

THE NEW RADIO STATION MINUTES OF THE MEETING
OF POTATO GROWERS COMMITTEE

With Others Interested, Held in the Office of the Secretary of
Agriculture, Tuesday, August 14, 1928

articles on our general prosperity, that they have prevented the average man from having a proper appreciation of the degree of distress existing today among farmers and stock raisers. From 1910 to the present time the farm debt has increased by the striking sum of ten billions of dollars, or from four billions to fourteen billions of dollars. The value of farm property between 1920 and 1925 decreased by twenty billions of dollars. This depression made itself felt in an enormous increase of bank failures, 1927 there were 830 bank failures, with total liabilities of over 25 million dollars, and even today in the same section, as against 49 President Wilson's administration.

The report of November 17, 1927, of a special committee of the Association of Land Grant Colleges and Universities, states: "Incomes from farming since 920 have not been reduced in value, but the cost of the current value of capital used and a fair wage for the farmer's labor, or to permit farm people to maintain a standard of living comparable to that of the city dweller." **The Business Men's Commission on Agriculture** said in November, 1927: "Since the war, the prices of farm products have persisted in making no considerable adjustment to the general scale of prices of other goods and services; and 'the disparity between urban and farm incomes has emphasized the disparity between the life styles in the rural and urban populations.'" **"The value of farm land and farm property decreased heavily 'in the post-war deflation' and 'large numbers of farmers lost all their property in this process'.**"

We have not merely a problem of helping the farmer. While agriculture is one of the most individualized

The Democratic party has always stood against special privilege and for common equality under the law. It is a fundamental principle of that party that no man is to be privileged to discriminate against any industry, class or section. Therefore, we pledge that in its tariff policy the Democratic party will insist upon equality of treatment between agriculture and other industries.

Farm relief must rest on the basis of an economic equality of agriculture with other industries. To give this equality a remedy must be found which will include among other things:

(A)—Credit aid by loans to cooperatives on at least as favorable basis as the government aid to the merchant marine.

(E)—Creation of a federal farm board to assist the farmer and stock raiser in the marketing of their products. The government has done for the banker and the business men. When our archaic banking and currency system was raised up and put down by the Democratic and Republican administrations, it was a Democratic congress in the ad-

ministration of a Democratic president that accomplished its share of the work around the federal reserve act creating the federal reserve board with powers adequate to its purpose. Now in the hour of agriculture's need the Democratic party pledges the establishment of a new agricultural policy that will enable it to accomplish for agriculture what vested with all the powers necessary the federal reserve board has been able to accomplish for finance, in full recognition of the fact that the banks of the country through their co-operation were never able to stabilize the financial system of the country until government powers were invoked to help them.

(C).—Reduction through proper government agencies of the spread between what the farmer and stock-raiser gets and what the consumer pays with consequent benefits to both.

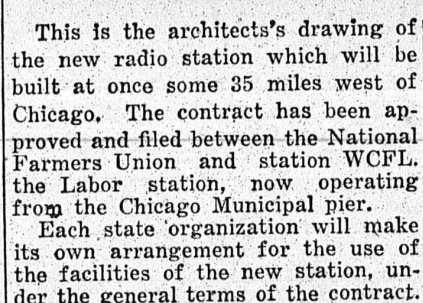
(D).—Consideration of the condition of agriculture in the formulation of government financial and tax policies.

We pledge the party to foster and develop cooperative marketing associations through appropriate governmental aid.

ment. To recognize that experience has demonstrated that members of such associations alone can not successfully assume the full responsibility for a program that benefits all producers alike. We pledge the part to an earnest endeavor to solve the problem of the distribution of the crop of dealing with crop surpluses over the marketed units of the crop whose producers are benefited by such assistance. The solution of this problem would avoid government subsidy to which the Democratic party has always been opposed. The solution of this problem would be a prime and immediate concern of a Democratic administration.

**Governor Smith's Declarations in
His Acceptance Speech
Agriculture**

Publicity agents of the Republican administration have written so many



This should prove to be a forward step for the organization, and within a few years it should be in general use by all of our units in the middle west, at least. The station will operate, we are assured, with sufficient power and upon such a wave length as will make satisfactory reception throughout the country.

The use of such a station in the way provided for should not only aid us in the matter of relation between individuals and local units and the

central business organizations, but should also give us greater unity and cohesion as between state organizations. The plan leaves every state with full freedom and control in its own program, but we will become so fully acquainted with each other that we overcome our misunderstandings and disagreements. At least the station should help us to get closer together. Here's to the Farmer-Labor radio station. May it's wave-length never grow less.

∴ Neighborhood Notes ∴

I don't know what that last word means, but it makes a good heading. And whatever it is Paola had it. They had everything. Most of the business houses closed. The local Chamber of Commerce challenged the Farmers Union to a game of ball. It was a warmly contested game, to judge from the sweat. George Frank said there were eight other men on his side and he kept waiting for them to win the game. He finally saw they were not going to do it, so he just won it himself. The Chamber of Commerce captured Ralph Chapman.

for their team. Ralph does not admit that he "threw" the game, but says simply, "Well, the Farmers Union couldn't win it." It is my conviction that he didn't try. It was his conviction that he would win it. It seemed to me that after some member of the C. of C. made the circuit of the bases safely, puffing and perspiring, the umpire simply vetoed the score as being economically impossible. On the other side, he said he had received many protests from the farmers against allowing the opposition to score.—They did not want the score to run any higher than that of the Farmers Union. They wanted to see the Farmers Union win the game to an unfair advantage, they said. But at any rate the Farmers Union team won.

And then there was a picnic dinner. There must have been a thousand sand fried chickens. I noticed that Charles Simpson ate with about half of the family groups there, heartily in every instance. In fact I saw him at every table I visited.

S. J. Lohr was in charge of the program for the afternoon. Some very good numbers were put on, following a band concert which all enjoyed. George Kelley of the M. I. A., delivered a very strong address. He stressed the gains made in recent years, especially in the field of poultry products and cream. He commended highly the success of the Kansas Farmers Union in its creamery program. Bro. Kelley talks the language of the true cooperators, and

will always be welcome before a Farmers Union audience.

National Secretary A. C. Davis followed with a speech to be long remembered by those who heard him. Shedding collar and tie and rolling up his sleeves he waded into the Farmers Union program deeply. The crowd applauded heartily his telling arguments, and even his criticism of some of our poor cooperatives. The loud speakers and microphone made it easy to reach the back of the crowd. There were sports and games and fun for everyone. The Miami folks were proud of their picnic, and they had a right to be.

Each year the Farmers Union puts on a big picnic at Baldwin. This year's event was held on August 16 in the fine grove southwest of town. This grove is near the "Hole in the Rock," made famous in one of Margaret Hill McCarter's books, and is an ideal place for a picnic. A very large crowd was present, and all seemed to enjoy themselves greatly. The refreshment stand was big enough away from the speaker's platform and the seats to avoid interference and confusion, and by the way the stand was well patronized. I sold some 80 gallons of ice cream and some tons of nuts.

In the program which preceded the speaking there were numbers of unusual merit. They had an Old Fiddlers' Contest. In this our old friend A. L. Holcom and another boy were contestants. Either could have defeated any one else, but against each other it was an exact tie. The Carnegie local had their orchestra there and some girls sang. I was assured that an effort would be made to have at least part of this talent at the Maryville convention. That will be fine.

National Secretary Davis gave the address, and was carefully listened to by a very good crowd. As is usually the case those who were most in need of such an analysis of the far situation, the possibilities and the r

sponsibilities of the cooperative movement, were not on hand. But it was helpful and inspiring to those who heard him, and after all the future largely depends upon those loyal men and women who are always on hand on such occasions.

It was a worth-while event, and should encourage the locals and their members in that area. Douglas county has good locals and a loyal membership, but has had some unusual discouragements this year. They are overcoming them in good shape and will soon again be "on top of the earth." I counted it a privilege to be with them.

SAYS SARAH SPRAGUI
Our insurance ran out the other day. We'd been insuring with an oil line company. The agent was a fine fellow. We'd been schoolmates in high and he always treated us right. We hated to do it, but we took it away and let the Farmers Union Mutual, our own company, have it. And do we know I believe we saved enough on the deal to pay the increase in tax for next year. There will be another increase for the assessor said last March when we shouted about the tax raise this year. "What you got this year isn't patching to what you'll get next year. Yes, we can't expect a good day now when we insured with the Farmers Union Mutual Insurance Co." SARAH SPRAGUI

RILEY COUNTY MEETING
The third quarterly meeting of Riley County Farmers Union No. 4 will be held at Grandview schoolhouse Saturday, September 8, 1928, beginning at 10 o'clock a. m. Dinner will be served at noon. All Union members are invited to attend this meeting. **GUST LARSON, Secy.**

The Chase County Farmers Union picnic will be held at Strong City, Saturday, September 8. This will be an all day meeting with a big basket dinner at noon. Sports, games, and everything. President C. E. Huff will be the speaker of the day. Come and bring the family. COMMITTEE

The third quarterly meeting of Pottawatomie County Farmers Union will be held at Swamp Angel school house on Monday, September 3, 1913. Elbow Local will serve lunch.
C. H. Floersch, Secretary

**THE FIELD MAN'S TRIP
IN THE NEW BU**

Mr. Editor:

Allow me a little space, we have a whole lot to do since the last I asked for space in our paper.

I asked for space in our paper. Have had to travel 3500 miles in a month for three months, had enormous losses to the fire, just suffered the 2800 losses yesterday, the losses of the Fire Insurance Company run up to 534, these added to the hail losses makes 820 losses scattered in 81 counties of the state; this means that the field man has had something to do. It also gives the office time enough to keep them busy. We have more business on our books than ever before. But our secretary, has been out to work day and night, but has everything in good shape. I wish to say that Mr. Broom is one of our faithful ones, who is ever on the job and never behind.

On Monday, the 20th or 21st of May, with Mr. Broom and the new partner for company I headed west, and for ways like company. We started at 4 o'clock in the afternoon. Our stop was at the place where we called on Dick Schofield, who of course came right along as cashier to the Farmers Union bank. After Broom's short business session at the bank, we went on to Mr. Schofield, we called upon Mr. Broom Owens at Voda. This call was made for Mr. Broom's benefit, wanted to show him the best and most beautiful farm home in the state. The Owens are in high class as they have a good crop on all their land, and they own a lot of land.

We drove to Oakley and out to

Broom's little ranch where we
everything in good shape. From
we drove north to Mr. Emms.
A cyclone had destroyed some
erty for Mr. Emms. We then
west to Phillips county where
Ullrich had a hail loss on 400
of wheat. Mr. Ullrich is one o
best of men. He is for the Uni
the time and is always o
square. There are so many o

best people who are members of the Farmers Union and the Insurance Company who are satisfied that it is sound, that it seems to me that this is the best evidence that our organization is right. Why can't the rest of the good people see this and join us?

We turned the Buick east toward home, arriving at 5 in the afternoon, having traveled 515 miles out of Salina, settled five losses and was gone just 46 hours.

All of our hail losses are settled and the check is on the way to the loser. Mr. President, it may be that I have settled my last loss, but I leave this to boast of, that every loser has had his loss paid in full, ever since 1916, with fair adjustments. We have saved \$160,000 on the principle of the insurance when they bought it and they have received in rebates nearly \$250,000.

We will not ask for space to tell the Fire Insurance story at this time but Mr. President, the Farmers Union is full of just such good propositions that could make as good showing as the Ha'l Insurance company.

SIMPSON, the Fieldman

Julius Kittner of Madison, a policyholder in the Farmers Union Insurance Co., was traveling through Salsburg and stopped to see what kind of a Home the Insurance company had. We think he was favorably impressed. We are glad he stopped.

A. M. Kinney, salesman for our Jobbing Association, and a Mr. Campbell of Washburn-Crosby Company, called at our office this week.

C. L. Seibel of the Farmers Union Life Insurance Company, called at the office of the state president on his way into the northwestern territory.

In 1923 a study of short-time credit for cotton farmers indicated that the proportions were 29 per cent cash credit and 71 per cent merchant credit. By 1926 the cash credit was 40 per cent and only 38 per cent from merchants. The average cost of short time cash credit as shown in special studies in South Carolina and Georgia was 9 per cent in 1923 and of merchant credit 28 per cent a year.

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C. E. HUFF.....Editor and Manager

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

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

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

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



THURSDAY, AUGUST 30, 1928.

TWO EXPERTS SPEAK ON THE FARM SITUATION

Down from the farm city of Toronto to the broad rural areas of Williamstown, Mass., came Dr. C. R. Fry, a professor of political economy, to explain about the farm. He is fearful that agriculture will become "a lame dog, winning for aid." He believes the farmer ought to dig up a bone somewhere and be content. To whine is poor sportsmanship. Besides, it is annoying to those who are otherwise comfortable, and resent the whine of lame dogs.

He finds that you cannot help the farmer by a better price on his product, for that product may be the raw material for another farmer. A fair price for corn would increase costs to the farmer who feeds livestock. That would help one by hurting the other. It would not cure the ill. Such rot! If anyone ought to engage in production of corn at all, granting that he produces it efficiently, he is entitled to a return somewhat in excess of the cost of the process. And if cattle and hogs should be fattened on corn, the man who engages in that work, if he does it well, is entitled to a price which will somewhat more than equal the costs, including a fair price for the corn. And a society which accepts this arrangement in every other activity is willing to grant it to the farmer, if it but knows how to do it. The fight against such an arrangement is by those whose selfish interests might be disturbed. He seems to fancy that the farmer ought not to resent peasantry, but patiently accept it, and that the co-operatives might help him to that contentment, even in disadvantage. He is quoted as saying:

The important needs of agriculture are not that it should set the pace to the rest of the nation, nor even that its members should increase in wealth as fast as the ranks of industry and commerce, but rather that as a group of industries it should attain comparative economic stability, that the individual standard of living should rise absolutely, and that the group consciousness of agriculture should achieve content. This latter, he said, probably was the greatest need of all and could be best attained through co-operation.

Less than other groups—comparative economic stability—content! There is a program of farm relief, not new, but old and well-proven. Europe has used it for generations. Our forefathers sought to escape from it in the new world, but perhaps they were wrong. Somebody ought to be submerged for foundation.

The other expert is Mr. Arthur J. Mason, of Chicago, who is now wealthy and retired. He qualified himself as a farm expert by many years spent as a contracting engineer. He finds that the farm lacks "continuity of production, on a factory basis." Also he sees that soils erode and lose fertility. That means that the farmer is wasting time and wearing out his factory—the soil.

And so he has a solution. It is alfalfa. Quit corn. Stop tillage. Sow alfalfa. Keep more cattle. Stop soil erosion.

And our friend Arthur makes hay whether the sun shines or not.

Today he can start one team cutting hay in the morning and in ten hours have twenty tons of dry hay in the barn. Furthermore, after it is cut, the hay never touches the ground. In fifty minutes it arrives in the barn dry and in fully ground form. Not only does this process yield a concentrate that is palatable to animals, but it opens the way to what is really a revolution in the farm life in this country. It provides that continuity of production for which he was looking. It gives the opportunity for profitable group efforts to the American farmer.

The new agriculture calls for the work of a farmer and six assistants on units of 600 acres. Mr. Mason believes that it will lengthen the harvesting time of a farm to 210 days a year in place of the present sixty-five days a year. His operations show that seven men using these modern methods can produce a crop with a gross value of \$80,000 per year.

But by what method of computation Mr. Mason neglects to say. It must be retail value when converted into meats and dairy products. That is unimportant, anyway. And if you do not like Mr. Fry's offer of peasantry perhaps Mr. Mason's corporation farm-factory will appeal to you. The experts are busy finding a substitute for the American family unit farm. It is too hard to manage. We are told that—

The implications contained in Mr. Mason's work have a wide range. For one thing, they denote the passing of the individual farmer,

the coming in of more and more machinery to agricultural life, the factory process, if you will, as applied to crop raising. What farming really needs is more experts. Their efforts, properly distributed, would restore the fertility to our fields faster than dairy barns can do it!

THE HIGH COST OF SELLING

If people could only realize what it costs to sell goods, co-operative buying would be the simplest thing in the world to establish. When you buy a cabbage or an automobile, you pay for ten times the amount again for efficiency, salesmanship, advertising, company promotion, profit bank, and blather. And what's more, most people seem to like it.

We used to get a cent a pound for our cabbages in British Columbia and see them retailed in the stores at two pounds for a quarter. We used to get about 20 to 40 cents a box net for our apples, and see them retailed for \$3, \$4, and more per box. The same marketing system which nips and squeezes the producer when he sells, nips and squeezes the producer when he buys.

A writer in the New Republic points out that if you pay \$3,000 for a car, about \$180 goes to direct labor in the automobile factory, and about \$1,200 of the amount goes to pay someone or many people for selling it to you. Advertising, show-rooms, salesmen, who frequently know less about the car than you do yourself, expensive rugs, potted plants, all and sundry have cost you 40 percent of the price you pay.

The value of the tobacco in a packet of cigarettes is so infinitesimal that if it were not for the duty, and the advertising, and the salesmanship, a tobaccoist could afford to give you a packet of cigarettes every time you bought a box of matches. Some of them do give you a box of matches every time you buy a packet of cigarettes and they could reverse the process if it were not for the competition in advertising and salesmanship. It is said that John D. Rockefeller distributed oil lamps free to the Chinese in order to get them buying his oil, and we may live to see the day when motor cars will be distributed among the people in order to make it possible for millions of gas stations which decorate the street corners of America to keep on selling gasoline. The cost of producing all the good things of life today is so small, that if it were not for our absurd system of competitive selling with all the expense that it entails, our industrial machines could be speeded up to produce ten or twenty times the quantity of goods which are now put on the market, so that everybody could have an abundance of the necessities of life and many of the luxuries.

The thing that prevents this is the human stupidity of the average buyer who fights for the preservation of the competitive, skinning system, and hinders in every way he possibly can, the progress of the co-operative system of buying.—Western Producer, Saskatoon.

THAT WAR TIME WHEAT PRICE—AND OTHER THINGS

The Kansas Farmers Union has members who are Catholics, members who are Protestants, some who are Democratic, some who are Republicans, some who are "wets", many who are "drys." But the Kansas Farmers Union is neither Catholic nor Protestant, Republican nor Democratic, wet nor dry. It is a farm organization. It has for its task the improvement of farm conditions. We may differ as to the methods necessary to secure that improvement. In fact we are sure to do so. There is nothing wrong or unwholesome in that, so long as we treat each other fairly.

The Kansas Farmers Union, in Convention, endorsed a definite program for the improvement of the agricultural situation. The National Union also endorsed the same program. The Corn Belt Federation, made up of most of the organizations in the middle west, actively and aggressively supported that program. It involved legislative action. That brought us into close contact with Congress and the Administration. We succeeded in passing our bill, but lost it by Presidential veto. Quite naturally, then, the farm organization felt it necessary to try to influence the choice of the next president. It was a dangerous step for a farm organization to take. But it was equally dangerous for our future to surrender to a group apparently bent upon the complete industrialization of America. It was not only dangerous but seemed weak and cowardly as well.

The Kansas Farmers Union has not endorsed any candidate nor condemned any candidate as such, and will not do so. Prior to the Kansas City Convention we did everything in our power to prevent the nomination of Mr. Hoover. Not because he lacks personal fitness, for he is one of the biggest, brainiest men in America—or elsewhere—today. It was only because he opposed the program to which we were committed, and favored a program which we were committed, and favored a program

gram which we believed would destroy American agriculture as we have known it.

When the farm organizations failed of recognition at Kansas City they made their appeal at Houston. It was good strategy. For the first time in the history of the world the farm is being seriously considered as an equal factor with other interests in relation to government. The next administration will do more for agriculture, probably, than has been done altogether since the Homestead Act was passed. That is the only concern I have, or have had in the matter. The farm folks hold the balance of political power, and will be able to secure as complete a commitment in their behalf as seems necessary to attract their votes. And we do not vote until November. If what has been promised does not seem to be enough, more will be agreed to. If it seems sufficient to win the vote, there will be no further yielding. I had an earnest invitation to attend Mr. Hoover's meeting in Cedar Rapids. I declined, but assured the Committee that I should listen carefully for a fuller and more detailed commitment to the farm relief proposals. In replying, the Chairman said: "And I am hoping that Mr. Hoover next will elucidate his agricultural program." We will get as much as we hold out for and no more, and that goes for both parties. So far as the Farmers Union is concerned we are farmers, and nothing else.

There is a good deal of argument over Mr. Hoover's relation to the wheat price during the war. Last week Mr. J. D. Stosz demanded to hear from National Pres. Barrett regarding it. A letter from Mr. J. J. Clarke wants to know what the facts may be. I agreed to discuss the matter in these columns.

About a year ago the Kansas City Star carried a front page article denying that Herbert Hoover had anything to do with fixing the price of wheat. Dr. Garfield was quoted as saying that he had not had. Pres. Barrett absolved him from responsibility. I wired Mr. Barrett at once, asking him whether the Committee understood that they were setting a restrictive price on wheat, to keep it from advancing, or a minimum guaranteed price, to encourage production. Because it was this purpose, and not the price that mattered. He replied that the Committee believed it was to be a minimum price, to protect the farmer against the hazards of war to some extent, and to encourage enlarged acreage and increased production. The price being then established at \$2.20 by the Committee the whole matter hinged upon the use of the Food Administration, headed by Mr. Hoover, would make of it. They made it a maximum price, put all elevators under license and notified them that licenses would be revoked if the prices were not adhered to. How this arrangement protected the farmer it is difficult to see. The price of wheat was at once reduced by about 70 cents per bushel. Foreign prices, except in Great Britain, ranged from \$3.25 to \$4.33 per bushel. Other groups in America were not restricted, at least not to such an extent. Other producers of war supplies no more necessary than food were given advantageous contracts on a cost plus basis. Let us grant that Mr. Hoover, who had just returned from England to take this important job of food handling in behalf of the Allied cause, had nothing at all to do with making the price \$2.20. Still the fact seems to remain that the use which he made of that price was contrary to the understanding of the Committee, to the declarations of purpose made to the public by the Administration, and to the interest of the farmer. By an artificial price, determined solely by fit of government, there was created a disparity between the farmers prices and his costs which lost millions of dollars to the farm. Surely Mr. Hoover was responsible for this arrangement and this loss.

But I don't care a whoop about what happened 10 years ago. What I want to know is whether Mr. Hoover, who is now a candidate for the highest honor and greatest power which we can bestow upon any man still holds that attitude toward farming. Is he willing that agriculture shall have, not only good transportation facilities and proper tariff effective on the portion of our products consumed in America? Is he willing to remove the disparity between farm prices, which are on a world basis, and the general price level of other commodities, which is upon an American basis? Does he now see agriculture as entitled to just the same favorable treatment as industry and commerce have enjoyed, because equally important to America? Or does he still believe, as he must have believed in 1917, that it was fair to have one rule for farmers and another for those engaged in industry and commerce? We have no other concern as a farm organization, and in this we cannot escape concern. I hope he will yet declare himself much more fully as the campaign progresses.

How Do You Feel? "Corkin" said the bottle. "Rotten" said the apple. "Punk" said the firecracker. "Fine" said the judge.

There's Ain't No Others She: "Now, if you men told the truth, you would have to admit that you like the talkative women just as well as you do the others." He: "Others! What others?"

GLIMPSES OF CO-OPERATION

LOUISIANA HAS MILLION DOLLAR ORGANIZATION

As purchases of farm supplies by the Louisiana Farm Bureau Federation, Baton Rouge, amounted to \$934,281 last year, that organization now considers itself in the million-dollar class. In its six years of service it has purchased goods for farmers to the amount of \$4,152,394. By far the largest item was fertilizer, with a total for all kinds of 24,185,327 tons, valued at \$687,488. Feed to the value of \$22,682 was included, and seeds to the value of \$165,686, this including 74 cars of certified white potatoes valued at \$89,277. For the different years the volume of business has been as follows:

1922-23.....	\$211,920	1925-26.....	\$309,558
1923-24.....	794,086	1926-27.....	594,106
1924-25.....	708,442	1927-28.....	934,281

CO-OPERATIVE BUYING AND SELLING IN TENNESSEE

Co-operative purchasing and co-operative marketing have been occupying the attention of the management of the Tennessee Co-operative Supplies Association, Columbia, since the first of the calendar year. Total business, as measured in dollars, has already passed the half-million mark. Nearly 8,000 tons of nitrate of soda have been pur-

chased and resold to farmers for about \$130,000, also more than 12,000 tons of other fertilizers. Seed purchased amounted to \$15,000. Other farm supplies obtained in quantity included feeds, insecticides, sacks, twine and oils.

In co-operation with the Tennessee Farm Bureau Federation, the association sold 30 cars of early potatoes for farmers. These potatoes were shipped from three counties and were graded and federal inspection was secured. The graded stock was forwarded to the most promising markets. Such potatoes as still remain in the producing areas will be handled through the county farm bureau organizations.

ASSOCIATION BUYS FARM SUPPLIES AND SHIPS GRAIN

Farm supplies with a sales value of more than \$40,000 were handled for its members by the Farmers' Union Co-operative Association, Mission Hill, S. D., during the year ending June 30, 1928. The most important item was feed, valued at \$14,470, then came coal, twine, flour, fencing, hardware, and salt. Feed grinding brought in \$1,003. In addition to buying supplies for its members the association shipped their corn, oats, barley, wheat, and rye. Net earnings for the year were \$9,663.

REFLECTIONS

IS THIS ALSO YOUR VILLAGE?

It lies in the heart of the prairie, and the prairie sun beats down. Day after day unending, on that little prairie town.

The clouds bank up in the summer, and marching across the plain. Comes the roll of distant thunder, and the lash of falling rain. Year after year repeated—seed time, harvest, fall—The willows sway by the river, and the sun shines over all. The distant hills, they shimmer, under the noonday heat. And down the sidewalks patter the sound of restless feet.

It's not what you'd call progressive; for nearly twenty years.

It has drowned in the prairie sunshine and lived through its hopes and fears.

It knows not change or hurry, the turbulent waves of war.

At night through the velvet shadows comes the sound of a guitar.

Peace and the world forgotten—Peace and a prairie sky.

Sunlit or starlit, dreaming—the dreamy years-as-by.

Dreaming, we're all of us dreaming and tonight, while the embers glow.

I'm dreaming of The Village—The Village I used to know.

—Exchange.

A MIXED SELECTION

The band in a small town had just finished a vigorous but not over-harmonious selection. As they sat panting in their seats after bowing for the applause, the trombonist asked hoarsely:

"What's the next one?"

"The Maidens' Prayer," answered the leader consulting his program.

"Go away!" ejaculated the trombonist.

"That's what I've just been playing."

CIVILIZED BARBARISM

AMSTERDAM—Amid scenes of widest disorder the Olympic boxing championships closed with Italy and Argentina tied for team title.

Italy scored three first and one third and Argentina two first and two seconds. The Olympic committee declined to award the team championship to either one.

Of the other United States ranked third, with two seconds and a third and Holland was fourth with one first and one third.

The final day of the championship eclipsed all the others in the length and vehemence of the contests. At times the referees were unable to make themselves heard. Fist fights ensued on several occasions as rooters of various nationalities championed the cause of their compatriots but Dutch police always were on hand to prevent these sporadic disorders from developing into a free-for-all fight.

Canada placed only in the welterweight division in which Ray Smillie, of Toronto, was awarded third honors.

HOW DO YOU FEEL?

How Dry? "Corkin" said the bottle.

"Rotten" said the apple.

"Punk" said the firecracker.

"Fine" said the judge.

FIFTEEN YEARS AGO

Kansas Needs a Law Governing Cooperative Associations

Cooperative Business Associations while not new in Kansas, yet we have no law dealing directly with them. They are now governed by the same laws governing corporations. There is a vast difference between the manner of doing business of corporations and cooperative business organizations; and there should be a law specially governing cooperative organizations.

Several of the states have such laws. We are told that Michigan has the most perfect and most satisfactory law. Nebraska has a very good law. Cooperation in Kansas is advancing very rapidly, and the signs of the times seem to justify us in saying that in a few years its cooperative business institutions will constitute a large part of its business concerns. Therefore there should be a special law enacted to govern them.

We call the attention of the managers of our cooperative institutions to the necessity for such a law and in plenty of time to think about it and to draft a bill to be introduced at the next session of the legislature.

Agent Walker is Very Busy

Brother McAlliffe:

Well, I am getting lots of correspondence. I have written nearly 500 letters in the last 30 days. I have been corresponding with several machine manufacturing companies. I am satisfied that I could make a contract with them to make and furnish us with machinery and wagons under a Farmers Union brand at manufacturers' prices. All they want is to know that we mean business. I am not pushing this as it is so near the end of the year and the next agent, night, not stand for it. It should be attended to before March first if we want any machinery for next year.

We have plenty of funds on hand to do business with for the present and for some time to come. What we need is trade and not money. We have money enough to do a cash business of \$1 a day without embarrassing your agent at all.

I believe that the president, secretary and business agent should all be located in Salina. I find Salina a good town in which to transact business. It is centrally located, has several good wholesale houses, beats Kansas City on its freight rates. I do not believe that the business agent should be in Kansas City all the time. It might be all right later on to have a man on the board of trade there to take care of the grain department, but we are not that far along yet.

"First rate" said the postmaster.

"Grand" said the piano.

"Keen" said the knife.

"Ripping" said the trousers.

"Juicy" said the orange.

"All done up" said the shirt.

WESTERN CANADA SELLS EGGS ABROAD

British Columbia has this year made shipments of fresh eggs to New Zealand and elsewhere with satisfactory results. A recent shipment of 3000 cars passed through the Panama Canal and moved to Glasgow, arriving in good condition. They were kept at a temperature just above freezing. Modern transportation and refrigeration are working vast changes in produce handling.

SWEDEN HAS LARGE CO-OP MEMBERSHIP

It is reported that the Central Co-operative Office in Sweden has registered 365,800 members, whose families make a total estimated at 1,300,000 persons, or one out of every four for the entire population.

ENGLAND PROPOSES TO "EXPORT" SURPLUS WORKERS

The British government proposed recently to send to her colonies the unemployed of her population in England. It seems that it will not again be possible to use the whole number of miners, for example. Machines do the work faster and cheaper. In a whole public. Insofar as supplies are made cheaper and more abundant, society benefits. But mainly the machine works for the owner, and England has been so far unable to employ the displaced worker in a job that would enable him to buy the products of the machine. The proposal to send these men to Canada has provoked a protest in some quarters.

A. J. Cook, secretary of the miners' federation of Great Britain, speaking at Diawais, Glamorgan, Wales, roundly condemned the government immigration scheme. He said the "most disgusting feature was the attempt to make the miners believe that there was immediate room for them in Canada, and an immediate demand for ten thousand harvesters."

In the first place, Cook said, the wage scheme was wrong; in the second, he had heard from union representatives in Canada that there was a surplus of unemployed there now.

We've Found It Just That Way

Customer: "Say, waiter I ordered strawberry shortcake, where are the strawberries?"

Waiter: "That's what its short of, sir."

I Wonder If You'll Want To Keep This—As I Did

Some two or three years ago a little lad of five went away on the Long Journey. His grandfather, E. E. Kelley, of the Garden City Herald, and the Topeka Capital, wrote this "letter." I have thought it one of the finest things I ever read dealing with the loss of a loved one, and have treasured it. Perhaps some of our readers will also want to keep it.

SONNY BOY

You were such a little tyke, Sonny Boy, to fare forth all alone on the great adventure—the very first of my line to engage in such a quest since your grandmother and I began life's journey together, just 43 years ago today. But you had no doubt whatever that the far away country is a beautiful place—a place of many mansions, and pleasant shade by cool flowing rivers on whose banks little boy angels can play while no one fears they may come to grief; a place of joyous music and triumphant song; of rare fruits and fragrant flowers. You had no doubt of these things, Sonny Boy, no doubt whatever.

In an instant, Sonny Boy, you were invested with eternal youth. We who stay behind may grow old, and the years may come when we shall say, "I have no pleasure in living." But to us, you will always be the little five-year-old boy filled with joy in the new born day. Always with us will be the memory of your love for the fragrance of blooming roses, and sweet peas, of the blooming spruces, which you envisioned as banks of snow; of your translation of the mocking bird's song into language of men; of the imagery of speech that gave us the fond hope that one day there would give glory to the family name. Now it is one of the things that can never be. But there is a recompense; through the weeks and months and years you will always be to us the same little boy, eternally young and eternal June. And sometime Sonny Boy, when the little boy of some other father and mother has grown up, and has fallen into evil ways, your own mother and daddy may have a deep thankfulness that you are a good little boy and can never, never cause them an earthly pang or heartache.

You were laid to rest, Sonny Boy, under heaps and heaps of the flowers that you loved. As the fragrant coverlet was spread over you a mocking bird sang his farewell song to you from a nearby tree top and that evening the new moon—a tiny sickle of a new moon—peeped down from behind a curtain of cloud to see that all was well with you; and the storm king kept watch over you through the night with his ma and lights, and his drums and his rolling drums, and his marshaled clouds freshened your coverlet of flowers. So good-bye, Sonny Boy, for a little while, with the wish that we may meet again where every morning gladness of a June time morning. And when in the eventide I tell the other little folks as we circle around the fire place, the story of "The Little Red Hen" or of "The Ugly Duckling," or else read aloud certain poems which delight little folks with their rhythmic roll, I shall think of you as being somewhere in the shadows cast by the flickering firelight, listening, too. But perhaps, Sonny Boy, you know all this as I write it down.

Blessed are the Peacemakers

What are you running for, Sonny? Trying to keep two fellers from fighting?

What fellows?

Toughy Perkins and me.

large scale. Our elevators by uniting in the handling of wheat could in my judgment sell to far better advantage than they are now doing. Our cooperative stores should find a poultry and cream than they now better market for butter, eggs and have. A couple of cents made on every bushel of wheat handled by our elevators means a whole lot to our course a year, and we might just as well have it as the other fellow; we can have it if we go after it.

Our state business agent is certainly right in saying that most everything can be handled cheaper from Salina than from Kansas City. I will at another time explain why. Our agent is also right in saying that the Union should have headquarters for all its officers in Salina. I have felt the inconvenience of having our officers located at different points for some time. These are matters that can be settled at the state meeting and I hope they will. The Union has not been doing so much in a business way as it should and as it can do from now on if it tries to. If our state business agent has written the following business plan a year ago with the \$4000 or \$5000 that we had on hand, as I wanted him to, he could have saved the members a whole lot of money on their purchases. I believe it is a better business policy for the Union to start slow and build up its own knowledge of business increases, as to start away up and run the risk of falling down as often happens.

No Farm Adviser

Brother McAlliffe: At the meeting of our local No. 435 the question of a county farm adviser was discussed, the majority of our members felt that we do not need a farm adviser. We feel the need of a commission firm in Kansas City to handle our grain. We believe that a grain commission house in Kansas City would do us more good than any thing else now. It would be a good thing to get an expression of all the Farmer Union elevator in Kansas on this subject. Our elevator here at Plainville has shipped 99 cars of wheat since we began business last April. Our manager is up to date and is firm in his belief that it is right to get an expression of the elevator manager on the subject of a commission house in Kansas City.

Yours truly,

George Dryman.

Plainville, Kansas.

In the desert ranges of the West, sheepmen sometimes cover snowdrifts with straw to delay melting and to furnish water for a longer period.

Erosion, gullying and sheet erosion take an annual toll of \$200,000,000 from farmers of the United States. The loss is in their basic resource, the soil.

Many trees, shrubs, and plants contain rubber, and if proper methods of extraction can be devised, may be grown as a crop.

Editor's Comment:

We don't agree with our business agent about having money enough to do business with. We have plenty to do business in groceries and other things of the kind; but we have not enough to handle machinery or such other things that cost us a great amount of money now. Some exchanges must be made to look after the selling end of our products on a

Ladies' Auxiliary

NOTICE

ALL LADIES AUXILIARY DUES SHOULD BE SENT DIRECT TO THE STATE SECRETARY, MRS. MAY INGLE, MICHIGAN VALLEY, KANSAS.

THE AUXILIARY DUES ARE \$1—YOU KEEP 80c IN YOUR LOCAL SEND 70c TO THE STATE SECRETARY. THEN 20c OF THIS IS

SENT BACK TO YOUR COUNTY ORGANIZATION IF YOU HAVE ONE. IF YOU DO NOT HAVE ONE THE STATE WILL KEEP IT IN THE TREASURY UNTIL YOU DO ORGANIZE, THEN YOU ARE ENTITLED TO ALL THE COUNTY DUES FROM DATE OF ORGANIZATION.

Junior Co-operators

MEMBERSHIP LIST

ADDIE HARDIN—Kincaid.
JULIA POWELL—Colony.
HELEN HOLCOM—Baldwin.
LORETTA SIMECKA—Delia.
NAOMI KITCHEN—Lyndon.
HELEN CENTLIVRE—Mont Ida.
KEITH CENTLIVRE—Mont Ida.
PETE CENTLIVRE—Mont Ida.
CLINTON DONALD—Kincaid.
HOWARD DONALD—Kincaid.
GEORGIA GRACE COFFMAN—Madison.
HELEN BARTZ—Rush Center.
MILDRED NELSON—Ottawa.

MARGERY JEAN KRESIE—Meriden.
PHYLLIS TURMAN—Ransom.
NADINE GUGGISBERG—Burrts.
MARIE NEWTON—Utica.
VERA FUNK—Utica.
DOROTHY KRAISINGER—Timken.
LUCILE GRETTON—Kincaid, Kansas.
GEORGANA OLEJNIK—Rossville.
NADINE E. NEIDENTHAL—Timken.
RICHARD SCHIEFELBUSCH—Oswatimie.
LUCILLE WILSON—LaCrosse.



6028 6231

6028. Misses' Dress. Cut in 3 Sizes: 12, 18 and 20 years. An 18 year size with collar requires 3 1/2 yards of 85 inch material together with 1/2 yard of contrasting material for facing on collar, and vesting. If made without collar 3 1/2 yards will be required. Price 15c.

6231. Girls' Dress. Cut in 4 Sizes: 6, 8, 10 and 12 years. A 12 year size requires 3 1/2 yards of 27 inch material together with 1/2 yard of contrasting material for facing on collar, and vesting. If made without collar 3 1/2 yards will be required. Price 15c.

FASHION BOOK NOTICE
Send 12c in silver or stamps for our UP-TO-DATE FALL and WINTER BOOK OF FASHIONS, showing color plates, and containing 500 designs of Ladies', Misses' and Children's Patterns a concise and comprehensive article on dressmaking, also some points for the needle (illustrating 30 of the various, simple stitches,) all valuable hints to the home dressmaker.

Pattern Dept., Kansas Union Farmer, Salina, Kansas, Box 48.

damage. Early samples of French Hungarian and Yugoslav new wheat are showing good quality. Reports from Russia still indicate no surplus of wheat available for export. The official reports now show above average conditions for spring wheat and for rye, but below average conditions for winter wheat, and poorer conditions in the exporting regions than for the country as a whole.

Conditions in Australia and Argentina have been more favorable than during the same period last year. Kansas State Board of Agriculture.

More than 11 billion bottles of non-alcoholic beverages are consumed in the United States each year. It is estimated that into these beverages go 250,000 tons of sugar, 5,000,000 pounds of fruit acid, 50,000 pounds of artificial color, 1,000,000 gallons of flavoring extract, and 400,000,000 gallons of carbonated water.

SENATE CONCURRENT RESOLUTION
A proposition to amend article 11 of the constitution of the state of Kansas by adding a new section thereto.

SENATE CONCURRENT RESOLUTION
No. 2.
(L. 1928, Special Session, Ch. 3.)
A proposition to amend section 8 of article 11 of the constitution of the state of Kansas.

SENATE CONCURRENT RESOLUTION
No. 3.
(L. 1928, Special Session, Ch. 3.)
A proposition to amend section 8 of article 11 of the constitution of the state of Kansas.

SENATE CONCURRENT RESOLUTION
No. 4.
(L. 1928, Special Session, Ch. 3.)
A proposition to amend section 8 of article 11 of the constitution of the state of Kansas.

SENATE CONCURRENT RESOLUTION
No. 5.
(L. 1928, Special Session, Ch. 3.)
A proposition to amend section 8 of article 11 of the constitution of the state of Kansas.

SENATE CONCURRENT RESOLUTION
No. 6.
(L. 1928, Special Session, Ch. 3.)
A proposition to amend section 8 of article 11 of the constitution of the state of Kansas.

KANSAS UNION FARMER WEEKLY EXCHANGE
If members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate, 3 cents a word per line. Count words as "For Sale," or "Wanted to Buy," and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

CLASSIFIED ADVERTISING

FARM FOR SALE

FOR SALE—9 acres fenced and cross fenced, good modern house, 8 rooms besides bath and pantry, splendid well and wind mill, 2 good cellars, poultry house 15x60, barn 24x40, garage 12x18, small stone oil house, wash house 12x15, 2 cisterns, 21 fruit trees beginning to bear, evergreen and shade trees, mail at door, 3 blocks from high school, adjoining Downs. City conveniences, country taxes. Mrs. Martha McKenna, route 2 box 1, Downs, Kansas.

MANAGER WANTED

WANTED—Manager for Farmers Union Produce Store at Williamburg, Kansas, on commission or salary. R. E. Chambers, Homewood, Kansas.

MISCELLANEOUS

FOR SALE—New radiator for Deering Combine Auxiliary engine at half price. Crated to ship. Box 48, Salina, Kansas.

FOR SALE—Catalpa telephone poles and iron posts. S. A. McCune, McCune, Kansas.

99% PURE ALFALFA, no noxious weeds, high germination \$12.50 bu. sacks included, sweet clover \$5.00 bu. alfalfa \$6.00. Meter Grain, Salina, Kansas.

Sec. 2. This proposition shall be submitted to the electors of the state of Kansas at the general election in 1928. The amendment hereby proposed shall be known on the official ballot by the title, "Highway Amendment to the State Constitution." And the vote for or against such proposition shall be taken as provided by law.

Sec. 3. This act shall take effect and be in force from and after its publication in the official state paper.

I hereby certify that the foregoing is a true copy of original Senate Concurrent Resolution No. 2, now on file in my office.

FRANK J. RYAN,
Secretary of State.

By E. A. CORNELL, Asst. Sec. of State.

FREE CALF BOOK
Describes Blackleg Situation

The loss of well over \$6,000,000 each year by the cattleman of the country because of the Blackleg situation indicates the need for a better understanding of the subject. Blackleg is practically 100% preventable. Therefore this enormous annual loss is preventable.

Think what the elimination of that \$6,000,000 Blackleg tax every twelve months could mean in the way of increased ranch and farm prosperity. To help turn this loss into gain is the chief purpose of the material presented in the Calf Book, now being distributed by the O. M. Franklin Blackleg Serum Company.

A careful reading of this booklet will be gladly mailed to any address free upon request. Write the Franklin Blackleg Serum Co., Denver, Colo., for one of these books.

LETTER HEADS
\$6 PER THOUSAND
ENVELOPES
\$5 PER THOUSAND
High Class Job Printing at Low Prices
THE GENERAL PRINTING CO.
Farmers Union Bldg.,
Salina, Kansas.

"The Farmers Union Mutual Life Insurance Company is the First to Settle—I assure you it is much appreciated."

—Mrs. Albert W. Gehrke
Herington, Kans.

But Let the Simple, Assuring Words of This Kansas Woman Tell You Her Full Story.

HERINGTON, KANS., 7/23/28.
FARMERS UNION MUTUAL LIFE INS. CO.,
DES MOINES, IOWA.

DEAR SIRS:—
I WISH TO EXPRESS MY APPRECIATION OF YOUR PROMPT SETTLEMENT OF THE \$2,500 POLICY MY HUSBAND CARRIED WITH YOUR COMPANY.

MY HUSBAND TOOK THIS POLICY IN JANUARY, 1927, AND HAD MADE TWO PAYMENTS ON THE SAME.

HE WAS TAKEN SICK WITH APPENDICITIS THIS JUNE AND UNDERWENT AN OPERATION WHICH WAS NOT SUCCESSFUL.

MR. GEHRKE HAD OTHER INSURANCE IN OTHER COMPANIES, BUT THE FARMERS UNION MUTUAL LIFE INSURANCE COMPANY IS THE FIRST TO SETTLE AND I ASSURE YOU IT IS MUCH APPRECIATED.

VERY CORDIALLY YOURS,
(Signed) MRS. ALBERT W. GEHRKE,

PROTECTION—SERVICE—SATISFACTION
That is the insurance delivered to you by

THE FARMERS UNION MUTUAL LIFE INSURANCE COMPANY
AT DES MOINES, IOWA
(Farmer Insurance At Farmer Cost)
and
(A Policy For Every Member of the Family)

FARMERS' UNION DIRECTORY

NATIONAL OFFICERS

C. S. Barrett, Pres., Union City, Ga.
C. E. Huff, Vice-Pres., Salina, Kansas
A. C. Davis, Sec., Springfield, Mo.

BOARD OF DIRECTORS

C. E. Brasted, Chm., Salina, Kansas
J. M. Collins, Eaton, Colorado
Chas. Rogers, Des Moines, Iowa
D. D. Collins, Rapid City, So. Dak.
C. C. Talbot, Jamestown, No. Dak.

KANSAS OFFICERS

C. E. Huff, President, Salina, Kansas
C. E. Brasted, Sec.-Treas., Salina, Kansas
J. C. Fells, Conductor, Lebanon, Kans.
M. V. Gates, Doorkeeper, Logan, Kans.

DIRECTORS

John Vesecky, Kansas City, Mo.
Peter Mumm, Selden, Kans.
H. E. Whitaker, Emporia, Kansas
Carl B. Clark, McPherson, Kansas
R. D. Samuelson, Olsburg, Kansas

Farmers Union Jobbing Association

237 Board of Trade Bldg.,
Kansas City, Missouri

Farmers Union Live Stock Commission

408-8-10 Live Stock Exchange Bldg.,
Kansas City, Mo.

Farmers' Union Mutual Insurance Co.

246 F. U. Insurance Bldg.,
Salina, Kansas

Farmers' Union Auditing Association

Thomas B. Dunn, Salina,
Kansas

Farmers' Union Managerial Association

A. M. Kinney, President, Huron, Kansas
Miss Olive Troutman, Secretary, Kansas City, Kansas

COUNTY UNIONS. ATTENTION

Any county desiring a banquet for its delegates at the state meeting in October can have the matter attended to by notifying the undersigned, who was appointed for such purposes by the committee on arrangements. State time, price, number of plates, etc. Please clip this notice for use when needed.

R. H. HAWKINS,
611 North 11th St.
Marysville, Kansas.

Moths do not like clean clothes or blankets. Be sure to have them cleaned and sunned before putting them away.

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SPECIAL ELECTION OFFER

From now until November 15, 1928
The Lincoln Star daily with Sunday
for \$2.00, daily without Sunday for
\$1.60. Subscribe now and keep posted
on the political news. Please
mention this offer in subscribing.
Adv.

666

Cures Malaria and quickly relieves Biliousness, Headaches and Diseases due to temporary Constipation. Aids in eliminating Toxins and is highly esteemed for producing copious watery evacuations.

AERO-DUSTER



For COPPER CARBONATE dust treatment for the prevention of Stinking Smut or Bunt in wheat.

Price—\$32.50 F. O. B., Kansas City.

Liberal discount to dealers.

HANDLED BY THE FARMERS UNION JOBBING ASSN.,
337 Board of Trade Building
KANSAS CITY, MISSOURI

Have You Insured Your Grain Insure To Be Sure

you will receive something for your year of labor

There Is No Closed Season on Fire or Windstorm

Your own company can give you safe sound and low cost protection.
Assets over \$350,000.00

Farmers Union Mutual Insurance Company of Kansas

Prunes Prunes

The Finest Grown in the northwest. Shipped from the WALLA WALLA DISTRICT.

WRITE, WIRE or PHONE for prices, delivered your station.

Farmers Union Jobbing Association

337 Board of Trade Bldg.

KANSAS CITY, MO.

Branch Office

Salina, Kansas

Price List of Local Supplies

Application cards 20 for 5c
Credential blanks 10 for 5c
Dimit blanks 15 for 10c
Constitutions 5c
Local Sec'y's Receipt Books 25c
Secretary's Minute Books 50c
Farmers Union Buttons 25c

Farmers' Union Song Leaflets, per dozen 10c
Business Manuals, now used instead of Ritual, each 5c
Farmers' Union Song Books 20c
Farmers' Union Watch Fobs 50c

Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.

WRITE C. E. Brasted, Box 51, Salina, Kansas.

ALL ONE BIG FAMILY

That's the way the Farmers Union Live Stock Commission salesmen, yardmen, and office force feel toward you when you come to us for service.

Your interests are our interests and our organization is kept in shape to take care of your live stock and your business in the way you want it done.

Farmers Union Livestock Commission

STOCK YARDS

KANSAS CITY

Your Own Firm

LEARN LATEST BLACKLEG FACTS!

It pays to keep posted on the improvements that are taking place in protecting against disease losses.

A recent big advance in immunizing calves is explained in the new CALF BOOK 32 pages of illustrated information no cattleman can afford to miss.

A copy gladly mailed with out cost or obligation. Write, drop a postal or put your name on the margin of this ad and send it in to any Franklin office.

THE O. M. FRANKLIN BLACKLEG SERUM CO.
Denver, Kansas City, Wichita, Alliance, Rapid City, Amarillo, Fort Worth, Marfa, El Paso, Santa Maria, Calgary.

CO-OPERATORS HOLD NOTABLE SESSION

(Continued from last week)

Possibilities and Limitations of Co-operative General Advertising Campaigns

Cooperative advertising, correctly utilized, will increase the public esteem and enlarge the market for a meritorious product, said Paul S. Armstrong, assistant general manager of the California Fruit Growers' Exchange, before the session of the institute. Stressing the value of newspaper advertising in stimulating the demand for reasonable products, Mr. Armstrong pointed out the results achieved with some of California's agricultural commodities.

"Successful general advertising campaigns," he continued, must be predicated upon a product of merit, properly standardized and intelligently distributed.

"Inadequate advertising appropriations seriously limit advertising results, for advertising on a national scale is necessarily expensive because of the necessity of reaching a large number of people to cause the message to be heard."

On a government postcard, sent one to each family in the United States, would cost a half million dollars.

"However, authorities agree that worthwhile results can be accomplished with half that amount. The Sunkist Exchange has spent about a million dollars yearly during the past five years, or about 1 per cent of the gross sales, to advertise the citrus fruit of its members.

"The primary purpose of cooperative advertising," Mr. Armstrong asserted, "is to increase the basic demand for the general benefit of the entire industry. In this it differs from most commercial advertising campaigns, which are usually competitive. Competitive advertising, to be effective, must be continuous in years as well as in prosperous ones, for the public soon forgets. It takes both time and money to cultivate and hold consumer demand. In fact, the cooperative's marketing problem never ends, because satisfactory returns means enlarged production."

"The supply of citrus fruit in the United States has tripled in 20 years, far exceeding the rate of population growth, and Exchange advertising has been successful in increasing the per capita consumption of oranges 72 per cent. This has involved intensive, new points of service and sound health arguments."

As an illustration, Mr. Armstrong pointed out that the eating habit of the public have been changed during recent years. Half the oranges for breakfast demand to orange juice, through advertising and the development and sale of reamers and electric extractors, solving the potential surplus in the rapidly increasing summer orange production must be alive to this situation and keep his finger on the pulse of the market.

How to keep employees interested and how to stimulate their efforts to greater endeavor, was the second problem discussed. The bonus plan, it developed, met little favor, although the Washington Dairy Association, according to A. G. Ziebell, is paying each employee a percentage of his year's salary based on the productivity of the association. Paul Armstrong, of the California Fruit Growers' Exchange, said a bonus plan is in operation in his organization in the sales force, but results in salaries in that department being correspondingly lower. Mr. Swarthout was of the opinion that the bonus plan must be further developed before it is successful.

The chain store problem was left for the conference of sales managers and the last question discussed was for superannuated employees. Mr. Armstrong explained the plan in use by the California Fruit Growers' Exchange; and it was generally agreed that some such plan could be and should be worked out by cooperative associations.

Conference of Sales Managers and Advertising Men

The chain store problem was presented as the most important now facing sales managers of cooperative associations; by Paul Armstrong, assistant general manager of the California Fruit Growers' Exchange. His Association, said Mr. Armstrong, has had to come to the policy of selling to chain stores, although it does not generally deal with retailers. The difficulty in oranges, he said, is that chain stores want the same sizes and at the same time in all their stores, to sell at the same price, and it is impossible to load out cars in this manner. His association sells to chain stores where jobbers cannot handle the business; and with their permission; or in instances where jobbers have failed to work with the association.

John W. Lawler of the Poultry Producers of Central California, said his organization sells to chain stores and solicits their business. In the east, the prices made on carlots are the same as to wholesalers. Locally, he said, the price is that made to retailers less the difference in delivery charges, or service, etc., required. S. D. Sanders of the Washington Egg and Poultry Association, said his organization sells to chain stores, and the emblems of both the chain store and the association are used on the package.

"Either the chain stores must adopt a general policy of a small spread and heed the rise and fall of the market in handling dairy products, or the milk industry must be demoralized with severe cuts to the producer," said Charles W. Holman, secretary of the National Cooperative Milk Producers' Federation. "When the volume of milk and cream handled by chain stores increases to 10 per cent, they will dominate the situation," he said.

The conference agreed that the chain stores are becoming an increasingly important factor in the sales activities of cooperatives, and that each industry must work out its own policy in dealing with them.

increased sales or increased prices and sales.

Mr. Francisco told of the experience of the California Fruit Growers' Exchange in advertising oranges, first as an experiment, then as a policy, stating that "today the American public consumes more than twice as many California oranges as it did when Sunkist advertising was started. The cost is about a cent a year per consumer, or about 1 per cent of the f. o. b. value of the crops sold."

Preferential advertising was discussed by the speaker, who asserted that growers of any section can, by advertising, create a demand for their particular product and he cited the California Sunkist lemon, which 18 years ago comprised about one-fourth the American consumption but which now supplies about 75 to 80 per cent, and brings a premium over imported lemons.

Advertising also can be used in strengthening weak spots in demand, he said, by advertising locally; and also can be effectively employed in building up a demand for off-sized fruit, either large or small; for establishing a year round market; and for popularizing the package as well as the brand or grade. Advertising, he claimed, raises land values by increasing market demand and consumption of products.

Advertising of one fruit, said Mr. Francisco, does not necessarily attain its success by taking consumption away from some other fruit. The effect of all fruit advertising is to teach the public the dietetic value of fruit. The heavy advertising of fruit, he said, is no doubt responsible in large measure for the increased consumption of fruits and vegetables and the corresponding decline of 20 pounds per person per year in the consumption of meats. "So big an educational task," he concluded, "can only be done by group effort over a period of years."

Four major problems confront the managers of cooperative marketing associations, the American Institute of Cooperation was told by A. V. Swarthout, Washington, D. C., of the United States Bureau of Agricultural Economics.

The first of these, he said, and most important, is just how far the manager should go in presenting problems to the cooperative to the directors, whether "he should work for them, or they for him, or the board and manager work together."

John W. Lawler of the Poultry Producers of Central California, R. M. Hagen of the Western Cattle Marketing Association and S. D. Sanders of the Washington Cooperative Egg and Poultry Association, agreed that the plan of working together must be followed, although the manager must be alive to this situation and keep his finger on the pulse of the market.

How to keep employees interested and how to stimulate their efforts to greater endeavor, was the second problem discussed. The bonus plan, it developed, met little favor, although the Washington Dairy Association, according to A. G. Ziebell, is paying each employee a percentage of his year's salary based on the productivity of the association. Paul Armstrong, of the California Fruit Growers' Exchange, said a bonus plan is in operation in his organization in the sales force, but results in salaries in that department being correspondingly lower. Mr. Swarthout was of the opinion that the bonus plan must be further developed before it is successful.

The chain store problem was left for the conference of sales managers and the last question discussed was for superannuated employees. Mr. Armstrong explained the plan in use by the California Fruit Growers' Exchange; and it was generally agreed that some such plan could be and should be worked out by cooperative associations.

Conference of Sales Managers and Advertising Men

The chain store problem was presented as the most important now facing sales managers of cooperative associations; by Paul Armstrong, assistant general manager of the California Fruit Growers' Exchange. His Association, said Mr. Armstrong, has had to come to the policy of selling to chain stores, although it does not generally deal with retailers. The difficulty in oranges, he said, is that chain stores want the same sizes and at the same time in all their stores, to sell at the same price, and it is impossible to load out cars in this manner. His association sells to chain stores where jobbers cannot handle the business; and with their permission; or in instances where jobbers have failed to work with the association.

John W. Lawler of the Poultry Producers of Central California, said his organization sells to chain stores and solicits their business. In the east, the prices made on carlots are the same as to wholesalers. Locally, he said, the price is that made to retailers less the difference in delivery charges, or service, etc., required. S. D. Sanders of the Washington Egg and Poultry Association, said his organization sells to chain stores, and the emblems of both the chain store and the association are used on the package.

"Either the chain stores must adopt a general policy of a small spread and heed the rise and fall of the market in handling dairy products, or the milk industry must be demoralized with severe cuts to the producer," said Charles W. Holman, secretary of the National Cooperative Milk Producers' Federation. "When the volume of milk and cream handled by chain stores increases to 10 per cent, they will dominate the situation," he said.

The conference agreed that the chain stores are becoming an increasingly important factor in the sales activities of cooperatives, and that each industry must work out its own policy in dealing with them.

Factors Considered in Lending to Cooperatives

Through the operation of the Federal Intermediate Credit Bank, cooperatives have been able to secure necessary and proper financing more easily, said Reuben T. Evans, vice-president of the Federal Land Bank and the Intermediate Credit Bank, Berkeley, in addressing the American Institute of Cooperation at the University of California. Mr. Evans, appeared in place of H. D. Ellis, president of the bank.

And through the operation of the Intermediate Credit Bank, said Mr. Evans, commercial banks now lend more readily to cooperatives on short time loans.

The speaker explained the operation of the Federal Intermediate Credit Bank, which operates under the farm loan act, and a farm loan board provided by that law. Products that have been placed on the eligible list, said Mr. Evans, may be loaned upon at once, while in other cases the bank assists the cooperatives in preparing their cases for the farm loan board.

The Berkeley bank lends on more commodities than any other of the Intermediate Credit banks, he said, because of the fact that more agricultural crops are grown commercially in this state and marketed cooperatively than in any other district in the United States.

In making a loan, Mr. Evans continued, the stability of the management is considered. He pointed out some of the dangers encountered by the association, such as setting prices too high in times of surplus, with the result that the commodity suffers later.

While there are five principle factors which always are taken into account by the Federal Intermediate Credit Bank in making loans to cooperatives, the moral risk is the one given greatest consideration, according to Ward M. Buckles, in addressing the American Institute of Cooperation. Mr. Buckles, manager of the Federal Intermediate Credit Bank of Spokane, said the moral risk of the applicant is the keystone of credit structure, and the bank must be satisfied that it is good.

The factors which are taken into account in making a loan are named by Mr. Buckles as follows: The character of the organization or legal set up, history management, sales policies and warehousing.

In considering the character of the organization, said Mr. Buckles, "we desire first to know that it is a genuine cooperative association, organized on a non-profit basis and with a pooling arrangement for handling the commodity. The membership contract is probably one of the most important factors of the entire organization, and it must be so drawn up as to pass title to the commodity from the individual to the association so that the association can borrow money on it and pledge it as security."

"I am coming to believe that a continuing withdrawal privilege is the preferable form, for in that way it is less difficult to maintain the continuity of the organization. The membership is an important element and, I think, next to the management and sales policies, is one of the most important things to be considered. We desire to know that membership is 'cooperatively minded' and that the members are loyal not only to their association but loyal to the principles of this kind of an organization."

In my opinion, the most important factors that come to our attention in connection with the success of an association, for without good management harmony is lacking and success is out of the question.

The sales policy is in my opinion next in importance to that of management. We believe the program that should be followed is one of scientific merchandising, that is, the selling of the commodity in an orderly manner, thereby stabilizing prices. The question as to whether or not the association is in the habit of carrying goods over from one year to another is given careful consideration, for we consider this practice not sound.

Credit Extension by the Cooperative To Growers

Eighty-five per cent of the members of the California Fruit Growers' Association are financed by the cooperative, E. L. Adams, president of the organization, told the American Institute of Cooperation at the University of California.

This is accomplished, he said, by two methods. Harvested rice is borrowed upon by deposit of the warehouse receipts, upon which 60 per cent of the value is loaned. While this takes care of the big problem, that of financing the grower during the ten or twelve months sale period, pre-harvest financing sometimes is required. This is accomplished by the Assignment Order system, by which the grower assigns his crop to the association, and is advanced the money on it.

Funds for the financing are secured by the Association from the Intermediate Credit Bank, or from commercial banks on shorter loans, and are turned over to members upon their collateral as needed.

The Cooperative Withholding Financing Plan

"You cannot stretch cooperation beyond dollars and cents. You can talk all you want to about the benefits of cooperation and the wonderful results to be obtained by working together, but if you fail for one single year in bringing home to your membership in dollars and cents what they could have obtained by shipping through independent commercial companies, right then and there trouble begins."

So James J. Bronnan spoke to the American Institute of Cooperation discussing Cooperative Withholding Financing Plan. Mr. Bronnan is the president of the California Fruit Exchange, a fresh fruit deciduous cooperative that has been in existence for 27 years, with headquarters at Sacramento.

Describing the withholding plan of financing, Bronnan said the exchange charges its members 7 per cent for selling their products, the same as the commercial companies. The actual cost is about 3 per cent. The 4 per cent is returned to the growers as follows: 1 per cent at the end of the year's business; 1 per cent the following September; and the other 2 per cent is held in the withholding or revolving fund for 5 years, when it is repaid. This withholding fund now totals about \$1,600,000 and is due to be refunded to the growers in the next five years, said Mr. Bronnan. Under this plan the California growers \$5,450,000 in the last ten years.

The Revolving Fund Method of Cooperative Financing

The revolving fund method of capitalizing a cooperative marketing association has many advantages, said John W. Lawler, general manager of the Poultry Producers of Central California, in addressing the American Institute of Cooperation at the University of California.

Lawler listed among these advantages, the following, which he said he considered as the most important: The revolving fund certificates carry no voting power, control of the association is therefore retained by active members of the organization even though certificates are sold or transferred.

Revolving fund certificates may bear a fixed rate of interest and for practical purposes are similar to obligations to pay money and in case of need may be used by members to raise money.

In some cases it is necessary to obtain permission from the corporation commissioner before capital stock certificates can be retired;

whereas in the case of revolving fund certificates they may be retired without any restrictions other than those placed in the by-laws or articles of incorporation of the organization.

The revolving fund method equalizes the financial burden on all members of the association. Revolving fund certificates do not carry any liability such as would a certificate of stock.

Purpose of Organization of Subsidiaries

"If cooperatives are to make headway in the problem of surplus crops, a way must be found for them to work more closely with their commercial competitors and with unorganized producers," was the opinion expressed in a paper by Harry M. Croch, general counsel of Sun-Maid Raisin Growers and other California cooperatives and farm organizations, at the American Institute of Cooperation.

There are few, if any, cooperatives with sufficient control of their respective commodities," according to Mr. Croch, "to alone successfully regulate distribution if surpluses exist in their commodities. Instead, an attempt should be made for the cooperative, its commercial competitors and the unorganized growers to get together on those matters that have to do with the handling of surpluses through a mutually owned subsidiary in the nature of a trade association. Such an organization could hold the cooperative, its commercial competitors and the unorganized growers together loosely, yet effectively, on some matters of mutual helpfulness, but at the same time would leave them free to carry on their producing, manufacturing and selling operations much as before."

It was pointed out that subsidiaries along the line of trade associations offered a fruitful field for bringing the cooperative into more constructive relationship with its competitors and unorganized growers, and would tend to lessen destructive competition between them.

which has more land under cultivation than Kansas and that state is Texas which is three times as large and yet has only 27 per cent of its land under cultivation while Kansas has 67 per cent of its land, making its share of production.

Is it any wonder that the farmer needs a governor like Clyde Reed to look out for his interests?

Now if you see fit to publish this O. R. it is all we are all the farmers will appreciate it.

Yours Respectfully,
J. D. STOSZ.

Editor's Comment:

It was a notable victory, this August primary. So far as the government is concerned, it is 100 per cent good. I have been getting information as to the nominees for the state legislature, and for Congress, in at least one district. And I have been glad and proud both for the vote and character of the community. To inquire from other states as to whether the farmers voted, and whether they voted as farmers I have replied affirmatively.

Imagine then, my surprise when the question was seriously raised as to whether the farmers really voted. Here this year that previous year they did not vote. In my opinion, I sincerely hope that the analysis now being made will reveal a heavy increase in the farm vote. I still believe there was, but we shall see. In Brother Stosz's community they couldn't thresh, but it didn't rain everywhere. In one township exclusively rural, 110 votes out of a possible 120 were cast. No town beat that, probably. Thanks, Brother Stosz, for your letter. It was a victory, August 7th.

STOCK MARKET

FARMERS UNION LIVE STOCK COMMISSION

Kansas City, Mo., Aug. 23. Your firm again set the pace Tuesday, August 21, when we sold 27 head of Angus steers and heifers, weighing 898 pounds, for \$16.50. This was a record for the year. The owner was Ross Scott, Maryville, Mo. Our salesman, Johnnie Hannon, sold the load to Wilson & Co. You can depend on all Farmers Union salesmen to get all the market affords.

STEERS—Good fed beef steers and yearlings are scarce on the market. Most of the run is fair to medium size feds and grassers. The prices steady for quality shown, with plainer grassers slightly lower. Most steers around \$13 to \$15.50, with top at \$15.75. Best yearlings sold around \$14 to \$15.75. Most stockers sell around \$9 to \$12.75. Bulk of feeders \$10 to \$13.25.

COWS, HEIFERS, MIXED YEARLINGS and BULLS—Canner cows about steady for the week and selling from \$6.50 to \$6. Choice heavy cows and fed heifers 25c to 50c lower. The in-between killing cows are a big 50c lower again this week, or \$1 lower under the high time last week. Cows selling under \$6.50 mark are in good demand but those bringing from \$6.75 to \$9 are hard to move from 75c to \$1 under ten days ago. Grass heifers have suffered right along with the cows, and mixed yearlings fully steady, with the paid to good kinds 50c to 75c lower. Stock cows about 25c lower for the week, reds selling from \$7.25 to \$7.75; Whitefaces at \$7.50 to \$8. 650 to 800 pound stock heifers in good demand from \$8.50 to \$11 for Shortorns, and \$10 to \$12 for Whitefaces. Bulls steady,

Bulk of good 140 to 160 lb. hogs at \$11 to \$11.60 with butcher sows at \$11.75.

Yearlings \$17—Weighty Steers \$16.85

Above prices represent high point of Tuesday. Supply of the strictly choice yearlings and heavy steers has been moderate but the pressure on medium classes of cattle shows weakness and the prices are 25 to 50c lower for the week. Farmers Union has handled a large number of good cattle from Illinois, Iowa and Missouri this week. We quote a few representative sales below:

Monday: E. S. Simpson, Plover, Ia., 42 steers, average 1200 lbs., at \$16.25.

Fritz Mueller, Osage, Ia., 49 yearlings, average 810 lbs., at \$15.50.

Tuesday: Load of club calves from Greene county, Iowa, some of which brought \$17.00 and average 1090 lbs.

Wednesday: A. T. Buckman, Shelby, Mo., 19 steers, average 1145 lbs. at \$16.25.

Wm. Seltzer, Manhattan, Ill., 28 steers, average 1118 lbs., at \$16.50.

Thursday: J. S. Conger, Ollie, Ia., 5 car loads of cattle; 19 steers average 1266 lbs. at \$16.50; 21 steers average 888 lbs. at \$16.30; 54 steers average 1089 lbs. at \$16.25.

The Farmers Union wants to handle your cattle and you may be sure of receiving the full market value. Send us your orders for feeders.

Farmers Union Tons Lamb at \$14.35

We sold lambs today for Lewis Kenyon, Manager, Richland, Iowa, at \$14.35, extreme top. Yesterday for C. E. Wheatley, Fairfield, Iowa, at \$14.25, extreme top. Natives are 50c to 75c lower, sorted hard. Western show same loss. Feeding lambs have held about steady. We bought good 51 lb. lambs today at \$13.75 for Ben Schmitt, Streator, Ill., the best load shipped out of the yard this year, in the opinion of many operators. If you want feeders send us your order and it will receive our best attention.

Farmers Union Live Stock Commission, Union Stock Yards, Chicago, Ill.

Thursday, August 23, 1928.

THE DEMOCRATIC PLANK AND GOVERNOR SMITH'S ATTITUDE

(Continued from page 1)

Twice a Republican Congress had passed legislation only to have it vetoed by a President of the opposite party, and whether the veto of that specific measure was right or wrong, it is undisputed that no adequate substitute was ever recommended to the Congress by the President and that no constructive plan of relief was ever formulated by any leader of the Republican Party in place of the plan which its Congress passed and its President vetoed. Only caustic criticism and bitter denunciation were provoked in the minds of the Republican leaders in answer to the nationwide appeal for a sane endeavor to meet this crisis.

Marketing, Warehousing and Surplus Control

Cooperative, coordinated marketing and warehousing of surplus farm products is essential just as coordinating, cooperative control of the flow of capital was so necessary to the regulation of our country's finances. To accomplish financial stability, the Federal Reserve System was called into being by a Democratic administration. The question for agriculture is complex. Any plan devised must also be coordinated with the other phases of our business institutions. Our platform declares for the development of cooperative marketing and an earnest endeavor to solve the problem of the distribution of the cost of dealing with crop surpluses over the marketed unit of the crop whose producers are benefited by such assistance. Only the mechanics remain to be devised. I propose to substitute action for inaction and friendly action for hostility. In my administration of the government of my state, whenever I was confronted with a problem of this character, I called into conference those best equipped on the particular subject in hand. I shall follow that course with regard to agriculture. Farmers and farm leaders with such constructive aid as will come from sound economists and fair minded leaders of finance and business must work out the detail. There are varying plans for the attainment of the end which is to be accomplished. Such plans should be submitted at once to searching, able and fair minded analysis, because the interests of all require that the solution shall be economically sound.

If I am elected, I shall immediately after election ask leaders of the type I have named irrespective of party to enter upon this task. I shall join with them in the discharge of their duties during the coming winter and send to Congress immediately upon its convening the solution recommended by the body of men best fitted to render this signal service to the nation. I shall support the activities of this body until a satisfactory law is placed upon the statute books.

COLORADO FARMERS UNION PLANS FOR NATIONAL CONVENTION

Mr. C. E. Huff, Farmers Union, Salina, Kansas.

Dear Sir and Brother:

The Farmers Union of Colorado stands ready to receive with open arms and true western hospitality the national convention which will meet here November 13, 14 and 15 of this year.

I believe there is no particular reason why I should commend the beauties of Colorado at that time of year to you now. Suffice it is to say that our farmers will have harvested a rather large crop for which they will receive low prices and they are looking forward to this convention with such an interest that we sincerely trust that everyone of our states will send a full complement of delegates. The election at that time will be over. A great legislative policy will be established for the conduct of the "Voice of Agriculture" in Congress.

I have had passed through the City Council an ordinance giving us \$500 to help entertain the delegates and I am starting on a National Convention Souvenir number of the Colorado Union Farmer which I shall try to make outstanding in the annals of Farmers Union publications.

MARKET LETTER

Farmers Union Tons Hog Trade, \$13.

Farmers Union led Chicago market in receipts and sales of hogs this week. Monday "your own firm" received more hogs than any of the 115 commission houses at the world's largest market. Receipts have been light and price has been a sensational jump to the highest point of the year. A few outstanding sales by Farmers Union are given below:

Thursday: Fritz Belter, Manager Shipping Association, Stockton, Ia., load of 200 lb. hogs at \$13, extreme top.

Wednesday: L. E. Hitchcock, Menlo, Ia., load of 333 lb. sows at \$11.75, extreme top on sows.

Hog Quotations: Top \$13.00 for selected 190 to 210 lb. hogs. Bulk of 170 to 240 lb. hogs selling from \$12.40 up to \$12.85. Bulk of 250 to 320 lb. hogs from \$12 up to \$12.50.

We are inviting the nearby states to send as many car loads of their members as possible and the Farmers Union of Colorado welcomes the National Convention and is determined to make this convention redound to the credit and pride of every member of the Farmers' Educational and Cooperative Union of America. We welcome all. We want you to come. We want you to bring every member with you that you can. The Farmers' Union is on the way and can never be destroyed.

Sincerely and Fraternally,
T. E. HOWARD,
Secy-Treas.

SOME NEW THINGS IN AGRICULTURE

No serums or toxins prepared from cattle for the cure or prevention of cattle diseases may be imported into the United States because they might serve to introduce into the country foot-and-mouth disease, rinderpest, or other maladies which are prevalent in foreign countries but do not exist in the United States.

Recent experiments indicate that the chemical element manganese is essential in the manufacture of green color in paint. Little is required, but some seems to be essential.

DEPARTMENT OF PRACTICAL CO-OPERATION

NOTICE

To The Product Pool members: The Erie Produce Pool local meets on the first Monday night of each month. All members expected to be present.

CHAS. NORRIS, Pres.

ANDERSON COUNTY

BELLVIEW LOCAL NO. 2042

Meets the first and third Thursday of each month. Jno. T. Anderson, Kincaid, Kansas.

ALLEN COUNTY

WALNUT GROVE LOCAL NO. 2159

Meets first and third Monday of each month. R. D. Northway, Sec.

CHASSA COUNTY

MILLER LOCAL NO. 1929

Meets each second and fourth Thursday. W. H. McCandless, Sec.

GREENWOOD COUNTY

SUMMIT LOCAL NO. 1974

Meets the second and fourth Friday, Alice Ames, Sec.

LYNN COUNTY

BUCKEYE NO. 2074

Meets first Wednesday of each month. Roy Edmunds, Sec.

MIAMI COUNTY

INDIANAPOLIS LOCAL NO. 1077

Meets the first and third Friday night of each month. Mrs. Della Burns, Sec.

NEMAH COUNTY

LIBERTY LOCAL NO. 888

Meets the second and fourth Monday of each month. Robt. Steele, Centralia.

OSAGE COUNTY

COOK LOCAL NO. 1845

Meets the second and fourth Thursday nights of each month. Mrs. A. S. Lee, Sec.-Treas.

WASHINGTON COUNTY

BANNER LOCAL NO. 512

Meets the second and fourth Friday nights of each month. Anthony Wray, Sec.

SCRUBY LOCAL NO. 1021

Meets the first Friday evening of each month at the Scrubby School house, Mrs. Ben Doebbe, Secy.

HONOR ROLL

ALLEN COUNTY

Bayard 2035

Fairview 2154

ANDERSON COUNTY

Bellview 2042

Fairmount 2049

BROWN COUNTY

Madison 1967

CHASSA COUNTY

New Hope 1834

CLAY COUNTY

Swanton Local No. 1191

CRAWFORD COUNTY

Kavanaugh 408

Maple Leaf 416

Pleasant Dale 435

ELLSWORTH COUNTY

Burmester 943

Flower 1044

Shamel 974

Jacksonville 1038

FAIRVIEW 1070

Little Wolf 1376

ASH CREEK 1388

Advance 1389

GRAHAM COUNTY

Fairview 665

GREENWOOD COUNTY

Neal Local No. 1913

Junction 1604

HARPER COUNTY

Fresh 1336

JACKSON COUNTY

Bright Side 1655

Mayetta 1857

JEFFERSON COUNTY

Granville 2023

JEWELL COUNTY

Collins 636

Pleasant Prairie 694

Pleasant Valley

JOHNSON COUNTY

Sharon 1744

LANE COUNTY

Any Local No. 1564

WILSON COUNTY

Dew Drop 454

LYNN COUNTY

Pleasant View 640

Buckeye No. 2074.

LYNN COUNTY

Heikler 809

Harvey 827

Dew Local No. 858

Barrett 1071

MIAMI COUNTY

Washington 1680

Rock 1737

MITCHELL COUNTY

Prairie Glen 847

Liberty 883.

NEMAH COUNTY

Prairie Grove 899

Kortens 900

Sunny Knoll 1377

NORTON COUNTY

Edmond 690

Pleasant Valley 1025

Zion Local No. 1225.

OSBORNE COUNTY

Victor Local No. 775

PHILLIPS COUNTY

Big Bend 1448

POTTAWATOMIE COUNTY

Pleasant View 1513

REPUBLIC COUNTY