is to work with these farm boys, in their home environment, during their first serious look into the future to see what it holds for them.—The Wisconsin Project for Country Life and Education.

**MAKES OVER \$100 ON GARDEN**  
Kenneth Murphy, who won the county garden club championship, farmed 7,000 square feet of land during summer and rotated his crops so that his land was kept in production all the time. The value of the products raised on his land was \$122.83 and he expended \$20.25 for fertilizer and manure, leaving a net value of \$102.58, not charging for labor. Kenneth was an active club member, taking part in all meetings and exhibits.—Otis E. Hall, County Club leader, Springfield, Mass.

**GIRL MAKES SPENDING MONEY**  
An example of what farm girls and women can do to make a little spending money is furnished by one West Virginia girl, 16 years of age, who sold \$80 worth of handwork. This girl paid out less than \$25 for materials. There was a strong demand for her work—it was sold as fast as she could send it in.

**GIRL WINS SEWING MACHINE**  
Sallie Golon is a sewing club girl eleven years old, who completed her first year's work last fall, winning a sewing machine at the county fair as a result of demonstrating her superior achievements.

Her parents could hardly speak English, but Sallie wanted to make clothes like those of the other girls and her mother could not help her. She kept on with her club work, improving the quality of her sewing. At the fair she was awarded the honor of being the best judge of machine-made garments.—I. W. Ingalls, County Club Ldr., Mineola, N. Y.

**DO WELL WITH PUREBREDS**  
The Pig Club in Johnson county, Wyo., made a good record for its first year's work. When the Agent first delivered the pigs to the club they

averaged 32 pounds and the price paid was \$22.50 apiece, about 70 cents a pound. But 120 days later when they were again brought to the school house for exhibiting and judging these pigs had made an average of over a pound a day. The pigs weighed 192 pounds. The older men or the community observed the pigs and watched the judging with eager eyes. As a result several of them are planning to go into purebred Hampshire breeding.

## Wheat Pool News

## BROWN COUNTY INTERESTED IN POOL

When I lit from the train in Fairview, Brown County, I was met by a farmer that had been wrestling some pigs in a muddy hog lot as was evidenced by the mud that clung to his boots and stamped him as a son of the soil.

"Hello there Glessner" and the owner of the boots extended a friendly hand and as our eyes met I recognized our old friend W. P. Lamberton, President of the Brown County Union and candidate for Governor at the Primary.

After supper at the Lamberton home, we attended a basket ball game which was scheduled to come off before the Union meeting and lunch at the hall.

Several bald heads were seen in the basket ball game and our farmer friend did justice to the game. Roy Schmidt told us some fine tales while waiting for the crowd to gather. The wheat pool was the subject taken up at the meeting and discussed, the lunch was the most appreciated part of the entertainment and twenty one farmer Union members participated.

The next night we had a nice little crowd at Prairie View where we met in the school house after taking supper with the Harper family.

Practically all present were favorable to the pooling of wheat and in the near future they will be on record.

Staying all night with Brother Royer, we caught the train to Hamlin the next morning to be entertained by the Hornbeck folks while in town.

In the hall at evening gathered up to a hundred of the folks in and around town to listen to three of the best essays on "How I would manage a farm" that folks have the opportunity of hearing. All should have received first prize but we had to give the prizes as first, second and third in order to be fair.

After more than an hour of telling of the doings of the Union on the part of your humble servant we retired to sleep in comfort till the dawn of "A Perfect Day."

Hawthorn is the County Seat of one of the best Counties in the State has been the scene of many times when the city and farmer folks gathered for a day of joy, but will the time ever be equalled when the good time and good program will ever be equalled that was put on by the Farmers Union of Brown County.

The morning session was taken up in the discussion of the Wheat Marketing Association, and the passing of resolutions.

H. E. Witham did not get in town in time to make the talk on the Pool so I had the opportunity of talking to the farmers till they got so hungry we had to adjourn and get our feet under the table.

Governor Davis was the guest of honor at the banquet that was so well prepared under the direction of the program committee, Brothers George Gephart, William Heimlich, and J. H. Kopp by the "Daughters of the King," a society of ladies that are artists in cooking.

The Governor was well supported on the right by yours truly on the left by W. P. Lamberton, and Mrs. Farrer, and on down the line by Will Hinton, Senator Delaney, H. E. Witham, Mrs. Catron and senators, doctors and a host of more than four

**BOYS' and GIRLS' CLUB NEWS**  
Earn Cameras, Rabbits Raincoats, Fountain Pens

Sell 50 packets of garden seed at 10c, keep \$1 or select premium. Send for seed blanks and FREE premium list. FOUR STATES SEED COMPANY, Dept. N, Texarkana, Arkansas

**Rheumatism**  
A Remarkable Home Treatment Given by One Who Had It

In the year of 1893 I was attacked by Muscular and Sub-Acute Rheumatism. I suffered as only those who are thus afflicted can know for over three years. I tried remedies after remedies, but such relief as I obtained was only temporary. Finally I found a treatment that cured me completely and such a pitiful condition has never returned. I have given it to a number who were terribly afflicted, even bed-ridden, some of them seventy to eighty years old, and the results were the same as in my own case.

I want every sufferer from any form of muscular and sub-acute rheumatism (swelling at the joints) to try the great value of the "Remarkable Home Treatment" for its remarkable healing power. Don't send a cent; simply mail your name and address and I will send it free to you. After you have used it, and it has proven itself to be that long-looked-for means of getting rid of such forms of rheumatism, you may send the price of it, One Dollar, but understand I do not want your money unless you are perfectly satisfied to send it. Isn't that fair? Why suffer any longer, when relief is thus offered you free. Don't delay. Write today.

Mark H. Jackson, 100 J. Durston Bldg., Syracuse, N. Y. Mr. Jackson is responsible. Above statement true.

**Wheat Pool News**  
When I lit from the train in Fairview, Brown County, I was met by a farmer that had been wrestling some pigs in a muddy hog lot as was evidenced by the mud that clung to his boots and stamped him as a son of the soil.

hundred others who could handle a knife and fork.

President Lamberton took great delight in introducing the speakers and entertainers to that audience of people who had assembled in the opera house possibly fifteen hundred strong.

Will Hinton led off with a lively talk on the County Union and its activities a plea to the farmers of Brown County to unite closer.

Mrs. Catron then favored us with the Mocking Bird, a whistling solo and several other selections of songs, imitations and readings that we have never heard anything to equal in any place and we were not the only ones to enjoy the selections for the crowd cheered her to an echo.

Myself, Mrs. Farrer, and H. E. Witham all spoke on the Union and its enterprises which was appreciated immensely to judge from the good attention and hearty applause.

Governor Davis then made a splendid address telling of his earnest efforts in trying to reduce the tax burden and carry out his promises to the people in trying to economize in the administering of State Government. At times his picture of the conditions of the people became very pathetic and none could believe other than that we had an honest, capable, sympathetic Farmer Union Governor that would live in the hearts of the people.

And this was the end of A Perfect Day.

M. O. Glessner.

## Creamery News

## OLE AND BILL

M. L. Amos, Gen. Mgr. F.U.C.D.P.A. by

Ole:—Hello Bill. Are you still in the notion of joining the Farmers' Union?

Bill:—I don't know about it. A fellow told me the other day that I could insure my wheat just as cheap in an old line company as I could in the Farmers' Union. He told me just what each charged, too.

Ole:—Did he tell you how much each rebated to the insured after the losses had been paid?

Bill:—Rebated? What do you mean?

Ole:—I mean the amount of money returned to you after the losses have been paid. I've gotten over a third of the premium back which I paid to the Farmers' Union Insurance Company. How much have you gotten from the old line companies with which you have insured?

Bill:—Why, not a cent! What they get they keep.

Ole:—What rebate did you get from shipping your ear of cattle thru your commission firm, that old line company?

Bill:—Not a red cent. Who pays rebates on commissions charged for selling cattle?

Ole:—The Farmers Union Live Stock Association of Kansas City paid 8 per cent interest on capital stock last year, set aside a 10 per cent reserve and rebated 19 per cent of all commissions charged the Union members, isn't that worth being a Union Member?

**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 Fall Insurance Company is the biggest and strongest. Mutual Hall Company in Kansas, and the lowest in actual cost. Get in line.

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

FRANK D. BECKER, Secretary

SALINA, KANSAS

C. E. BRASTED, President

W. C. WHITNEY, Vice President

GRANT BLISS, Treasurer

CHAS. SIMPSON, Field Rep.

**PRICE LIST OF LOCAL SUPPLIES**

Application cards.....20 for 5c

Credentia blank.....10 for 5c

Dimit blank.....15 for 10c

Ode cards.....12 for 20c

Constitutions.....5c

Local Sec'y's Receipt Books.....25c

Cash must accompany order. This is necessary to save expense in postage and labor.

WRITE

C. E. BRASTED, Box 51, Salina, Kansas

for above supplies. He is the only one you can get them from.

**Fresh peas are delicious when picked at the right time.**

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

**WATSON WHOLESALE GROCERY**

SALINA, KANSAS

**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 made 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

Bill:—Well, I should say so! Ole.—The Farmers Union Insurance has saved the Union Members of Kansas nearly half a million dollars in insurance alone during the past seven years and now the Farmers Union Co-operative Dairy Products Association is being organized and will churn our cream at Salina and if they do as well as the co-operative churning stations in Nebraska and other states the Union Members will make another big saving there.

Bill: How about that Creamery proposition, Ole? I understand that I would have to sign a contract to sell all my dairy products to them for five years?

Ole:—This is the way it is, Bill. You know when the Union started an elevator, every one of the members promised that they would sell all of their wheat to their own association but they had no more than got started when the old line mill offered several cents higher for wheat than they could sell it at, and several of us went over there and sold our wheat and nearly busted our company. Now the promoters of the Farmers' Union Creamery are determined to profit by the mistakes of the past and each and every one of them are agreeing and contracting to be loyal and patronize his institution for a period of five years in consideration of the fact that every other member of the several thousand agree to do likewise and it is a mighty good deal when every member can contract his loyalty getting in return several thousand similar contracts for his one, it is absolutely impossible to fail, we have made millions of dollars for the other fellow by selling to him, now we should sell to ourselves awhile, we will get all there is in it which is more than we have been getting.

Bill:—What will they pay for cream?

Ole:—It is the intention to pay the standard price governed by the New York butter market, paying no attention to the prices paid by our competitive creameries then after paying the expenses of operation, the interest on stock, the setting aside of a reasonable reserve the balance net profits are to be rebated to each according to the business which he has done with the Association during the previous year. In that manner every man will get all that should come to him regardless of the price paid day by day.

Bill:—If that is the plan every farmer should join, but I must go. I'll see you later, Ole.

**GEORGE H. LEE'S NEW POULTRY BOOK**  
Just Out—400,000 Copies FREE

Tells about every poultry trouble and disease—how to avoid, how to remedy when already present. This is the most widely read "poultry book" in the world. This latest book is much larger and better, containing valuable new matter, also one year's daily egg report (free) for each copy. Write for your free copy today. Write to: GEO. H. LEE CO., 71 Harvey St., Omaha, Neb.

**\$5.00 A THOUSAND LETTER HEADS OR ENVELOPES**

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

CENTRAL KANSAS PUBLISHING CO., Salina, Kan.

**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 Fall Insurance Company is the biggest and strongest. Mutual Hall Company in Kansas, and the lowest in actual cost. Get in line.

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

FRANK D. BECKER, Secretary

SALINA, KANSAS

C. E. BRASTED, President

W. C. WHITNEY, Vice President

GRANT BLISS, Treasurer

CHAS. SIMPSON, Field Rep.

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## 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 insertion; four or more insertions 4 cents a word. Count words in headlines, as "For Sale" or "Wanted to Buy", and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

## FARM FOR SALE

## 230-ACRE COLORADO FARM

Furniture complete to dishes and washing machine—just bring your suitcase and start right in with income assured; pleasant surroundings, convenient location; 130 acres heavy-cropping tillage, wire-fenced pasture; good house, 40 ft. barn, granaries, poultry house. Owner called away, \$5000 goes for it. Full particulars, free. Address me personally, E. A. SPROUT, Pres., STROUT FARM AGENCY, 518 New York 14th St., Kansas City, Mo., 34—

**VINE RANCH 1120 ACRES—WELL IMPROVED.** Price \$2000 per acre. Some trade, good terms. E. M. Ensign, Owner, Hays, Kansas.

**BARGAINS IN WALLACE COUNTY** Section, 200 acres absolutely level; 15 acres sub-irrigated alfalfa land, balance fine blue and blue stem grass. Soil rich and shade in pasture. 4 1/2 miles from Wallace. Will break 200 acres and sell at \$17.50. R. H. Investment Company, Hays, Kansas. 34-47.

**SELL YOUR PROPERTY QUICKLY FOR CASH** No matter where located. Particulars free. Real Estate Salesman Company, Bird, Dept. 8, Lincoln, Neb.

## STOCK

**FOR SALE OR TRADE PRIZE WINNING** Shire stallions, H. H. Vann, Carbondale, Kansas. 34

**FOR SALE—SHORTHORN BULLS—** Pure Scotch five years. Gentle and well broke. Maxton Bros., Rydal, Kansas. 34

**AIRBOLD YOUNG MALE—15.00.** DOZEN canna bulbs \$1.00. Want peawolf and barn owls. Lem Laird, Harper, Kan. 33

**REGISTERED DUROC JERSEYS** Immured, hoes and bred sows, years time. VALLEY SPRING STOCK FARM, Bloomington, Kansas.

**CORNU HERD FARM RED POLED** bulls for sale. Pomona, Kansas. 34

## FINANCIAL

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

## SEEDS

**ALFALFA SEED: KANSAS AGRICULTURAL** College test 93.3 per cent pure. \$12.00 per bushel. J. L. Baum, Salina, Kansas. 37

**KAPRI SEED FOR SALE—400 BUSHEL** Dry Kapri, new crop, clean and good. Threshed during winter. Drier than a polished speech. Should grow like the Kapri. Don't forget. Dollar bushel, each extra. Farmers Union, Oronoke, Kansas. 34

**FOR SALE: RECLEANED SUDAN SEED** 50 per cent. C. O. Temple, Atchita, Kansas. 37

**IRISH GREY WATERMELON SEED.** Best quality, satisfaction guaranteed. Lb. 50c; 50 pounds or more 45c. Genuine Pearl. Catalog and seed form free. Write for lbs. \$1.00; fifty lbs. \$7.00. Address SULLIVAN, LAUREL HILL, PA. 34

**CHOICE VIRGIN YELLOW MILK, PINK** and White Kapri. \$1.50 per bushel. Sacks free. O. H. Wakeney, Kansas. Can also furnish Sumac cane seed Mail us your order. The Treco County Cooperative Ass'n., Wakeley, Kansas. 33

**JOHNSON GRASS, BERMUDA GRASS,** Sudan grass, Reclenched seed. High germination. Delivered any quantity. B. E. Miller, Dallas, Texas. 32

**FOR SALE: GOLDEN MILLET SEED.** S. S. Long, Collyer, Kansas. 30

**PURE PEDIGREED HOME ILLINOIS** Farm grown government endorsed Broom Corn seed. Write Fanning Broom Corn Seed Co., Main, Fanning Block, Oakland, Illinois. 22-47

## KODAK FINISHING

**ANY SIZE 6 EXPOSURE FILM** developed and 6 prints 4c. Reprints 5c. per dozen. Cash or check. Mail Order Film Company, Salina, Kansas. 32-47

## KODAKERY OPPORTUNITIES

**SELL YOUR SNAP SHOTS AT \$5.00** each. Kodak prints needed by 25,000 publishers. Make vacations pay. We teach you how and where to sell. Write WALLA-MORE INSTITUTE, PHILADELPHIA, PA. 38

## POULTRY

**PURE BARRED ROCK EGGS—LAYING** strain. 12-15, 100-140. Edd Hammer, Walnut, Kan. 37

**PURE BRED DARK ROSE COMB** Rhode Island Reds. Eggs, 30, \$2.50; 100, \$8.00. Baby chicks, 15c. Mrs. Fred Ruppen, Thal, Lucas, Kansas. 37

**PURE BRED BUFF ORPINGTON EGGS** hatched \$4.50. Arthur Anderson, Villeta, Kansas. 34

**PURE BRED R. C. EGGS FOR HATCHING.** \$5.00 per 100; 100 for 15. Mrs. C. Wright, Route 8, Barnes, Kansas. 34

**CELLED WHITE BARON LEGHORNS**—Eggs \$4.00, hatched; \$7.50, 500. Della Goheen, Okhills, Kansas. 34

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## Department of Practical Co-Operation

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

### UNION MEETING NOTICES

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

**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. B. Brasted, Secretary.

The regular meeting of the Crawford County Farmers' Union will be held on the last Tuesday of each month, through 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. Root, Pres.  
Roy W. Holland, Sec.

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

**AT ANTELOPE, APRIL 3.**  
East Creekville Local No. 1466 will meet in regular session on Tuesday evening April 3rd. All members and their families are cordially invited to come out and help make this a good meeting. A program has been arranged and refreshments will be served.

**DICKINSON COUNTY MEETINGS**  
State lecturer M. O. Glessner will be in Dickinson County for about two weeks preaching the Union Gospel. We want all members to turn out to these meetings and make them a big success. Mr. Glessner's itinerary is as follows:

April 6—At Hertington, with E. P. Hills in charge.

April 9—At Dillon, with B. Altman in charge. Dillon and Dayton locals will join in this meeting.

April 10—At Carlton, R. J. Logan in charge.

April 11—At Elmo, P. D. Shetter in charge. Elmo and New Basel locals will join in this meeting.

April 12—At Solomon, with Blaine Thayer in charge. Solomon, Willowdale and Grove Hill locals will join in this meeting.

April 13—At Abilene, with O. M. Johnson in charge. Newbern, Johnson, Grant, Farmington, Central Buckeye and Buckeye locals will join in this meeting.

**IMPORTANT NOTICE:** The men in charge of these meetings as listed above are requested to communicate with the locals that join with them and make all necessary arrangements for the comfort of the speaker. Be sure to see that these meetings are properly advertised.

The expense of the speaker will be borne by the County Union, but the locals are expected to furnish the hall or school house in which to hold the meetings.  
S.M. Page, County Sec. Treas.

### POTTAWATOMIE COUNTY MEETINGS

The Pottawatomie County Farmers Union is planning a series of meetings to start on April 18th. State Lecturer M. O. Glessner will be the speaker from the state lecture bureau and it is earnestly hoped that there will be a good turnout at all of these meetings.

All meetings except the one at Oldsburg will be held in the evening. The Oldsburg meeting which will be our regular bi-monthly meeting will be an all day affair commencing at 10 a. m. Basket dinner will be served at noon. Following is a list of the meetings as arranged:

April 18—At Wamego.

April 19—At Blaine.

April 20—At Oldsburg, all day meeting.

April 21—At St. Marys.

We wish to make the Oldsburg meeting one grand success and the Oldsburg members have assured us that they will see that we get enough to eat and that is the main point. On Saturday evening at St. Marys we will get our first opportunity to talk to the officers and a bunch may follow after the speaking. St. Marys has always come across on such occasions and we will not go back on them at this time.

At our last regular meeting last year the Good of the Order committee recommended that for the year 1922 we adopt bi-monthly meetings for this year and try out getting together in our county meetings more often and at different places in the county. This arrangement will make it more convenient for all concerned and will benefit more members than in the old way.

All of these meetings will be open to the public except on April 20th at Oldsburg. A portion of this meeting will be a closed one. The ladies are especially invited.

By Order of the County Board,  
John Hern, County Organizer.

A few sheep on every farm will more than pay for themselves with very little extra work, besides they will keep the fence corners cleaned up.

### HARMONY LOCAL ADVOCATES CENTRAL MARKETING ASS'N.

To our president and Board of Directors, Greeting:

Whereas By observation and experience in our own produce house and from what we can learn of the experience of other interested parties, who have not sufficient volume of business to market in quantity. We find these produce houses are hampered by being compelled to sell to individually controlled business and to accept such prices as they are willing to pay.

As we consider the cream, poultry and egg business of the farm as of much importance as any other branch of the industry, and as the actual living of many of our brother farmers is derived from this source of income.

We, the members of Harmony Local No. 2061, of the F. B. & C. U. of A. unanimously petition our state officers

organization to take immediate steps to establish a central marketing association for these products with storage houses at various points as the volume of business may require.

Respectfully yours,  
Committee: Frank Brooks  
W. W. Forrester,  
R. R. Mitchell.

### THE LYON COUNTY MEETING

(By Charles Day)

A fine band of February weather helped make the County Union meeting at Allen Wednesday the 21st, the successful time hoped for.

From 10:30 until noon a continuous stream of folks were entering the Crystal theatre until about 300 had assembled. Brother Pace entertained visitors with movies until the noon hour when the ladies, under the direction of Mesdames F. J. Bates and N. W. Christenson with their able helpers served luncheon to all.

To say they handled it successfully is putting it mildly. The way these cooperated and made things go was an inspiration to all concerned.

Mrs. Heck, teacher in Allen school sang for us, accompanied on the piano by Mrs. L. A. Tenny. Prof. Kutz, principal Bushong High school sang "Kansas Land" accompanied by Mrs. C. C. Brannon of Admire. Both numbers drew applause of audience.

As transportation plans for Brother Glessner had miscarried and there was some delay in getting him here, Brother Kutz kindly consented to lecture for us. He is one of those handy fellows that can always be called upon in an emergency and always has something interesting and worthwhile to say. It means much to any locality to enlist in their membership men of this type. His talks suggested a discussion that was in progress when lecturer Glessner arrived via Edwin Giger's yellow Ford.

The chairman in introducing him told something of the circumstances surrounding his nomination and election at Salina last year and the part that the Allen delegates played, which made his career as a lecturer of more than ordinary interest to them.

Brother Glessner answered appropriately and launched out at once on the benefit the Union had been and hoped to be to the members and how insignificant the sum paid compared with benefits received. He showed us how absurd it is for a stockholder to do business with a competitor to his own store or elevator. It would appear that a farmer who betrays his fellow cooperators as well as his family and his calling for a few cents or for any sum for that matter, has no grounds for complaint if legislators or congressmen or other officials accept bribe money and betray a trust.

In either case its a money consideration, a lowering of ideals and standards, a backward step and a heartening to those who "hitch their wagon to a star" and look neither to the right nor to the left. Victory in any cause can only come through steadfastness, perseverance, unswerving loyalty. How every one admires "good men and true" and all blush for the weak that fall by the wayside.

The wheat pooling plan was handled very thoroughly, created much interest and brought out lines of thought new to most of the audience. To sum it up Brother Glessner handled his subjects ably, answered all questions in a gentlemanly manner and gave us just the talk we needed. Owing to the mixed audience, it was deemed best to postpone election of officers for 2 weeks (March 7th) when a strictly business meeting will be held in Labor Hall, Emporia, beginning at 1:45 o'clock.

A general invitation was given to join the locals and inform chairman where new locals might be formed or old ones reorganized. Allen local will begin holding local meetings at members' homes, first one to be at Chas. Day's, Friday night, March 9th. It is hoped this will create new interest in the work.

The day's program was closed by several reels of educational films that were both entertaining and instructive. Taken all in all, believe it was a successful meeting from every viewpoint and fully up to advance notice.

(Correspondent).

### COOPERATION THAT COOPERATES

It is fundamentally true that one of the greatest hindrances to the inauguration of a successful co-operative marketing system is that of the farmer's eagerness to turn his products into cash. This eagerness to sell the cotton crop last year cost the farmers of Texas at least \$5,000,000. This tremendous loss to the farmers has enriched many speculators. Had the cotton growers marketed their crop gradually the biggest

portion of this five million dollars would have been saved.

Had the farmers of Texas marketed their cotton crop cooperatively the advance in price would have come much earlier in the season. When the spinner's agents find that farmers are inclined to hold their cotton on the market, or to market it gradually, they invariably increase their offer of price for the purpose of inducing the farmer to turn it loose. When the spinner enters the market to purchase his supply of cotton his desire is to finish the job as early as possible. The number of bales he decides to buy is always based on a close calculation of his output. In a majority of cases the price is fixed on his finished product in advance of his entrance to the market. A difference of a few dollars a bale does not disturb him, as his sales contract will take care of this variation in cash. What he wants first is to receive the cotton, and second, to do this as rapidly as possible.

A cooperative marketing system which does not contemplate or prepare for gradual selling will prove a burdensome venture. Co-operative marketing means just what its name implies. It is not a holding organization and differs widely from it. The former does not require a large capital to put it into operation and to maintain it; the latter does. The financial institutions of the country will very readily cooperate with the former, but rarely with the latter. A cooperative marketing organization that advocates and practices gradual marketing is a sound business proposition and will always appeal to the business interest of a community. A holding organization, however, too often disrupts business relations and sound business principles. The speculator, however, views them alike, because they both interfere with his petty little game of graft. There is another angle to the question of co-operative marketing which we can not afford to ignore. It is this: The credit merchants who advance the farmer supplies are always eager to collect the amounts due them, and they demand of the cooperative marketing farmer a settlement of his account. In many instances this is justified, in others it is not, because the credit farmer buys his supplies on credit and the date of payment arrives about the time the cotton is ready to market. Meeting his obligations under these circumstances will depend upon his creditors meeting theirs. The merchant, however, is bound to recognize the right of the cooperative marketing farmer to take such a course in selling as will bring him the best returns for his labor to sell at such time as will enable him to settle with his merchant and have something left for himself. A gradual settlement along with gradual selling would naturally follow. The business man and merchant should be also be made to learn the lesson and see the benefits accruing to the farmer from cooperative marketing. He will just his future plans to meet the conditions as they arrive. Two seasons, at most, of cooperative marketing gradually will convert him to the system and make of him a powerful ally.

One season of cooperative marketing is not sufficient to establish a record for efficiency. It requires time to get such a system in good working order. We can not hope to demonstrate its full benefits to the individual member or the community by one or two years operation. But we can certainly impress this one fact upon the dulled minds, that better prices always follow gradual and orderly and business-like selling; and that wholesale dumping on the market, as fast as harvested, always tends to lessen prices, and in the end invariably causes heavy losses to the producer.

### AT GRACE HILL LOCAL

Grace Hill Local, No. 1212, Republic County, enjoyed a very interesting lecture last Thursday evening, March 8.

On account of the State Lecturer, M. O. Glessner, being in the county and having that date open, the regular meeting was postponed and a drive of the locality made, with the result that a good crowd of Union folks and their friends attended.

The lecture was much appreciated and we sincerely hope Mr. Glessner will favor us again in the near future.

### FORTY NEW MEMBERS AT MAPLE HILL

Riverside Local No. 2025 held their regular meetings at Legion Hall in Maple Hill on the second Wednesday of each month.

The first part of the evening are devoted to the regular order of business and discussions of topics of interest. This is followed by a social section and refreshments are then served.

Forty new members have been introduced into the work.

**EGGS FOR SALE**  
BARRIED PLYMOUTH ROCKS  
SILVER SPANGLED HAMBURG  
WHITE LEGHORNS  
BLUE ANDULSIANS  
Also  
BRONZE TURKEYS AND ENGLISH  
PENCILED RUNNER DUCKS  
GEORGE W. CASE

LOGAN, KANSAS.

**WHAT WOULD YOU LIKE TO STUDY**  
We Teach You and Give You a YEAR TO PAY. Expert Instruction. Lowest Tuition Rates. New Methods. Texts and first lessons of any course on approval. You pay postman only ONE DOLLAR and postage balance as you wish. Courses in Advertising, Journalism, Photographic Journalism, Federal Tax Accounting, Salesmanship, Office Management, Business Administration. Postal will bring either course—your first C. O. D. payment \$1.00 and postage, returnable is not satisfied.

WALSHORE INSTITUTE  
Dept. E, Lafayette Building, Philadelphia, Pa.

tiated since January 1st. We have found that by meeting in a central location we have added to our number by getting the ladies and young folks interested. Our president is hoping to make this year the best, by introducing new educational features of interest to the farmers.

A short time ago we had the pleasure of having with us Mr. Tromble, State President and a Mr. Casey, of the Farmers Union Live Stock Commission Company. Each made an address that was very much appreciated by all present.

Mrs. Frank McClelland, Cor. Sec.

### CARLTON LOCAL TO INITIATE THIRTY-NEW MEMBERS

At our last meeting in February we decided to entertain the ladies so we served sandwiches, pickles and coffee.

And we sure had some fine looking cooks and waiters. Some were a little light for such heavy work but they seemed to stand it for the one night, the ladies said they were not very hungry but we served 250 sandwiches anyway.

It was our intention to initiate about thirty new members we have on the list but as our President, Mr. Humbarger could not be with us that night we decided to get up a program for the next meeting and then initiate the new members so we got up a program consisting of songs by the Carlton Glee Club, instrumental music and solos etc.

Then we were entertained by Mr. Snider of McPherson, "The Candy Kid." When it comes to imitating birds, gas engines, dogs and even fish, The Candy Kid is sure there.

Then after our program we initiated 15 new members into the local.

After which we adjourned to meet the 28th of March.

When we expect to have something special.

R. J. Logan, Sec.

### NORTON COUNTY HOLDS GREAT MEETING

The first quarterly meeting of the Norton County Farmers Union, held at Norton, Kansas, March 10, was voted a success.

### REPUBLIC COUNTY FARMERS UNION

Held its first quarterly meeting at Courtland Wednesday March 7. At noon the ladies from the various locals around Courtland served dinner to the delegates and visiting members. In spite of the muddy roads eight locals were represented and the hall was filled to capacity.

M. O. Glessner, state lecturer, was the principal speaker, he made a very interesting and beneficial address, in which he showed how the Farmers Union Mutual Insurance Companies, Live Stock Commission firm and Jobbing Association have saved and made money for all the farmers of Kansas. He also explained the principal of the Farmers Union Wheat Marketing Association and the Farmers Union Live Stock Association which is being organized in Kansas with a central point at Salina.

Ed Kipper, state delegate made an interesting report of the state meeting held at Topeka. E. H. West, County organizer and lecturer made a report of the work being done in the county. H. C. Zech manager of Farmers Union Store at Belleville made a few suggestions for the good of the order. The County Farmers Union wishes to thank the ladies around Courtland for the delicious dinner served at the meeting. The next meeting will be at Scandia, where they have lately organized a Farmers Union Store which is building up a big business.

### KANSAS CITY HAY MARKET

The entire market has been steady this week with only a few changes. Timothy is \$1 to \$1.50 higher and Clover Mixed is 50 cents to \$1 higher; Straw is 50 cents higher. All other kinds and grades are unchanged.

Receipts this week were 213 cars of Prairie, 250 Alfalfa, 37 Timothy, 24 Clover Mixed, 10 Clover, 7 Straw, or a total of 578 cars this week as compared with 565 a week ago and 516 a year ago.

Nominal Quotations—March 31, 1923

**PRAIRIE:**  
No. 1, \$15.00 to 15.50  
No. 2, 13.50 to 14.50  
No. 3, 11.50 to 13.00  
Packing 8.50 to 11.00

### FOR SALE AT A BARGAIN

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

### FARM LOANS

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

### The Farmers National Bank

SALINA, KANSAS

Solicits Your Business

Oldest Bank in Saline County

### ALFALFA:

Sel. Dairy 28.00 to 31.00  
Choice 26.00 to 27.50  
No. 1, 24.50 to 25.50  
Standard 21.50 to 24.00  
No. 2, 17.50 to 21.00  
No. 3, 15.00 to 17.00

### TIMOTHY:

No. 1, 18.50 to 19.00  
Standard 17.50 to 18.00  
No. 2, 16.50 to 17.00  
No. 3, 14.50 to 16.00

### CLOVER MIXED:

Light 18.00  
No. 1, 16.00 to 17.50  
No. 2, 13.00 to 15.50  
CLOVER:  
No. 1, 15.50 to 18.00  
No. 2, 12.00 to 15.00

### STRAW:

Straw 8.00 to 8.50  
Yours very truly,  
R. Y. Prigmore, Hay Salesman.

### MINERALIZED WATER ROUTS CHICKEN LICE

Tablets Dropped into Drinking Fountains  
Kills Vermin, Makes Fowl Grow Faster and Increase Egg Yield

Any poultry raiser can easily rid his flock of lice and mites, make chickens grow faster and increase their egg yield by simply adding minerals to the drinking water. This does away with all bother, such as dusting, greasing, dipping and spraying. The necessary minerals are now being obtained in convenient tablets, known as Paratabs. Soon after the fowls drink the mineralized water, all lice and

mites leave them. The tablets also act as a tonic conditioner. The health of the fowls quickly improves, they grow faster and the egg yield frequently is doubled. Little chicks that drink freely of the water never will be bothered by mites or lice.

The method is especially recommended for raisers of purebred stock, as there is no risk of soiling the plumage. The tablets are warranted to impart no flavor or odor to the eggs and meat. This remarkable conditioner, egg tonic and lice remedy costs only a trifle and is sold under an absolute guarantee. The tablets are scientifically prepared, perfectly safe, and dissolve readily in water.

Any raiser of this paper may try them without risk. The laboratories producing Paratabs are so confident of good results that so introduce them to every poultry raiser they offer two big \$1 packages for only \$1. Send no money, just your name and address—a card will do—to the Paratabs Laboratories, Dept. 925, 1100 Coca Cola Bldg., Kansas City, Mo., and the two \$1 packages enough for 100 gallons of water will be mailed. Pay the postman \$1 and postage on delivery, and if you are not delighted with results in 10 days—if your chickens are not healthier, laying more eggs and entirely free from lice and mites—your money will be promptly refunded. Don't hesitate to accept this trial offer, as you are fully protected by this guarantee.

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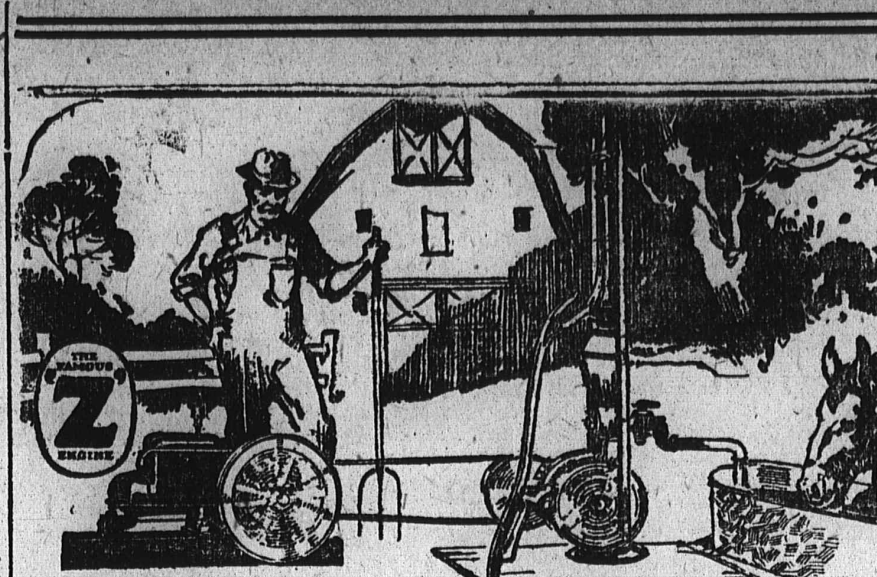
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