



THE KANSAS UNION FARMER

Organization

Education

Co-operation



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COOPERATIVE WHEAT MARKETING

AN ADDRESS BY AARON SAPIRO, DELIVERED TO INDIANA WHEAT MARKETING CONFERENCE AT INDIANAPOLIS, FEB. 18

(Continued from last week.)
But, then, we are not organized. They know Canada is not organized; they know Argentina is not organized; they know India is not organized; and they know that Roumania is not organized; and they know that the organized groups in Russia are hardly able to meet them in the markets of trade. They know that individuals in all these countries owe money on production, because the wheat growers of the world have not been prosperous. The growers owe too much money and, therefore they can't as individuals hold their wheat. They know that lots of wheat must be sold and they let the distress wheat contract start in to make the market for the season. And the rest of the story is tragedy to the wheat growers of this country and Canada who raise their wheat under the most expensive conditions in all the world.

Future Sales of Wheat.
What more do these men do? Well, you don't eat wheat; you eat bread, and that is made from flour. And how do you get the flour? You buy it from a retailer; and that retailer has to be stocked up and must buy it from the wholesaler; and that wholesaler must buy it from a miller; and that miller has to manufacture that wheat in accordance with orders he gets at fixed prices from these wholesalers. So, that means he has to see in advance how he is going to buy his wheat, so that he can deliver flour to you in your home made from wheat purchased some time before that wheat is ever calculated as to exact value or exact pay price.

That means these men in Liverpool and in Chicago long ago learned that they had to buy wheat for future deliveries. They learned that they had to buy it on contracts and sign a contract with one man that he would deliver so much wheat at future dates, so they could go ahead and sell to mills, make flour and guarantee delivery without going broke on speculative purchases. So the custom sprang up all over the world of having sales for future delivery of wheat.

Then they thought: "O, it is so easy to deal in just paper instead of dealing with wheat. Instead of dealing with wheat for future delivery, why not deal with contracts; why not trade in paper instead of wheat?" You know as well as I that the men at Chicago don't give a hang about wheat. They would just as leave deal in making a profit on some kind of transaction; and they just as gladly deal in paper as in wheat.

That is the reason why in one year the Board of Trade at Chicago has sold more than sixteen times the American crop of wheat—they deal in paper instead of wheat. If you ever saw those contracts there, I can make some into the pit and sell 100,000 bushels of wheat. It says on his paper he is selling wheat, although he never intends to handle or deal in wheat. He is only guessing against that market; but the effect on you is just as though he dumped 100,000 bushels of real wheat right into that place, because the contract failed to state that it is just a gamble. The contract, on the face of it, is a legitimate, straight contract of sale. Somebody makes a contract for the purchase of that wheat. So, today your markets that are supposed to determine actual values of wheat are dominated in Liverpool, Chicago and Winnipeg, by men who are simply dealing in contracts.

But they say they are dealing chiefly in hedges. Let them repeat that bunk again to us. Let me give you an illustration of hedges. You men deal at a country point with a man who buys your wheat; he buys 10,000 bushels of wheat from you, or he buys 50,000 bushels of wheat from you on a private purchase; then he hedges that on the Chicago Board of Trade. The sale and hedge of 50,000 bushels is part of the Board of Trade record. The purchase is part of no record, because he has done that privately with you. So, his hedge is made at the time you are the only man who can be harmfully affected and the only man that by record on the Board of man affects; to all you that record on the Board of Trade.

Who Starts the Transaction.
Of course, there is a purchaser on the Board of Trade whenever there is a seller. But the direction of the price, upwards or downwards, depends on who starts the transaction. If the seller initiates the sale, the tendency is down. And on these country purchases the hedge sale always tends to depress and never to raise prices.

All during the fall when they do the buying from you and when your price level should be raised, they are selling the hedges on the Board of Trade, without the purchases from you showing. You are being "busted" by the hedging system that they then tell you is necessary for the proper handling of the Board of Trade. Then, after practically all the wheat has gone out of your hands and the market is in the position where they can safely come around, they begin to buy against their own hedges and settle that account when it can't do you any good because the wheat is out of your hands and in the hands

of these speculative dealers. And after all there ought not be more than three hedges between a bushel of wheat and the miller! If you can forgive the hedge on three times the whole crop, what about the plain speculative sale of still thirteen times that entire crop?

Why, it is not a month since the chairman of our advisory committee was told by one of the big grain men in Chicago that, first, the statement of Mr. Hoover and, second, the statement of Secretary Wallace, and third, the Sidney Anderson Conference at Chicago had reduced the price of wheat in Indiana from 20 to 30 cents a bushel. Governor Lowden said: "How did Mr. Hoover, Mr. Wallace's of Mr. Anderson's statement decrease the actual supply or demand?" The man had no answer to make.

All they do is manipulate a market on viewpoints. They play psychology as well as wheat; and you who are helpless, who know no more than they choose to give you, you have operated in a market completely dominated by a world viewpoint; and you try to match it with a viewpoint of a little back yard; no knowledge of your own, no guidance of your own. All you have is helplessness and reliance on the local market at the present stage that is not enough to give you a fair chance to hold your position in the economic world.

The Gang Takes Care of Itself.
Don't think that, when I spoke with a certain amount of doubt on the news of these big grain concerns, I was talking out of school. You remember a little over a year ago when the Board of Trade had itself, to stop the dissemination of news from Argentina, because some of its own members were tricking others of its own members and were doing it by false news. So the Board of Trade stopped the introduction of news in reference to the Argentine crop. They will stop false news when it is hurting them; but they don't care about the false or misleading news when it is only hurting you, because you are not members of the Board of Trade. You are not in with the gang; and the gang takes care of itself.

Why, you are the only men who forget to take care of yourselves. In wheat, you realize that the problem of wheat is a big problem. It involves the world; it involves India, Argentina, Australia, Canada, the United States; the manipulations out of Liverpool; it involves the manipulations out of Chicago, Winnipeg; all kinds of things in which you men, as individuals, and in which you men, as local elevator units, can't have a single word to say. It involves all kinds of elements that are so much bigger than you and that are so much better organized than you, that you and I are helpless when we contemplate it, unless we, ourselves, begin to think in terms of organization.

Now, who do THESE men say? Why, these dealers come to you and say: "You can't do anything on this. Wheat is a world product. You can't do anything on it. You are helpless." That is exactly WHY you have to organize. Whenever you get particularly helpless on anything because it is so big; that is because each little unit of you is weak and powerless; but perhaps the group of you by getting together can acquire some strength and some ability to help yourselves.

For example, none of you think that the Armour Grain Company is helpless, and, yet, the most it ever handled in any year was 22.3 per cent of the wheat of the Mississippi Valley. I know of a conversation in which one of the leading men of that firm told a writer for the Saturday Evening Post, that he could put the market up or put the market down 10 cents a bushel, and that he could do so by the manipulative circumstances by the manipulative powers known to the grain trade. If the Armour Grain Company with 22.3 per cent can turn a market 10 cents a bushel either way, why can't the growers with that or little more of the wheat of the country keep the market likewise up 10 cents a bushel their way, if it ought to be an such a level.

I believe that wheat and the flow of wheat has a right to be controlled. I object to that control being in the hands of 15 speculators. I want that control in the hands of the representatives of the farmers who produce that wheat.

How Can It Be Done?

Now, how can that be done? It can't be done just by sitting down and talking about it. It can't be done by organizing local cooperative elevators, because no local elevator sitting by itself can control the flow of the supply of wheat. Take the State of Kansas. You know there are over six hundred local cooperative elevators in the State of Kansas. All those elevators do a real function when they were organized, because they provided places where the farmers could grade and store their wheat, where farmers have a local point of sale and wouldn't have to be resting entirely upon the whim of a buyer who would come around when and where he would please and would grade as he pleased.

The local elevator system did an in-

calculable service to the wheat growers of the United States; but that does not mean that they should now stand in the way of a greater or further service to the wheat growers. Those elevators are still necessary as points for receiving grading and storing wheat, but not for selling wheat.

In Kansas, each one of these local elevators has a wheat on the market against every other local. The Armour Grain Company and Bartlett-Frazier and Rosebaum and all these other clever dealers do not care whether the wheat comes from Wichita, Hutchinson, Salina or Topeka so long as it is winter wheat of certain grade and quality. They are not buying an real estate; they are buying a commodity. They are organized on the basis of the commodity, while the growers are still breaking their own prices by remaining organized on the basis of locality. The growers are still dumping first as individuals, then, through their cooperative elevators, in small masses, instead of organizing all those masses and selling all the Kansas wheat, out of one central office.

Now, we are not against the cooperative elevators, even though men are in the room who have been telling you that. We are urging cooperative elevators to stop trying to do a job that they can't do; but are for their doing the thing that they can do, which is receiving, grading and storing wheat at a profit and then turning over the sale of that wheat to a group of specialists, who will be selling the wheat of that state in coordination with the sales of the wheat of other states.

What is the plan specifically? It is this: The advisory committee has worked out a plan under which the wheat growers of each of the important wheat states of the Union shall organize themselves into a non-profit, co-operative association for each of these important states; and then these associations from the different states shall be coordinated so as to get centralized control of the flow of the grain from eight, nine, or ten, and ultimately fourteen or sixteen important states in this Union.

We can't start first everywhere; so we are starting first in Indiana. Why are we starting first in Indiana? Because today Indiana has by all odds the best and most powerful Farm Bureau Federation in the entire United States. It, therefore, has an agency through which they can make easy contacts with all of the farmers and do the work rapidly and do it thoroughly and well and do it economically.

Our second state will be Kansas. For the first time in the last twenty years, all the leading farm groups of Kansas are a unit; and they have united on this very program. In Oklahoma, where they have already organized a great part of the wheat, we are going to give auxiliary help. We are not going to stop until we have six big campaigns and three auxiliary campaigns on before this spring is over. We won't start the work entirely until every wheat-growing state in the Union, all the way from Washington over to Pennsylvania and Maryland; is organized on the same plan for a national exchange to handle wheat for the growers, for the interest of the men who produce that wheat and for the consumer, who should not be exploited by the speculative dealer in grain.

Now, we are starting on that program today. How are we going to start? We are going to ask the

Farm Bureau Federation of Indiana to put on its own campaign in the State of Indiana. How do you put on a campaign? You bring contracts to the growers and you educate the growers on those contracts. We won't want a man to sign a contract unless he understands it. He not only has to understand the contract; he must understand what this movement is all about.

Now, mind you, the movement is ambitious. It is not to do a little thing; it is the first step in a national movement, to see if the farmer can't have a share in making the basis price on wheat. It is a big job; but it is no use doing the little jobs that have let you nowhere. We might as well get together and either fail or succeed on a fundamental thing in reference to wheat. So, we urge that you circulate the standard contract and see if the growers want this system.

Indian's Share 40%.
Indiana's share is to start with 40 per cent. And if you men are the men that I think you are, you are going to despise that 40 per cent and start even in Indiana with 70 or 80 per cent. Why, I talked this morning with one of the men who said that in his county, they will sign 90 per cent of the acreage; and, really, just between us, that is what I think all Indiana can do, if you will only set your wills and your minds to it. But we have put 40 per cent as the minimum because we think that ought to be obtained without any trouble. With 40 per cent in Indiana and later, we hope, in Illinois, and in Kansas, in Nebraska, in Oklahoma, in Texas, and moving upwards South Dakota, Minnesota, Montana, Washington, Oregon, and Idaho, you are going to have some wheat to sell. You are going to have something to say about the flow of the supply of wheat and, therefore, with the fundamental, basic price of that wheat.

Local Elevators Handle Wheat.
Now where is that wheat to be delivered? Well, you see, these cooperative elevators are all over the state. You don't want them to lose a cent of money by reason of your existence; so, you go to them and say: "Here, Mr. Elevator, we want to make a contract with you. We will contract with you. We will contract that all the wheat of our members around this territory must be delivered to you. You will grade it and store it for us; and we will pay you so much per cent on all your facilities for receiving grain, just for that service."

In many cases we won't have trouble in doing that, because in a number of these cases we will sign up the majority of the men in the co-operative elevators and they will make the elevators do it. In other cases we won't be able to sign them up, because some of these cooperative elevator men think this will lessen their importance, and they will keep their growers out of the movement. They have done it in all sections of the country. We won't get those elevators. Then what will do is simply tell the farmer: "All right. Deliver to any local elevator you want and turn over the elevator ticket to us" or, if you can't deliver to an elevator put it on a car, as we may advise, and shoot the bill of lading over to us. In any event, you will deliver it to the association; or, at the order of the association; or, at a local point where an elevator is under contract with association; or, at any available local elevator. You will take the grain.

What will the association then do with the wheat? It will pool it by grade. It will even try to find out if there is a milling premium for high gluten content or any other cause; and get that premium for the grow-

ers. In Minnesota, sometimes the mills have paid 16 cents a bushel premium for fine high gluten content wheat—but the farmer at the country point received from the smart local buyer the regular price of No. 1 Northern. It will grade the wheat, pool it by grade, then sell that wheat, take the proceeds, deduct the cost of doing business, distribute them to the growers so that every other grower for the same quantity, variety and grade of wheat. Every director will have to be in the same pool with the other members. If the director wants a good price for his own wheat he has to get that very same price for the smallest man in the whole association. If he wants to put a charge on the other fellow's wheat, he has to put that very same charge in his own. More of this business of the elevator manager telling the director when to sell and not giving a hang what happens to the little grower. You have an absolute community of interest and you do it by forbidding the marketing association to make a single cent of profit for itself; and, second, by seeing that there are no favorites in the actual marketing and handling of that wheat.

Now, as the wheat moves in, you will borrow money on it. You ought to be able to borrow 75 per cent of current market value of the wheat. That is distributed at once to the growers. Then as you take in money from sales, you pay off the loans. The balance goes into the pool; and you empty out these pool funds from time to time, as sales are made and money accumulated until finally all the wheat is sold. The association has deducted only the costs of doing business. All the funds belong to the members.

Not a Patent Medicine.
You may say: "He hasn't said a word about guaranteeing a top price." That is absolutely true. Cooperative marketing is not a patent medicine. It is not something that comes out and promises you the blue sky. It says to you: "Organize your business on exactly the lines that have proved successful with the dealers in the industry. Organize your business that way and it will give you, for the first time, a chance, an opportunity to make your industry successful. It guarantees nothing except opportunity and independence. It promises nothing except an intelligent method of meeting the problem, instead of the hopeless condition that you know you are in now."

That contract has no wild promises. That contract states no miracles. It simply says: "The association will organize with you. Nobody in it except you wheat growers, each man with the same relationship to the other. The group of them will pool for solving the problem." The problem is the same for all of you. You will pool that one problem and try to solve it by standing together instead of preventing a solution by standing apart, as you have done all these years.

The Central Agency.
The contract says that your state organization must tie up itself with other similar organizations that are being formed throughout the United States, so that by the end of 1924 there ought to be about seven of the states tied together in the American Wheat Growers Exchange, with its primary office at Chicago and secondary offices perhaps at Minneapolis and Kansas City and Portland, Oregon, and one on the eastern coast, and perhaps another one at Galveston. In short, we are taking through Indiana not the whole of the steps, but one step in a great big series of steps; and the whole series will lead the wheat growers to a control of their own industry.

(Continued on page 3)

Farmers Union Live Stock Commission Leading All on Kansas City Market

Volume of Business for First Quarter of Year 1924 Exceeds Nearest Competitor 376 Loads. Value of Live Stock Handled Over Two and One-half Million Dollars.

With the closing of the books at the Kansas City Stock Yards for the first three months of 1924 the following facts develop. The Farmers Union Live Stock Commission has headed the list of all commission firms here in volume of business each month during this quarter, exceeding its nearest competitor three hundred seventy-six loads for the first quarter of this year.

The four sources of revenue from which a commission firm draws its income are: consignments shipped in carload lots, consignments trucked or driven in, the resale of what is known as Seconds on the Yards, and the purchasing of stockers to be shipped back to the country. Here, with you will find a table giving the total number of head and valuation of each of the above four classes handled by the Farmers Union Live Stock Commission during January, February, and March of this year.

Cattle Shipments.		Valuation
Jan.	8977 head	\$349,078.65
Feb.	8293 head	350,754.50
Mar.	7534 head	312,267.10
Hogs		1,012,130.25
Jan.	37,602 head	\$529,842.49
Feb.	28,533 head	402,698.61
Mar.	21,834 head	326,754.92

Sheep		Valuation
Jan.	88,069	1,259,296.02
Feb.	674 head	\$6,015.30
Mar.	688 head	5,932.87
	415 head	3,493.03

56% of all carlot consignments received came from KANSAS—32% from MISSOURI. Other states, including Iowa, Oklahoma, Nebraska, Texas, and Colorado shipped the remainder.

Cattle		Valuation
Jan.	107 head	\$1,973.99
Feb.	61 head	1,373.14
Mar.	81 head	1,731.87

Hogs		Valuation
Jan.	249	\$5,079.00
Feb.	440 head	\$6,385.12
Mar.	243 head	3,301.08
	244 head	3,048.53

Sheep		Valuation
Jan.	927	13,217.74
Feb.	76 head	\$860.27
Mar.	22 head	207.49
	27 head	353.37

Hogs		Valuation
Jan.	125	1,421.13
Feb.	249	\$5,079.00
Mar.	440 head	\$6,385.12
	243 head	3,301.08
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Decrease in cattle receipts 10%

in hog receipts 14%, and in sheep 23%. In the face of this decrease in general receipts the Farmers Union Live Stock Commission has handled during the past three months 1998 carloads as compared with 1492 carloads handled during the corresponding months of 1923.

Further regarding this decrease in general receipts this fact is significant, that 193,313 hogs coming into Kansas City have been shipped direct to Packers. Of this number 94,194 were included in receipts counted in the Yards, but billed direct to Packers. Besides that 102,119 head of hogs have been billed direct to Packers, delivered direct to their plants, not included in receipts on the Yards.

The above facts and figures have a general effect on the business. We would now speak of a factor which has a very direct bearing on the good and well-being of the Farmers Union Live Stock Commission—the personnel of its force. Our people are working together in close harmony, each thoroughly sold to the idea that he must do his part towards making the FARMERS UNION LIVE STOCK COMMISSION a house of service, a profit-sharing organization. When the manager found advisable, because of light rains, to make a very material cut in salaries, from the manager right down the line without exception, the spirit of the force was evidenced in "IT'S ALL RIGHT." What we hope to do is to "sell" co-operative marketing as thoroughly to Farmers Union members over the state as it is thoroughly sold to the Farmers Union Live Stock Company employees in Kansas City.

FARMERS UNION LIVE STOCK COMMISSION.

TAXATION AND CULTIVATION.

In the beginning God created the Heavens and the Earth. And by cultivating and developing the Earth's resources man may obtain all his earthly needs. High taxes not only on the Farmer's Land and Live Stock but also on what he buys for his farm, and for his family. Why not discourage high taxation and encourage more of better cultivation? Here is what President Coolidge said on the subject in his message: "High Taxes reach everywhere and burden everybody. They bear most heavily on the poor. They diminish industry and commerce. They make agriculture unprofitable. They increase taxes on transportation. There is a charge on every necessity of life."

With such authority as the above, one has no hesitation in declaring high taxation is the chief of the farmer's troubles for the farmer pays not only his own taxes, which in Kansas have become burdensome, but he pays the taxes of the railways over which he ships his products from the farm to market and he pays the taxes on the supplies for his farm and family from the factory through the various hands of jobbers, wholesaler, and retailer, and the taxes on the railways over which his supplies are shipped to him.

The supreme court of Kansas in a recent decision declared as a matter of law that the public utilities of the state had a right to charge their taxes against the user of the utility in the rates. Railways, telephone companies, and other utilities have always in practice charged up their taxes to their customers, just as manufacturers and merchants have always charged their taxes to their customers, but now the Supreme Court has declared this practice by the utilities to be right and lawful. Under this decision, every railway, telephone company, telegraph line and other utility has the legal right to automatically raise its rates whenever its taxes are raised.

The bald fact is that the owners of other lines of business, do and always have figured taxes as part of what is called the "overhead" expense of the business. This overhead is always charged into the price of the goods sold, or the service rendered. The consumer, the customer, always pays, and the higher the taxes on a utility or a business, the higher the price of the goods or service to the customer.

Nearly everybody is able to pass on his taxes, except the farmer. The federal government formally recognizes this passing on of taxes by permitting all state and county taxes to be deducted from income tax returns, before figuring the amount of an individual's or corporation's taxes.

It has been repeatedly pointed out by numerous economic writers in recent years that one of the chief causes of the high prices of all goods, except farm products, was excessive taxes levied on all forms of business, which taxes automatically, passed on to the chief consumer, the farmer. The farmer alone cannot, in the nature of things, charge his taxes into the prices of his products, because he alone cannot fix the price of what he has to sell. He must sell on the world's market.

For example the International Harvester Co. has a fixed price on its line of agricultural machinery. Like all other business concerns, it figures what its overhead expense is

(Continued on page 3)

STATE WIDE POOL DRIVE IS ON

A Delegation of Thirty Agricultural Leaders of Kansas and The Nation Addressing Meetings as Per Schedule This Week

A delegation of thirty of the agricultural leaders of Kansas and the nation are appearing in Kansas during the week to address audiences of farmers and business men in practically every county or co-operative marketing and the 44,000,000 bushel wheat pool being signed up by the Kansas Co-operative Wheat Marketing Association. The final schedules each of these men will follow during the week were announced in last week's Kansas Union Farmer. All meetings have been called for 2 p. m., unless otherwise specified. The itineraries of the speakers the latter part of the week follow:

AARON SAPIRO, nationally known co-operative marketing counsel: Salina April 19, and Wichita, April 21.

SENATOR E. E. PRIZZELL, Larned, member of the executive committee for the 44,000,000 bushel pool: Garden City, April 18th, 8 p. m., and Lakin, 1:30 p. m., April 19.

GOVERNOR JONATHAN M. DAVIS, Pratt, April 18.

DR. BRADFORD A. K., president of Oklahoma A. & M. College, Stillwater, Oklahoma: Anthony, April 18.

J. N. KEHOE, vice president of the Burley Tobacco Growers Co-operative Association: Lexington, Ky. Cimarron, April 18, and Jettmore, April 19.

W. L. WALKER, president Oklahoma Wheat Growers Association: Scott City, April 18, and Dighton, April 19.

JOHN TROMBLE, President Kansas Farmers Union: Burdick, April 18, and Cottonwood Falls, April 19.

CARL WILLIAMS, owner and editor of The Oklahoma Farmer-Stockman, Oklahoma City, and former president of the American Cotton Growers Exchange, Dallas, Texas: Herington, April 18, and Abilene, April 19.

JOHN MANLEY, Enid, secretary Oklahoma Wheat Growers Association: Goodland, April 18, and Colby, April 19.

W. P. LAMBERTSON, Fairview, member state board of administration and of the 44,000,000 bushel pool executive committee: Phillipsburg, April 18 and Osborn, 19.

L. E. DEVOSS, manager, The Farmers Union Jobbing Association, Kansas City, Mo.: Leonardville, April 18.

C. E. BRABSTED, secretary, Kansas Farmers Union: Osage City, April 18, Alma, April 19.

CHARLES G. HENRY, president, Arkansas Cotton Growers Co-operative Association: Maryville, April 18, Washington, April 19.

M. O. GLESSNER, state lecturer, Kansas Farmers Union: Hoxie, April 18, Morland, April 19.

WILLIAM H. SETTLE, president Indiana Farm Bureau Federation, Indianapolis, Ind.: Meade, April 18.

W. C. LANDSON, chairman of the state organization committee for the big Kansas Wheat pool and national lecturer for the Farmers Union: Quinter, April 18, and Oakley, April 19.

The Kansas Union Farmer

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DON C. ESTES, Director of Advertising

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Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the local 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 seven days before the date of publication. Notices of meetings should be handled up until noon Saturday on the day preceding publication date.

Change of Address—When change of address is desired, 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 17, 1924.

MISTAKES OF BANKERS.

The bankers are about the smartest bunch of business men in the country but some of them are smarter than others. The best bankers keep well informed. They study their own customers and the general conditions of business. In an agricultural section most bankers understand that the safety of their business depends on the prosperity of the farmers. The wheat grower who must renew his notes from year to year and add the interest to the principal is not an asset to the business community in which he lives and is a serious threat to the solvency of the banks that hold his paper. Most bankers know this but have very hazy notions as to ways and means that will convert farmer customers who are liabilities into assets for the banking business.

In Kentucky the bankers have learned that cooperative marketing has already brought prosperity to the tobacco farmers. There the bankers are all ardent advocates of cooperation. They advise their customers to sign the contracts. They participate in the campaigns to secure more members. Most important of all they back the cooperative association with their resources and cash the participation tickets of the growers not only in making advances on delivery of crops but they go further and when necessary advance the farmers the full value of the crop.

Many Kansas bankers are supporting the Big Wheat Pool. It is safe to say that all Kansas bankers that understand the purpose and the plans of the Pool are friendly to the movement. Others, usually those who are badly informed or are interested in the grain trade are antagonistic. Some are afraid that they may lose the money that they have advanced on crop mortgages. Other, fortunately only a small number, do not want their customers to have any financial transactions except with themselves. All who are opposing the pooling movement are making a big mistake and one that they will regret after it is too late.

There are a good many bankers who believe that the Banker-Farmer diversification plan is all that is necessary to save agriculture. They are right about the necessity for sufficient diversification to make every farm self-supporting by producing feed for its animals and food for the family but they overlook the fact that there are large areas of agricultural America that are essentially one crop sections so far as cash income is concerned. It is no favor to a farmer for his bank to enable him to buy milk cows that cannot be fed on the farm. No farmer who must sell milk and eggs to buy feed for his cows and chickens is likely to make much money out of the poultry or dairy business.

The biggest mistake that is made by many bankers is the assumption that it is not worth while to cooperate in programs that the farmers themselves work out. The men who grow wheat are just as well able to understand the processes of marketing as are the bankers who finance them. Cooperation between the farmers and the bankers should be very helpful and will be if the bankers show a willingness to support the farmers' programs. They should not expect to do all the brain work and leave all the muscle work to the farmers.

THE BIG SPEECH WEEK.

The six day period beginning April 14th and ending April 18th may go down into Kansas history as "The Week of the Big Wind." The leaders of the cooperative movement from all over the United States are coming into Kansas to assist in the sign up of the Big Wheat Pool. It will be a busy time for the farmers but every wheat grower in the state can spare the time to attend the big meeting in his own county. He is false to himself and his brother farmers if he does not do so.

Among the speakers who have been invited and who have agreed to come here are Ex-Governor Frank O. Lowden of Illinois, Carl Williams of Oklahoma, J. B. Stone, general manager of the Burlington Tobacco Cooperative Association of Kentucky, A. O. Davis, Secretary of the National

Farmers Union, Walton Petee, Secretary of the National Council of Commodity Marketing Associations and many others equally distinguished in the field of cooperative marketing. Farmers should watch the papers and make sure of the dates and places of these meetings.

THE McNARY-HAUGEN BILL.

No farmer or farm organization can afford to oppose the enactment of the McNary-Haugen Bill. If it becomes a law the price of wheat will be increased and the purchasing power of pre-war days will be restored.

The proposed corporation will handle only export wheat which will make it all the more necessary to have efficient cooperative marketing agencies for merchandising the grain consumed in this country.

No government subsidy is proposed. All of the expenses of operation and all the losses on exported wheat will be collected from the wheat growers themselves out of the increased price that they will get for their wheat consumed in this country.

Wheat growers of Kansas should do two things about their business right away. They should ask their congressman and senators to support the McNary-Haugen Bill which will provide an outlet for their surplus grain and they should join the Big Wheat Pool that will enable them to merchandise the wheat for domestic consumption directly to the millers. The benefits from the Export Corporation will depend very largely on the effective organization of wheat growers into cooperative marketing associations.

INSULTING THE WHEAT FARMER.

One of the favorite arguments used by the grain traders in resisting the organization of the Kansas Cooperative Wheat Marketing Association is that it will be wholly impossible for western grain growers to do what has already been accomplished by the cotton planters and the tobacco farmers. In other words groups made up very largely of illiterate whites and wholly ignorant blacks have been able to establish a marketing system that is too complicated for the intelligent, progressive and well informed wheat growers of the middle west.

The grain traders can hardly be blamed for their light opinion of the intelligence, courage and constructive ability of the wheat farmers but it is none the less insulting for them to express it so freely and generally. Perhaps the western farmer may conclude to do something for himself now that he knows just what the men who have grown rich off his business think of him.

GRAIN TRADERS AND COOPERATION.

The organized grain trade has finally become the champion of what it is pleased to call cooperation. This is quite a change of sentiment. Only a few years ago the speculators were in open opposition to anything that carried the word cooperative in its name. For a long time admission to the organized markets was refused all cooperative associations. Even now memberships on the various boards can be secured by farmers companies only on conditions that are prescribed by the traders.

The Minneapolis Board of Trade has always been the determined foe of cooperative marketing. It is now posing as the friend of the cooperative elevators that it pretends are in some sort of danger from the pooling movement. Farmers should understand that it is not the cooperative elevators that are threatened by the new movement but the traders exchanges on the central markets. Local cooperative elevators have nothing to lose and much to gain from the success of the pooling movement. The organized grain trade has nothing to gain and everything to lose if cooperative marketing succeeds and so is making a desperate and wholly unscrupulous fight to convince farmers that there is a grave threat to their prosperity concealed in the contract of a cooperative marketing association. The Daily Market Record published by the Minneapolis Board of Trade recently reprinted the following untruthful editorial from the Grain Dealers Journal:

"Cooperative elevator companies, everywhere are protesting most vigorously against the use of the word cooperative by the wheat pool promoters who are seeking to enslave the farmers for five years. The shrewd farmers who are working strenuously to induce the farmers to sign a five years contract hope to ensnare the farmers by the false incorporation of the word 'cooperative' in their names. None of these marketing associations are cooperative either in spirit or in letter. The self selected promoters of the pools name their own salaries, select solicitors, employ elevators to handle the grain for them, tell the farmer how much he will get at the start and how much they will let him have when all the grain has been disposed of and tell him when they will pay for it. There is nothing cooperative about their marketing associations except that they all cooperate to rob the farmer. It is simply a private graft and some of our hare-brained politicians are helping the grafters to put it over. Farmers who are prejudiced against the established marketing machinery are to walk into a trap of this character are surely hooked for five years of expensive punishment."

Here is conclusive proof that the grain trade is scared to death about the spread of the pooling movement. Otherwise there could be no explanation of the publication of such an aggregation of false and scurrilous statements. It would be impossible to crowd more lies and more evidence of ignorance and prejudice into one short paragraph. The leaders of the cooperative movement have never attacked the individuals who are engaged in the speculative grain trade. They have denounced the system as inefficient, costly and ruinous to farmers. No statements made justify the wholesale characterization of many of the best men of the country as fakers.

If all advocates of cooperative marketing are

fakers then the president of the United States who recommended this new plan in his December message to congress is a faker. The governors of Oregon, Colorado, Nebraska and Kansas are fakers. Senator Arthur Capper and a great body of his colleagues in each house of congress are fakers. Frank O. Lowden, Robert W. Bingham, Carl Williams, William Hirth, O. E. Bradfute, C. S. Barrett, Ralph Snyder, John Tromble, E. E. Frizell, W. P. Lambertson and scores of others of the most intelligent farm leaders and public men of more than thirty states are fakers.

For a trade that has produced "Old Hutch," the Leiters, Jim Patton, and scores of other notorious gamblers who have made fortunes from farmers' losses to characterize the leaders of the cooperative movement as fakers is a piece of impudent effrontery.

The grain trade not only assumes authority to fight cooperative marketing but to set up its own definition of cooperation. The plan upon which the various wheat growers' association is organized is truly cooperative and has been so named ever since it was first worked out by the farmers of Denmark more than forty years ago. More than five hundred associations in the United States, with more than one million members, marketing more than two billions of dollars worth of their crops annually through their own agencies will be surprised to learn that they are not cooperators.

The promoters are not self selected. Every cooperative marketing association in existence was organized by a committee made up of actual growers of the crop to be sold. The employees of the Organization Committees and of the Associations after incorporation do not fix their own salaries but work for pay that is determined by the growers. Contracts with elevators are not made by the "promoters" but by the directors of the legally incorporated associations all of whom must be wheat growers and signers of the marketing contract. The same boards of directors determine the advance payments to the members on delivery of their grain and the time and amounts of the subsequent payments. There are no profits in the pooling business except for the growers themselves and the relatively small salaries paid the employees, salesmen and officers are insignificant when compared with the farmer, the legitimate profits, and the gambling results of speculation in the grain trade.

The five year contract so vigorously denounced by the Grain Dealers Journal is nothing but a plain, simple business agreement that wheat growers enter into with each other that for a term of five years they will sell their grain through their own agency and nowhere else. Its purpose is to establish marketing machinery through which farmers may merchandise their wheat on terms and conditions determined by themselves. Henry Ford would not be worth a billion dollars today if he had turned his marketing over to a gang of gamblers and speculators to be carried on for their own profit without any regard for the rights of either the manufacturer or the user of his automobiles.

No one can forecast the future with mathematical certainty but the plans of the pooling associations are absolutely sound. They are exactly like the methods that have made great fortunes for the Ford, the McCormicks, the Rockefellers and the other great producers of manufactured products. They are identical with the methods that have enriched poultry producers in Denmark, fruit growers in a half dozen American states, cotton planters throughout the south, and tobacco growers in a dozen states. They may not realize all the hopes of their farmers but it is certain that no punishment the signers of the contracts bring on themselves can be any worse than they have been enduring from the grain trade for three generations.

In all these discussions the main thing to be remembered is that the organized grain trade has fallen down on its job. For nearly a hundred years it has had the field to itself and has never yet, except in time of war, been able to sell the farmers' wheat for the cost of production.

WATCH YOUR POLICY.

Many members of the Farmers Union are still paying old line fire insurance companies more for fire protection than the service is worth. They had taken out policies before Cooperative Insurance was called to their attention. It is not the policy of the Farmers Union Mutual Insurance Company to ask the Union to sacrifice premiums already paid. Therefore no attempt has been made to secure business from farmers who had secured necessary protection before they joined our organization.

It is entirely fair, however, to ask that no such contracts for insurance shall be renewed. The Farmers Union Insurance Companies are well managed. They are conducted by men who know the way about, who are safe and conservative in their methods. Every member of the Union should become a patron of his own cooperative insurance company just as soon as his policies now in effect with an old line company expire.

THE JOBBING ASSOCIATION

The Farmers Union is again on the job of saving money for its members. The State Board of Administration has allotted about \$800,000 pounds of binder twine to the Jobbing Association for this year's distribution. Orders for that amount or perhaps a little more have been taken. The price to cooperators who use the twine will be less than the wholesale price of the trust twine to dealers.

The wheat growers of Kansas will save a million dollars on binder twine alone this year because a group of Kansas farmers had the courage to establish their own business in Kansas City and to support it after it began its operations. The Jobbing Association is one of the most beneficial self organizations that has ever been formed to render cooperative service to agriculture.

Stone.

The New Attorney General

Of these United States, appears to be considerable of a man. He is one of the very few foot ball players who was able to do his part on the gridiron and at the same time do enough work with his books to earn an election to Phi Beta Kappa which is the highest scholastic honor attainable by an American college student. After he finished his four years' course at Amherst where he was a fellow student with Calvin Coolidge, Stone studied law for four years at Columbia University in New York City.

As a law student Stone was just as much in earnest as he had been during the four years at Amherst in which he qualified for his degree in arts. After his graduation he became a member of a law firm of which Herbert J. Satterlee, brother-in-law of J. P. Morgan was a member. He also retained his connection with Columbia and served the law school of that university successively as instructor, adjunct professor, professor and dean at the same time that he was practicing his profession. There is nothing in this record to show that he was not valuable and successful in all the various positions that he held.

Although Stone's law firm engaged in corporation practice there has been no charge that it was ever mixed up in any way with any of the questionable enterprises of big business. The Morgans have done some amazing things in the business world but they have always been square. The new attorney general has no friendships or business connections likely to impair his usefulness as the chief law officer of the republic.

The fact that Mr. Stone is an ardent fisherman is a pretty fair indication that he is the right sort of man. The disciples of Isaac Newton are invariably men that can be trusted.

Receivers

Are Now Selling

All that is left of the once great possessions of the Uncle Sam Oil Company. So ends the dream of one of the most remarkable men ever developed in Kansas. Harry Tucker, more formally known as H. H. Tucker, Jr., has spent more than twenty years in an unavailing struggle to break the monopoly of the Standard Oil Company. He has had the cooperation of about thirty thousand men and women of every state in the Union and of many foreign countries who have given him their confidence and supported him with their money.

Just once in his career Tucker was on the verge of success. He obtained a lease on practically the entire acreage of oil and gas lands owned by the Osage Indians. There never was any evidence that any dishonest methods were employed to induce the Council of the Osage Nation to grant and sign that lease but the interior department, at that time dominated by Walter L. Fisher of Chicago, disapproved the contract that Tucker made with the Indians. Had that lease been allowed by the government the Uncle Sam Oil Company would now own property worth into billions of dollars.

Tucker always maintained that his lease was disapproved on account of pressure brought to bear by the Standard Oil Company and was indicted in the federal district court of Oklahoma for publishing and uttering statements intended to destroy the confidence of the public in the integrity of officials of the interior department. It took a jury ten minutes to find him not guilty.

No man ever fought in any cause with more unflinching courage. Tucker's father, H. H. Tucker, Sr., was one of the scouts in General Forsyth's command during the famous Arickaree campaign. The son seems to have inherited the dauntless spirit of the father who risked torture and death when he volunteered to bring aid to his beleaguered Indian friends on a sandy island in the bed of the Arickaree river in eastern Colorado.

Beach.

Just Elected Mayor

Of Kansas City, Missouri, has a big job on his hands and appears to be big enough for the job. He is a native of Lawrence, Kansas, and a graduate of the college of liberal arts and of law of the University. For nearly twenty years he has been practicing his profession in Kansas City, Mo. During that time he has always been allied with the forces of righteousness, good government and fair play. He has served on the board of aldermen and is thoroughly familiar with the needs of Kansas City and with the difficulties of carrying on a

clean city government.

It is also worth mentioning that Raymond J. Delano who was campaign manager and chairman of the Republican Central Committee of Kansas City during the contest that resulted in the overthrow of the democratic machine that had been in uninterrupted power for fourteen years is also a Kansas. He was a country boy on a farm near Fulton in Bourbon county. He was graduated from the Fort Scott Public High School and later from the University of Kansas where he took degrees in both arts and law. For nearly twenty years he has been practicing law in Kansas City, Mo., and by his character and achievements has won a high place in the confidence of his professional brethren and of the people.

Beach and Delano are still young men. They have laid such solid foundations for usefulness and public service that either of them may yet succeed that other distinguished graduate of the University of Kansas, Chancellor Herbert S. Hadley, who was one of the very best governors of Missouri.

Small

Was Renominated

For the governorship of Illinois in the face of the fact that a very large proportion of the people of that state believe that his personal fortune is largely the result of his connection with the public offices that he has held. In the same election McCall McCormick was defeated as a candidate for renomination for United States senator. There has never been a charge against Senator McCormick. He is known to be honest, able, unselfish and incorruptible. He has served in the senate with distinction to himself and credit to his party and state.

The triumph of Small and the defeat of McCormick on the same day and in the same election is only another of the incidents that confirm many folk in a rather pessimistic belief that the citizenry of this republic are no longer competent to exercise the privileges of self government.

Labor

Is Worthy Its Hire

And must have living wages. The working man should have income sufficient to provide a home for his family, to educate his children and to enable him to accumulate funds enough to assure safety and security in old age. These essentials all the organized crafts have been able to get by sticking together in their highly effective trades unions. In their long struggle to secure an income to enable them to maintain the American standard of living organized workmen have had the sympathy and the cooperation of most of the groups of organized farmers.

It is well to have power but not always wise to exercise power without due consideration of the rights and necessities of others. Through their highly effective organizations on forty-one western lines have just secured an advance of five per cent in their wage scales. The victory was easy not because the railroad executives were afraid to fight but because the railroads wanted another argument to use against the just demand for lower freight rates. By allowing an increase in wages that may not amount to more than \$5,000,000 a year the roads now have a new argument against a demand for a reduction in freight rates that should amount to more than \$200,000,000 a year.

Thoughtful men must admit that the railway workers made a very serious mistake for comparatively small results. They did not need the small increase in wages that they have received. The average labor income of railroad workers is now more than three times the labor income of the average farmer. The farmers have steadfastly resisted the demand that wages and prices be adjusted downward to the level of the price of agricultural products. They have a right to expect and to insist that labor assist them in advancing the prices they must have for their crops if they are to continue in business. Instead of that labor, because it has the power, has added another burden to agriculture and has played the game of the railroad presidents who are determined to stabilize transportation rates on the present level.

Agriculture

Is Very Largely

To blame for its own plight. Thousands of farmers will denounce labor

for insisting on the five per cent wage increase that has just been conceded by the western roads. Such men forget that the workmen get that increase because they are effectively organized and are thereby in a position where they can merchandise their labor terms and conditions made by themselves.

Effectively organized the farmers would be in better position than the slay workers to make terms profitable to themselves. Agriculture is the only business in America that has a complete monopoly of the production of necessities. If Henry Ford has a complete monopoly of just one thing that every human being must have every day he would soon have all the money in the world. Farmers have an absolute monopoly in the production of nearly everything that all men must have to live and yet lose money all the time. Farmers sell all their crops on a buyer's market. They can never have prosperity until they merchandise their products on a seller's market through their own marketing agencies.

Relief

For Agriculture

Is getting some consideration at Washington. The senate committee on agriculture has made a favorable report on the McNary-Haugen Bill and will probably soon put its stamp of approval on other measures. There is no indication, however, that any of these bills will get through. As always seems to be the case the farmers themselves are not united.

Most of the great agricultural organizations like the Union and the Grange have endorsed the McNary-Haugen bill. The commodity marketing associations are divided. The Wheat Growers of the northwest are for the bill. The Wheat Growers of the southwest have resolved against it. The wise members of congress and senator would do well to learn whether it is the farmers or the men that the farmers have hired to attend to their business for them that are opposing this measure.

All farm leaders, whether of educational or marketing associations should realize that in opposing the McNary-Haugen bill they are in open alliance with the organized trade and with all the other predatory interests that profit from the existing methods of marketing farm products. It is not an inspiring spectacle to see the president of the Chicago Board of Trade and the president of a federation of farmers and cooperative elevators working together to defeat a measure that is certain to increase the price of wheat about fifty cents a bushel if it is enacted.

Ford

Is a Hard Man

To eliminate from politics. Some months ago he declared that Coolidge is good enough president for him and that he had, at that time, no thought of becoming a candidate for the presidential nomination. A praiseworthy declaration to find out just where Henry is, what he stands for and of what party he is a member. The country has pretty well made up its collective mind that as a presidential candidate Mr. Ford is the most successful manufacturer and salesman in the world.

Now the chairman of the Michigan democracy demands that Ford declare himself again. He is asking a good deal for it would take quite a lot of declaring to find out just where Henry is, what he stands for and of what party he is a member. The country has pretty well made up its collective mind that as a presidential candidate Mr. Ford is the most successful manufacturer and salesman in the world.

Coolidge

Is Over The Top

In his campaign for delegates to the National Republican Convention. Before this paper reaches its readers much more than a majority of the delegates will be pledged to the president. Senator Hiram Johnson has closed his expensive headquarters in Chicago. In his swan song as a candidate he says that his only purpose is to purify the republican party. He proposes to continue that great work as long as his strength and vocabulary hold out. A praiseworthy ambition in which he has the good wishes of all his fellow citizens.

Now if some unselfish patriot will volunteer to render the same service to the democracy a brighter day will be almost at hand. As between using Sinclair money to pay deficits in the republican campaign fund and Doherty money to pay the debts of the democratic campaign committee there is so little choice that many good folks who have always been strong party men are ready to say, "A plague on both your houses." The old parties must clean house or a third party will do it for them.

KANSAS WOOL POOLED FOR THE THIRD SEASON.

Eleven hundred sheep growers make up the membership of the Kansas Sheep and Wool Growers' Cooperative Association, Manhattan, Kansas, which held its third annual meeting at the State Agricultural College on February 6. This association was organized at Manhattan, December 21, 1921. As 90% of the Kansas wool is produced by small farm flocks, the local markets for both mutton and wool are usually unsatisfactory and the wool pools have been found very advantageous. The charge for grading, selling, unloading and loading of car-load shipments at Chicago, storage and insurance for five months has been from two and three-quarters to three cents a pound. Aside from the matter of prices the manager believes that other resultant benefits from pooling should be noted, which he summarizes as follows:

1. Encourages the production of better quality of wool by selling on a quality basis.
2. Reduces transportation charges by shipping in large amounts.

3. Eliminates unnecessary dealing, speculating, grading, handling and short hauls, by selling direct to the mills.

4. Establishes a more uniform market by selling direct to the mills as they can use it, thus avoiding overstocking the market shortly after shearing.

5. Accumulates the small amounts of wool of all the small growers into large amounts, thus giving the small amounts of each grade the advantage of large amount selling prices.

6. Encourages better preparation of wool before it leaves the producer's bands.

7. The pool enters the marketing field in competition with dealers and speculators.

Commissions on sales of the 1923 pool brought \$1,227 to the state association, while membership dues and sales of capital stock brought in \$1,227 to the state association, while membership dues and sales of capital stock brought in \$1,000. Total disbursements amounted to \$1,192.

GREAT GAIN IN SIOUX CITY.

A gain of 82 per cent in the number of cars of live stock handled was shown by the Farmers Union Live Stock Commission in Sioux City in the first three months of this year, compared with the first quarter of 1923. The volume of business in the first quarter this year was 2,551 cars, consisting of 403 cars of cattle, 2,459 cars of hogs and 12 cars of sheep. Last year in the similar period the volume was 1,566 cars, consisting of 204 cars of cattle, 1,360 cars of hogs, and two cars of sheep. Commissions collected in the quarter just closed amounted to \$48,886.47, and expenses to \$17,590.59 leaving a net saving of \$31,095.59. This compares with commissions of \$25,980.32 collected in the similar period last year with expenses amounting to \$8,812.45, leaving a net saving of \$17,107.87. — Nebraska Union Farmer.

IN AUSTRALIA.

84 per cent of the 1923 wheat crop of New South Wales, Australia, was pooled by the West Australian Co-operative Association.

Boys' and Girls' Club News

CLUB WORKERS TO

HAYS ROUND-UP
More than 100 boys' and girls' club teams are in intense training this week for the Hays Round-up, scheduled for April 25-28.

The first day will be devoted to judging work by teams representing the seventh and eighth districts, six classes will be judged: Breeding sows or gilts, dairy cows, draft horses, beef bulls, beef cows and fat barrows.

The second day of the contest will be devoted to explaining the results of experiments conducted during the year. Many breeders and feeders from all over the state attended the annual event.

TWO DELAWARE CLUB GIRLS

MAKE VERY FINE RECORDS

The outstanding club girl in the State of Delaware for 1923 is Tabitha Melvin, of Kent County. Because of her excellent achievements, she was awarded the trip to the National Boys' and Girls' Club Congress, held in Chicago, December 1 to 8, according to a report received by the United States Department of Agriculture. Tabitha was enrolled in club work in the fall of 1921. She did her work well and attended the program. In 1922 she was made the boys' and girls' short course at the

University of Delaware and proved a fine student. She caught the spirit of service, which is the keynote of club work, and an her return organized a club of 31 girls. These girls not only learned to sew, but to organize and conduct meetings. Tabitha's club completed its program successfully. Her leadership ability, and perseverance were qualities which had weight when she was chosen from among five girls who were eligible for the prize trip.

The best record of work completed was submitted by Grace Souders, of Farmington. During the year she made a pair of towels, a pair of pillow cases, bloomers, dress, middie suit, nightgown, coat suit, princess slip, sweater, and doll clothes for her little sister. The total cost of the articles was \$18.20 and the total value was about \$42. The standard of Grace's work has always been high. In both years of club work she has won the silver medal awarded for the best all-around exhibit by an individual. Last summer she received a scholarship at the junior short course. While there she was chosen to represent the Delaware club girls at the Maryland club girls camp. The fall she was made local leader of the Farmington girls' club.

TAXATION AND CULTIVATION

(Continued from page 1)

by adding together its cost of raw materials, its cost of manufacture, transportation or raw materials to its factories, and cost of transportation of the completed machines from the factories to the place of delivery to the retailer, then its upkeep of its factories, its interest charges on its indebtedness, then its taxes, and finally its taxes. All these things, and probably some other items, are added together to determine the price of the machines. The retailer pays this price or he cannot buy the machines. Both the manufacturer and retailer have added their taxes to the other costs, and the farmer who buys the machines pays it all.

And so many writers on taxation point out, as long as the cost of manufacturing stay up, and as long as the taxes on the manufacturer, wholesaler, and retailer stay high, the price of the goods are bound to stay high. While thrifty Americans were piling up a record per capita savings of \$185.40 in 1923, the federal, state, county and municipal government under which they live were piling up a per capita indebtedness of \$301.66 for them to pay off.

A recent writer on taxation in Collier's describes the history of a motor car which he traced from the mines and forest to the consumer. He found that in the price of the car, as paid by its final owner, there was rolled up seven different taxes. He found that the taxes on the iron and lumber had been passed on to the manufacturer, that the manufacturer had passed this tax on to retailer and had added manufacturer's tax along with cost of manufacturing, etc., and the retailer had been taxed on the car while it was in his salesroom, and he had in his turn added his tax on the land and buildings of the factory, the manufacturing company's income and corporation tax, its excess profits tax the taxes on the railways which had transported the materials for the car, and the completed car, the tax on the land and building of the retailer, his corporation tax, and the tax on the car itself while in the retailer's show room. The same rule applies to farm machinery and all other manufactured articles purchased by farmers.

If the manufacturer of machinery cannot get his price including the taxes and cost of manufacturing and delivering the goods, he must either shut down his factory or go broke. He can and often does shut down abruptly. A factory can be closed up, the force discharged in a few days time, and nearly all the expenses of the concern stopped.

But a farm cannot be shut down like a factory. It takes one year to produce a crop of wheat, and longer to produce cattle. No farm can

shut down for a part of each year, like a factory and thus save expense. The live stock man has been many years building up a herd, or getting his fields into productive condition. When a factory shuts down its expense is reduced to a minimum, its machinery stands there ready to start up at a day's notice. While it is shut down its taxes almost entirely stop.

But a farmer's taxes go on whether his farm is producing anything or not. His big tax is that on his land, which goes on whether the land has produced anything or his crops have totally failed.

Should a farmer have a mortgage on his land? He pays the whole tax on the whole valuation while really he is only a share holder in the investment.

The farmer is the big consumer, therefore the big tax payer, aside from his land taxes. One farm family spends many times as much in a year as a town family of the same value of life. The town family spends money for a house, fuel, clothes, amusements, school books, and food. The farm family in addition to these items buys machinery for working the farm, harness, and all the work animals, concentrated foods for the animals, fence posts and wire, tools, wagons, paint, and a hundred other things, which no town family living on wages or a salary ever purchases. And on all these goods which the farmer buys at the prices which the money family does not, the farm family pays the accumulated taxes of the manufacturer, the railway, and the retailer.

Thus the farmer, being the big consumer, is the big tax payer entirely aside from his direct taxes in his property. But unfortunately he is the one who has the least to say regarding what his taxes shall be except his local school taxes.

As a team, corn and hogs have outproduced any other that American farmers ever used. Hogs are not only mortgage lifelines, but home-builders. They have not only provided the means with which to build most farm homes in the cornbelt, and to pay for and to improve most farms in that region, but money from the sale of hogs has enabled the bulk of corn-growing farmers to maintain a high standard of living, and educate their children. Corn and pork which it has produced have ever made it possible for great cities to grow and flourish in the Mississippi Valley.

America holds a commanding position as a corn producer. No other country can offer it formidable competition in the production of this incomparable meat-making grain.

The taxation experts tell us that one-fifth of the wealth of the country pays no taxes whatever, being invested in tax exempt bonds. Since the cost of government is no less on

that account, that means, brethren, that the other four-fifths of us must dig a little deeper and pay one-fifth more.

It is not good for a country, and not fair, to create, as this country is creating, a special class of well-to-do people who enjoy this form of special privilege. This tax-exempt class of people get all the benefits of our country but contribute nothing toward its support. Unfortunately they are usually influential people in their communities, and since it will not cost them anything, are too often using their influence toward increasing the taxes on the rest of us, by "boosting" for all sorts of great public expenditures.

The lesson of history are worth recalling. France, under its kings, emptied the nobles from all taxes, and made the peasants pay the whole cost of an extravagant government and brought on the revolution. Recently Russia did the same thing. The nobility were exempt from taxation, the whole cost of the government local and national being casted on the backs of the peasants, and we know what happened.

Shall we go on and have the experience of France and Russia? or, shall we encourage farmers and farming which produces the staff of life and which is the greatest support of all industries?

We are not a pessimist, we are not a farmer (but we have been) we are a tax payer and have been many years and day by day in every way they are getting higher and higher.

HACKNEY HARMONY

HOUNDS.

The Banquet was served by the ladies of the Presbyterian Church. Music was furnished by the Hackney Harmony Hounds, consisting of Ray Chapman, Ebb Whitson, J. C. Felts, and G. A. Beach. This quartet was the hit of the recent convention of the Farmers Union at Emporia, when it was invited to go to Washington. The quartet sang its message on the big Kansas wheat pool and delighted the more than 100 who enjoyed the occasion which was enlivened with good fellowship, good stories, good food well served and good addresses.

From the Winfield Daily Free Press.

Cooperative Wheat Marketing

(Continued from page 1)

Now, you might say, "Even if they get that, what they accomplish?" Any man who knows business will tell you that if you control 50 per cent or more of any given industry, you are the dominant factor in making the price value in that industry.

If you can pool surplus with Canada and pool surplus with Argentina—because even the Argentine is interested—perhaps, men, you will even have something to say with the price of wheat away over at Liverpool.

Men, here is my prediction: If you do your work well, within five years from now, there will be a committee representing the growers of the world sitting at Liverpool and helping to make the price of wheat for the consumers of the world, protecting those consumers against exploitation, and protecting the growers of the world against speculative depression.

It is also my prediction that within three years, if the American growers will awaken to the opportunity, there will be a committee representing the growers of the United States sitting at Chicago and handling from one-third to one-half of all the wheat of the United States; handling that from a domestic standpoint, so that they will get a fair protected price in this country; and handling the exportable surplus, so that we will get a fair price for that surplus by reason of the great international pool.

I am not accustomed to seeing visions. You men know, well enough that I have had the privilege of helping some of your own people in setting up some of these big tobacco and cotton co-operatives all

through these states. I know this can be done; and I know it can be done; and I know it can be done more easily with wheat than it could be with prunes. Go tell the men who raise that point that there is a limited market on prunes. You have to sell to a few men; if they don't want to buy, good night, your association is almost ruined! But wheat is the primary food of the world. There isn't a day on earth when you can't sell wheat somewhere at some price. There is a constant open market for wheat; and at some value it is good collateral in every civilized point in the world. Wheat should be the easiest, not the hardest, of all the commodities in the United States to organize and sell rightly when once organized.

Overproduction Stories.
Men, I know all the stories they tell about an over-production of wheat; yet, every bushel of wheat that is raised in the world from the time of Joseph in Egypt, has been eaten by the consumers. It is not always eaten in the year it is produced. Somebody carries the surplus; and the man who carries the surplus names the downward price on your wheat.

The trade does not help to educate the growers. The trade likes a little overproduction, because that overproduction enables them to frighten the life out of the growers and to make the growers dump and give away their wheat for almost nothing. All I have done this morning is tell you in general terms what the aim is. Then I have told you in fairly definite terms what the contract will say. Then I reminded you that it won't perform miracles; and you don't ask for miracles. All you ask is a fair chance, the same chance on your wheat that the dealer has had on that same wheat. And if you growers will organize, create your own association, co-ordinate our association with all these other similar associations, I tell you it will be the greatest and finest step you have ever taken in all your lives; first, to put your industry on a sound basis; second, to improve the state of mind of the citizenship on the American farm.

Growers are Helpless.
Our growers today are all helpless and hopeless and desperate. Go, teach them what they can do for themselves. They don't need an outsider to come in and do it for them. They don't need speculators to show them how to get nothing for their wheat. Nobody can do that. Show them that by standing together and pooling their problems, your people can help themselves. As soon as they know the power that is in their hands then they will get hope and they will get strength and they will be able to solve their problems.

KANSAS CITY HAY MARKET.
Receipts this week show: Prairie 160 cars, Alfalfa 426 c's, Timothy 98 cars, Clover Mixed 6 cars, Clover 5 cars, Straw 2 cars. Total 697 cars. Total receipts last week were 489 cars and a year ago 385 cars.

The market on Prairie hay is quoted unchanged to fifty cents lower this week, with a good demand for all sound hay. Alfalfa is one dollar down with a good demand for upper grades, especially dairy quality. Straw is fifty cents lower.

Nominal quotations are as follows:

Prairie: No. 1—\$14.50-15.50. No. 2—\$13.00-14.00. No. 3—\$9.50-12.50.

Alfalfa: Sel. Dairy—\$20.00-31.00. Choice—\$27.50-28.50. No. 1—\$26.00-27.00. Standard—\$21.00-25.50. No. 2—\$15.50-20.50. No. 3—\$10.00-15.00.

Timothy: No. 1—\$20.50. Standard—\$19.50-20.00. No. 2—\$18.00-19.00. No. 3—\$14.00-17.50.

Clover Mixed: Light—\$19.50-20.50. No. 1—\$17.50-19.00. No. 2—\$13.50-17.00.

Clover: No. 1—\$18.00-20.00. No. 2—\$12.00-17.50. Straw—\$7.50-8.00.

FARMERS UNION

INSECT TREATED

BETTER

PRICES LOWER

Planters State Bank

Salina, Kansas

By the decision of the Supreme Court of the United States upholding the Guaranty Law, your deposit in this bank is as safe as a Government Bond.

OFFICERS AND DIRECTORS

Fred H. Quincy, Pres.; Guy T. Holverson, 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.

Watson's Best Berries are just what the Brand Indicates—They Are the

BEST

WATSON WHOLESALE GROCERY
SALINA, KANSAS

PRICE LIST OF LOCAL SUPPLIES	
Application cards.....20 or 5c	Farmers' Union Song Leaflets, per dozen.....10c
Credentia blank.....10 for 5c	Business Manuals, now used instead of Ritual, each.....5c
Dmit blank.....15 for 10c	Farmers' Union Song Books published by Jobbing Assn. 25c
Ode cards.....12 for 20c	published by Hackney.....30c
Constitutions.....5c	
Local Sec's Receipt Books 5c	
Secretary's Minute Books.....50c	
Farmers' Union Buttons.....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.	

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

FARMS WANTED

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

FARM FOR SALE

FOR SALE 120 ACRE FARM, school on place 3 miles to high school. Ben Falk, Palin, Kansas.

INCOME PROPERTY FOR SALE

BEAUTIFUL MODERN 10 Room house close to 4 churches, only 2 blocks away. Minute walk to postoffice. Big income investment for family to keep roomers. Rooms rent at \$18 per month. No sacrifice. Price all furnished \$12,000. \$5,000 cash; balance your own terms. No trade. Own details. Franklin Institute, Dept. K529, Rochester, N. Y.

SALESMEN WANTED

WE PAY \$200 MONTHLY, furnish car and expenses to introduce our guaranteed poultry and stock powders. BILLY COMPANY, 2625 Springfield, Ill. 62

FEMALE HELP WANTED

WANTED—WOMEN, GIRLS, LEARN Gown making at home. Many spring openings. \$35.00 week. Learn while earning. Sample lessons. Write: K. C. M. details, Franklin Institute, Dept. K529, Rochester, N. Y.

BABY CHICKS.

THORBRED VIGOROUS BABY CHICKS. Ask for miracles. All you ask is a fair chance, the same chance on your wheat that the dealer has had on that same wheat. And if you growers will organize, create your own association, co-ordinate our association with all these other similar associations, I tell you it will be the greatest and finest step you have ever taken in all your lives; first, to put your industry on a sound basis; second, to improve the state of mind of the citizenship on the American farm.

QUALITY CHICK-96 UP TO 12 KINDS. Guaranteed delivery. Valuable chick information FREE. Quality Poultry Farms, Box 215 B, Windsor, Mo. 27

BABY CHICKS FROM HEAVY LAYERS. The laying kind, are the paying kind. Rocks, Reds, Orpingtons, Leghorns, Anconas, Brahmas, Wyandottes and Langshans. Delivery guaranteed. Circular free. PORTER CHICK CO., Dept. D. Winfield, Kansas.

HATCHING EGGS

CHOICE SINGLE COMB BROWN LEGHORN EGGS. Heavy winter layers. \$4.50 per 100. John M. O'Connell, Leavenworth, Kansas.

ROSE COMB RHODE ISLAND REDS. Eggs \$4.00 and \$6.00 per 100. Farm raised. Ed. Joel Strahm, Sabetha, Kansas.

ROSE COMB RHODE ISLAND REDS. Eggs \$4.00 and \$6.00 per 100. Farm raised. Ed. Joel Strahm, Sabetha, Kansas.

LARGE PURE BRED WHITE HOLLAND turkey eggs. Immediate or future delivery. Guaranteed \$5.00 per 12. F. G. Morton, Green, Kansas.

"BIG BRONZE" TURKEY EGGS. 40-42. Graye Hulse, Stockton, Kansas.

EGGS FROM PUREBRED WHITE WYANDOTTES. \$5.00 per 100. Mrs. M. T. Stewart, Logan, Kansas.

"ARISTOCRATS"—BEAUTIFULLY BARRIED, egg strain, half price. April 15. \$1.50-1.75 each. F. F. Wood, Wamego, Kansas.

BUFF ROCK EGGS FIRST MORRIS County show—\$3.00 per 100. Mrs. Redgesmith, Route 1, Council Grove, Kansas.

CHOICE SINGLE COMB DARK BROWN Lechorn eggs, heavy layers, hundred \$4.00 prepaid. Herman Kaiser, Phillipsburg, Kansas.

PURE STRAIN S. C. BUFF LEGHORNS. Wyandotte layers. Eggs prepaid. \$5.00-5.25 per 100. Mrs. James Dignan, Kelly, Kansas.

BARRIED PLYMOUTH ROCKS: Pure bred, farm raised, egg tested stock. Eggs 5c each, postpaid. Mrs. Will Becker, Solomon, Kansas.

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

PLANTS FOR SALE.
FIELD GROWN CABBAGE PLANTS—Jersey and Charleston Wakefield. 100-85c. 500-425c. 1000-320c. Prepaid. Crystal Wax Bermuda Onion plants \$1.25 per 1000 prepaid. Prompt shipment, satisfaction guaranteed. L. T. Little, Jefferson, Texas.

FROST-PROOF cabbage and onion plants ready for shipment; one hundred-fifty acres strong, well-rooted plants grown in open field. Thousands of plants to choose from. Labelled separately with variety name; damp moss to roots. Cabbage, early Jersey Wakefield, Charleston Wakefield, Succession, Copenhagen Market, Early and Late Flat Dutch; Parcel post prepaid. 100, 40c; 300 \$1.00; 500 \$1.25; 1000 \$2.00; 5000 \$8.00; Express collect 6000 \$5.00; 10000 \$9.00. Onions: Crystal Wax, Yellow Bermuda; Parcel Post prepaid. 100 20c; 500 80c; 1000 \$1.50; 5000 \$8.00; 10000 \$11.50. Full count, prompt shipment, satisfaction guaranteed. UNITED PLANT COMPANY, Texarkana, Arkansas.

CURED HER RHEUMATISM

Knowing from terrible experience the suffering caused by rheumatism, Mrs. J. E. Hurst, who lives at 204 Davis Avenue, 13 E. Bloomington, Ill., is so thankful at having cured herself that out of pure gratitude she is anxious to tell all other sufferers just how to get rid of their torture by a simple way at home. Mrs. Hurst has nothing to sell. Merely put out this notice, mail it to her with your own name and address, and she will gladly send you this valuable information entirely free. Write her at once before you forget.

FARMERS CLASSIFIED AD USE THIS FORM—IT SAVES DELAY.

Mail This To **THE KANSAS UNION FARMER** Salina, Kansas

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

Fill This Please!

Your Count, of Words

No. Times to run

Amount Enclosed \$.....

Place under heading of

(Your Name)

(Town)

(Route)

(State)

NOTE: Count your name and address as part of advertisement

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 Hill Insurance Company is the biggest and strongest Mutual Hill 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 GRANT BLISS, Treasurer.
W. C. WHITNEY, Vice President CHAS. SIMPSON, Field Rep.

A Sound Investment

Invest your funds in the Capital Stock of the **Farmers Union State Bank** of Kansas City, Kansas
TWO HUNDRED DOLLARS PER SHARE
Avoid unnecessary expense of stock solicitors by Mailing us your subscription

Farmers Union State Bank
106 New England Building
Kansas City, Missouri

The Farmers National Bank

SALINA, KANSAS
Solicits Your Business
Oldest Bank in Saline County

\$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.

YOUR OWN FIRM
Will Give You BETTER PRICES BETTER FILLS BETTER SERVICE Try Them Farmers' Union Live Stock Co. 406-8-10 Livestock Exchange Kansas City, Mo. Wichita, Kansas

Department of Practical Co-Operation

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

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

A. C. BROWN, Co. Pres.

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

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

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

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

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

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

PLEASANT VALLEY LOCAL.
Pleasant Valley Local No. 1309 meets every first and third Wednesday evening of each month.
E. J. Kinsinger, Pres.
W. T. Fahn, Sec-Treas.

NEOSHA COUNTY QUARTERLY MEETINGS.
The regular quarterly meetings of the Neosha County Farmers Union will be held in the I. O. O. F. hall in Erie, Kansas on the second Saturday of the following months: March, June, September and December.
E. J. O. Foust, Sec.

LIVINGSTON LOCAL NO. 1984.
Livingston Local No. 1984 meets regularly on the first and third Monday nights of each month at Livingston School House. A short program is prepared for each night.
Clyde B. Wells, Sec.

GIRARD LOCAL NO. 494.
Girard Local No. 494 meets in Union Hall over the Crawford County State Bank in Girard, Kansas on the second and fourth Tuesday of each month at 7:30 p. m.
W. D. McClaskey, Pres.
R. W. Holland, Sec.

POTTAWATOMIE COUNTY MEETING POSTPONED.
On account of the condition of the roads the first quarterly meeting of the Farmers Union of Pottawatomie County has been postponed until Thursday, April 17. All delegates are requested to be present. We will hold an open meeting after 3 p. m. and all tax payers in the county are invited to attend this session.
T. P. Heptig, Co. Sec.

AT CONCORDIA APRIL 22.
The second quarterly meeting of the Cloud County Farmers Union will be held in the City Hall at Concordia, Kansas, Tuesday, April 22nd, commencing at 1:30 p. m.
Frank McClean, Pres.
Clark Green, Sec-Treas.

BROGAN LOCAL NO. 228.
Brogan Local No. 228 meets on the second and fourth Thursdays of each month. Visitors are always welcome.
George Baumgartner, Sec.

PRETTY CREEK LOCAL 1652.
Pretty Creek Local No. 1652 meets every first and third Wednesday of each month at the Hinerville School house. Come out. Don't stay home and kick.
H. C. Mathies, Sec-Treas.

FINANCIAL STATEMENT.
We herewith hand to each stockholder a statement of the three departments of the Miltonvale's Farmers Co-operative Mercantile Association for the year 1923, over and above operating expenses:
Profit at Elevator, \$4,716.92
" Store, \$1,288.44
" Creamery, \$1,000.00
Total, \$7,005.36

We wish to express our appreciation and to thank all for their patronage and co-operation. We earnestly solicit your continued support for 1924.
C. E. Eye, President.
H. A. Coate, Secretary.

EPITAPH
Here lies old Farmer Brown—
One day he took some wheat to town
And hit the market at its peak!
He died of shock; his heart was weak.
—Colorado Wheat Grower.

Pigs should be vaccinated by the double method a week before weaning.

HONOR ROLL.

The following secretaries of Farmers Union Locals have reported to the state office every member on their rolls paid up in full for the year 1924.
Bellview — 2042—John T. Anderson, Sec. 52 paid for 1924 — 100 per cent.

Burns — 943 — Roy Hunter, Ellsworth sec. 24 members paid for 1924 — 100 per cent.
Athelstone Central — 1171— Ralph Heikos, Wakefield, Sec.—12 members paid for 1924—100 per cent.

Summit — 1574—Mrs. Alice Ames, Madison, Sec.—30 paid for 1924—100 per cent.
Pleasant Valley — 1804 — Frank R. Erb, Ellis, Sec. — 18 paid for 1924 — 100 per cent.

Fairdale — 927 — Carl W. Mayer, Brewster, Sec. 13 members paid for 1924 — 100 per cent.
Rydal — 763 — G. S. Duncan, Belleville, Sec. 22 members paid for 1924 — 100 per cent.

Prarie College — 1277 — I. P. Bruening, Robinson, Sec. 29 members paid for 1924 — 100 per cent.
Catherine — 884 — Wm. R. Staab, Sec. 7 members paid for 1924 — 100 per cent.

Hays — 1130 Mrs. Everett Alquist, Sec.—76 members paid for 1924—100 per cent.
Sylvan Grove — 1555—J. A. Reichard, Minneapolis, Sec. — 11 members paid for 1924 — 100 per cent.

Point Lookout, 1072, Jno. Hoffines, Esbon—all members paid for 1924—100 per cent.
Neural, 808—John Costello, McClure — 11 paid for 1924—100 per cent.

Independence, 1419—Hugh Winslow Sec., Wellington, Kans.—19 paid for 1924—100 per cent.
Liberty, 928 — Ed. Mog, Sec. — 42 members paid for 1924. 100 per cent.

Twelve Mile, 2002 — R. L. Pearce, Sec., Downs—12 paid for 1924—100 per cent.
Walnut Grove — 1308—Robert J. Meyer, Girard, Secretary—100%.

Victor—1516 — W. C. Harris, Burrton, Secretary, 5 members—100%.

New Hope—1834—S. Tibble, Cedar Point, Secretary, 8 members—100%.

Gem—1689—G. E. West, Pittsburg, Secretary, 10 members—100%.

Survey—34—Grant Bliss, Woodston, Secretary, 9 members—100%.

Star—891—Willis J. Billings, Linn, Secretary, 6 members, 100%.

Olive Hill—1120—A. F. Braun—Clay Center, Sec.—36 members, 100%.

Coin—1657—S. M. Beason, Orion, Secretary—7 members, 100%.

Hushong — 579 — H. C. Harder, Dunlap, Secretary, 10 members, 100%.

Hunt — 1107 — J. L. Kongs, Corning, Secretary — 19 members 100%.

Santa Fe—1717—Marion Johnson, secretary, Lyons. Thirteen members — 100 per cent.

No. 5—761—Clarence W. Smith, secretary, Phillipsburg, six members — 100 per cent.

1808—Maple Grove—Howard Timberman, secretary, Hepler, Five members, 100 per cent.

1935—Kaw Valley — Jerome Van Hols, secretary, Belvue, 10 members, 100 per cent.

1669—Highland—Roy L. Lee, secretary, Paola, 80 male members, 56 female members, 100 per cent.

1884—Prospect, Martin Rohe, Jr., Secretary, 29 members, 100 per cent.

NAZARENE. Rev. Templeton's talk was interspersed with many amusing incidents of his own boyhood and was heartily received by those present. The Hackney male quartette were present and gave several selections which were greatly enjoyed. After the program the ladies served lunch of sandwiches, cake and coffee. The next meeting will be held April 18th at which time we hope to see a good attendance.

Mrs. G. W. Logan, Co. Sec.

RURAL REST LOCAL 2133.
The regular meeting of Rural Rest Local 2133 was held Saturday evening, April 5th, in the offices of the Farmers Union Insurance Company, Salina.

The referendum ballot for amendments to the constitution was voted on with ten votes in favor of each amendment.

Several of the officers were unable to be present, and Mrs. H. A. Rittgers was appointed conductor for the evening. She presented for initiation Mrs. Don C. Estes, who had been voted on at the organization meeting.

An interesting reading was given by Zella Tromble and Bernadette Browning sang a very clever little song.

Mr. Don C. Estes presented a number of questions compiled from the last issue of the Kansas Union Farmer, and asked those present to furnish the answers. Mr. Estes said that as he had been connected with the paper for a number of years he had always wanted to know how many subscribers actually read their paper, and suggested this plan to be followed in other locals as a means of determining how well the paper was read, and securing a discussion of things of vital interest to the members of the Union.

Below are some of the questions submitted, answers to which are to be found in the April 3rd issue of The Kansas Union Farmer:

1. Who did Mr. Buck, manager of the McDonald elevator, write to protesting against the action of the board?

2. Who were the two men who answered his letter?

3. When will the big speaking drive in the interest of the pool start?

4. In what state were 500 tracts of land sold for taxes?

5. Who is referred to as a good merchant and why?

6. In what state did a boy club member raise a \$100 a pound steer?

7. Who can name the National Officers of the Farmers Union?

8. Who can tell what the cooperative dip is? What is its purpose?

9. What Local adopted resolutions in favor of the Norris-Sinclair Bill in reference to the McNary-Haugen Bill?

10. Who wrote the Farmers Union song printed in the April 3rd Union Farmer, and to what tune could it be sung?

The next meeting will be held Saturday evening, April 19th, and as the ladies have promised us some eats, we hope to have more of the members in attendance.

REUBEN JONES.
(Casey Jones)

Reuben Jones is a farmer and he loves his farm;

He never was tempted by the city's charm;

He has earned his bread by the sweat of his brow;

He is sure disgusted by the wheat price now.

CHORUS
Reuben Jones has signed up the contract;

Reuben Jones is in the POOL to stay;

Reuben Jones will never be side-tracked;

WHEAT POOL SPECIAL has the right-of-way.

Reuben Jones is a thinker and you can bet

That he joined the UNION and he's with them;

He got his experience in a darned hard school;

Now he's signed up his farm in the BIG WHEAT POOL.

CHORUS
Reuben Jones is a man as sure as your're born;

And he is tooting on the wheat pool's horn;

For grain dealers' buns he don't care a damn

And he asks no help from his Uncle Sam.

CHORUS
All Reuben wishes is a four square deal;

With the wheat pool launched on an even keel;

For living prices he has taken his stand,

And he's in sight of the promised land.

CHORUS
A. M. KINNEY

STAFFORD COUNTY DISTRICTS TRUCK OF FLOUR.
Liberty Local No. 1988 held their regular meeting April 4th with a full house in attendance, a truck load of flour was disposed of and our next shipment of Farmers Union coffee will be on hand at our next meeting.

Reports from the county meeting were heard and our large coffee boiler won as 2nd prize in the county contest was on display.

After the business session an interesting literary program was enjoyed. All members are urged to be present at our next meeting as it is to be discussed, April 18th 8 p.m. Liberty school.

RIVULETS — POOLWARD BOUND
In these days so abounding with information, advice, plans, remedies and wholesale panaceas for the cure of the farmer's ills, there is apt to occur a confusion of ideas in the farmer's head as to what really is

the matter with him.

Being a farmer and speaking from experience, I though we knew pretty well what our ailment was, but like a man whose nostrils are assailed by a great variety of medicinal smells, upon finding himself in a hospital, may well wonder what the diagnosis and the remedy shall be, so the farmer may well begin to question what his real trouble is as the offers of remedies pour in upon him.

Many of us have industriously scanned the pages of the great Dailies, the Magazines and the Farm Press, these many long winter evenings, for a "remedy," or, if you please, a constructive program which might tend to quicken the hope which is said to spring eternal in the human breast.

Needless to say that in those rare instances when a plan was submitted which seemed to hold the promise of the dawning of a better day, someone came along and hung up a dark wet blanket between the farmer and the rising sun.

We, as farmers, have been advised to everting from raising fancy poultry to ginseng, in order to obtain a better price for wheat next year. "Diversity" has reverberated thru-out the land until we begin to wonder if there will be enough to go around. We raise a few ducks and turkeys for diversity's sake and, lo and behold, we had all been at it and done it so thoroughly that the price of turkeys dropped fifty per cent below that of the preceding year. Not long ago the writers pointed out the shortage in the flax, because of a shortage in the line of production. Shall we heed the suggestion and bring about a flax toboggan?

The fact as borne out by our long suffering experiences, are these: Under our old marketing system there has never been a good price on any farm product unless there was a farm product in the production of that commodity. If we, in the western wheat belt of Nebraska, cut down our wheat acreage in order to reduce our wheat surplus, we must do the exportable surplus, we must do something else with our land. Could we then diversify to produce a product of these former wheat acres, and bring diversification to so fine an art, as to raise just enough to stimulate a sharp demand for these various products, we would but face another lemma. A large reduction in the acreage devoted to wheat, would mean other crops, would mean other brother farmer's field of activity, thereby "bearing" his market with our "diversified" products. He would then have to retaliate by diversifying in other crops. A small reduction in our chief crops, a small reduction in price, would materially affect the price of our wheat. We would then have to diversify in other crops, and under this plan than under the old system of larger acreage.

Without due regard to marketing it is possible that diversification will mean overproduction and lower prices in more lines than wheat. Since each farmer must depend upon his cash income to pay taxes and interest with it follows that he should raise the crops to which his soil and climate are best adapted. In order to get the most out of it, within the possibilities of his farm, he must manage, produce and market, and the greatest of these is marketing. For what profiteth it a man to produce a great crop and then going into the marketing places saying, "what wilt thou offer me?"

It is plain then, that our remedy must lie in the direction of better marketing, and the plan which best seems to solve this problem is undoubtedly the 100 per cent pool. The industrial and commercial world affords us many examples of the benefits of rigid adherence to this principle. We can employ the same idea to eliminate competition between sellers.

Brother farmers, the pooling plan this, please.

must succeed, because it is right.

Members have told me recently that pool is no better, or even a little less this year than the outsider gets, they are satisfied and are keeping in mind the bigger idea, the fight to reform marketing, so their sons and daughters on the farm shall in future days enjoy the fruits of our labors in this direction. Wherever this spirit is manifest we shall succeed.

—A. M. LEAFDALE in Nebraska Wheat Grower.

HOW TO REVIVE YOUR LOCAL

First, start with your lights. Four lighted. When the lighting is poor it casts a gloom over the meeting to start with. When the members can step into a well-lighted schoolhouse they awaken them instead of making them feel tired and sleepy. A well-lighted house brings cheer and inspiration. Get a good lamp of some description. Some schoolhouses where the members take pride in their local meetings have gasoline lamps that when hung in the center of the building illuminate the whole room almost as well as an electric light. Those lamps can be bought around \$8.00, and it is money well spent. You can also purchase a coal oil lamp with a round burner and a large reflector that will give good satisfaction for perhaps \$8.00. Get a good lamp of some kind that, will light all the room well and you will be a help to your teacher. Have a janitor, pay him for his work and see to it that he has the room lighted and warm and you will help to increase your attendance 100 per cent.

I do not believe there is any one thing that will help keep up the interest more in the locals than getting all the women and children into the local.

Get all the women and children out. The children in the country need a place to go more often than they do have in most places. Get your teacher to drill the children in a few good recitations and songs and have a little entertainment like this every meeting and the children will enjoy this as much as the older ones.

I know of one local where there are as many social members, women, boys and girls under sixteen as there are male members. It is not a small local. The man and his wife bring their whole family. This local ruled that all children under sixteen have the same right to seats as any member. You may drive up to this schoolhouse any meeting night if the weather permits, and the school ground is alive with children romping and having the time of their lives. Get them out and train them when they get home's Union and when they get old they will not depart from it; then in the next generation we will not have any trouble holding our membership.

Elect the ladies to office. The local referred to above has elected ladies to most of the offices. The president, vice-president, door-keeper and janitor are male members; the rest of the officers are lady members.

There is only one thing about having a live local and that is for every member to do his or her part. Will you do your part as seats as any member. Open your meetings early during the winter.

Some locals do not have any special time set to open their meetings. They wait until they think that all are there that number of locals, when they wait on members to come before opening, do not call the meeting to order until after 8 o'clock. This is entirely too late during the winter.

The president should open the meeting promptly at 7 o'clock. Do it.

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GOOD OLD DAYS 75 YEARS AGO

Sale Bill Published in the Anderson, Kentucky News in 1849.

SALE
Having sold my farm and am leaving for "Oregon Territory" by ox team, will offer on March 1st, 1849, all of my personal property, to-wit:

All ox teams, except two teams, Buck and Ben and Tom and Jerry; 2 milch cows; 1 grey mare and colt; 1 pair of oxen and yoke; 1 baby yoke; 2 ox carts; 1 iron plow, with wood mole board; 1,000 three-foot clapboards; 1,500 ten-foot fence rails; 1 60-gallon soap kettle; 85 sugar troughs, made of white ash timber; 10 gallons of maple syrup; 2 spinning wheels; 30 pounds of mutton tallow; 1 large loom, made by Jerry Wilson; 800 poles; 100 split hoops; 100 empty barrels; 1 32-gallon barrel of John-son-Mill whiskey, 7 years old; 20 gallons of apple brandy; 1 40-gallon copper still; 4 sides of oak tanned leather; 1 dozen real hooks; 2 handle hooks; 3 scythes and cradles; 1 dozen wooden pitchforks; one-half interest in tan pits; 1 32-calibre rifle; bullet molds and powder horn; rifle, made by Ben Miller; 50 gallons of soft soap; hams, bacon and lard; 40 gallons of sorghum molasses; six head of foxgum hounds, all soft-mouthed except one.

At the same time, I will sell my six negro slaves—2 men, 35 and 50 years old; 2 boys, 12 and 18 years old; 2 mulatto wenches, 40 and 30 years old. Will sell all together to same party as will not separate them. Terms of sale, cash in hand, or note to draw 4 per cent interest, with Bob McConnell as security.

My home is 2 miles south of Versailles, Kentucky, on McConn's ferry pike. Sale will begin at 8 o'clock a. m. Plenty of drink and eat.

J. L. Moss.
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