



# THE KANSAS UNION FARMER



Organization Education Co-operation

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## Would "Intelligent Guidance" Be Solution of the Farmers' Problem?

The Following Article From the Pen of Edwin McKnight Offers Advice to Farmers and Is Worth Reading and Discussing—Whether His Method Is Sound Remains To Be Seen

(Continued From Last Week)

Let's have it! Are there not brains enough in all of this Republic with capacity sufficient to take up the Farmers' Problem, and by study, by examination, by investigation and by experiment, to solve it, and then put the solution into actual operation and prove it?

Must the sheriff forever continue his post mortems of the farmers?

The Cooperative Spirit Grange, that willingness and determination to unite individual efforts and individual property for the common good has been successfully attempted in many ways by our farmers.

There has been much constructive building in local cooperation among them; cooperative packing and selling associations for fruit, cooperative pooling of wheat, cotton and wool; cooperative ownership of warehouses for wool and of elevators for wheat; cooperative cheese and butter factories; the Dairyman's League, and cooperative pooling of milk. Indeed the farmer has shown that he is not lacking in the cooperative spirit.

Certain sections entire counties, and whole states, even have their cooperative associations for distributing and selling certain farm products.

The names of some of them are: Flood River Apple, the Wenatchee Valley Apple, the Yakima Valley Apple and the Logan Berry Associations in the northwest. The entire state of California is organized to sell its citrus fruits, nuts, prunes and raisins. The Kansas Wheat Growers' Association, Inc., and the North Dakota Wheat Growers' Association are already formed and all the other spring wheat states will shortly be organized as States for storing and selling wheat by the pooling plan.

There are co-operative Livestock Shipping Associations, State Grange, and Farm Bureau Federations. It is a slander for anyone to say that the farmers will not co-operate for the common good.

The time would now seem ripe for our Congress to give the large Government Agricultural Corporation or Association to give Intelligent Guidance of acreage planting and of distribution to the farmers and Regional National Markets to assist them in selling all of their products and to invite the assistance of all of these farm cooperative organizations to aid in putting into actual operation the Solution of the Farmers' Problem.

An Anomaly

Food, the only real necessity of life, has always been the few hall of the markets, kicked hither and yon by every one who wished to put a boot to it.

The Farmer, the man whose patriotism is unquestioned, whose hours of labor are long, fatiguing and continuous, whose production has always been sufficient and sometimes enormous, has, in the mighty struggle for money and for self, always been outclassed and defeated by his opponent.

Why is it that the man, who produces the only thing that all men must have or perish, never sets his price on his own production? The Farmer, who never has ceased to labor, though his wages have generally been insufficient, and at times less than nothing, has always been the butt of ridicule and the target for criticism for his unbusiness like methods.

Blamed for his grouch, found fault with because he does not keep account of the cost of production and therefore unscientific, he plods along his weary way, round shouldered and discouraged.

Why is it thusly?

The Crime of 1920

We have had farmers' panics caused by unprofitable excess production in the United States many times before 1920 but that year discloses the most startling example of wide spread financial ruin caused by that condition in all our history.

Abnormal conditions produced by the World War, existed.

Starvation was prevalent in China, India, the Balkan States and in other parts of Continental Europe. The propaganda of the war food administration, of food and still more food, was remembered by the farmers.

With no Intelligent Guidance the agriculturists planted a very large acreage, and weather conditions being favorable an excessive yield resulted.

War time prices of labor, of machinery, and of food products continued down to marketing time when a vicious unjust, and false propaganda was launched in the country that the price of farm produce must come down as the high cost of living was mainly caused by its excessive production.

The financial condition of the farming people of Central Europe prevented export sales, except on credit. Large quantities of food bought by the Government for the soldiers were dumped on the farmers' market. The consuming public, shrewdly taking advantage of the excessive yield, and the speculators, the harpies of the market, seeing the plight in which the tillers of the soil had placed themselves by unprofitable over production have joyously been bearing the food markets to an extent hitherto unequalled even in our severest food panics.

If the wheat producers of the United States, in January, 1920, had been advised intelligently how much acreage to plant and if they had followed that instruction, thirty-two banks in the spring wheat section of the North-west would not have closed their doors, thousands of spring wheat farmers would not have lost their all, and a section of our country, an empire in extent, would not have been financially prostrate.

A Picture

Visualize, if you can, the picture of an industrious, intelligent farmer owning a large fertile acreage, with an up to date equipment, situated in the western wheat belt, producing a large quantity of wheat, corn, and hogs, and yet by reason of universal over production losing his beautiful crops, and also his farm, and in addition thereto accumulating a large debt; and then when he and thousands of others like him, ask prevention of a recurrence of these intolerable conditions through Intelligent Guidance by Government, Congress, farmers, and to their entreaties, and leaves them to "enjoy" in the future the miseries of the present and the past!

Dangerous Conditions

Unless Intelligent Advice be given the individual farmer as herein suggested, conditions dangerous to the welfare of the Republic will result. American agriculturists, many of them college graduates, are neither Mexicans Peons or Russian Serfs. If their demand for relief and change from uncertainty of compensation to certainty of price is unjustly and lawfully denied them by the Congress and prevented by statute law, they may strike as a last resort, and plant only enough for their own use; or they may desert the farm as many are doing, and take the "man with the hoe."

Then poverty, ill health, ignorance, and a low type of civilization as seen on the farms in our Southern States, in Continental Europe, Russia, Mexico and South America, will take the place of the up to date methods, of the thrifty, the robust manhood, and the intelligence now visible on the fruit farms, the wheat, corn and hog ranches of our Northern States.

There is still another possibility which is more likely to happen. As the individual farmer is slowly and surely snuffed out huge corporations like the United States Steel Corporation may buy up the land, and cultivate the soil as the ranches are managed in Mexico.

Injurious Propaganda

The exploiting of the agriculturists through propaganda has been going on for many generations. "The honest farmer," "The industrious agriculturists" are stock phrases always set up in type in the composing rooms of all our newspapers.

The food propagandists are very solicitous for the welfare of "Our Farmers" and very shrewdly give them advice "How to grow bumper crops" knowing full well that the more food they produce the cheaper it will be for the consumers and if the "Honest Farmers" can only be persuaded to produce enough, the urbanites can get their "Chow" for nothing. When this happens, as it often does, the "Industrious Agriculturists" receive as compensation for their "Honest Toil" scorn and ridicule from their food consuming "friends" for their unbusiness like methods and the world. "He's a farmer," spoken in derision, are often heard in large assemblies.

All colleges of agriculture and all agricultural newspapers advise intensive methods, power machinery, selected seed, well arranged and extensive acreage, all of which tends to produce excessive yield. Two writers' memory, going back fifty years, fails to recall a single instance of a college professor teaching, or an editorial writer suggesting, that the farmer should try to produce each year just enough wheat for food to meet the seasonal requirements of the alimentary canal of the food consumer, and that he should and could get a living price by so doing. A president of the Massachusetts College of Agriculture in a public utterance once said, "I am very sure that very few of my Students say that they follow farming as a vocation." Now why was it that that worthy President failed in his efforts to make farmers out of his scholars? It was because he, like all other College Presidents, had left out of the curriculum a course of "How to get a profit plus a profit price for the farm production."

The President of that college did not seem to understand the first elements of a successful business, and that is, not to manufacture more than the buying public will pay a sufficient price therefor. He apparently never thought of Intelligent Guidance for the whole farming industry. As the colleges of agriculture are supposed to partially exist for the benefit of the agriculturists, they should give instruction on that interesting and important subject.

Wheat speculators take advantage of propaganda to bear the market on the Chicago Wheat Exchange; and newspapers lend their advertising columns to publishing all sorts of rumors of "Enormous quantities of wheat for export in Argentina" to produce the effects desired, to bring profit to the speculators, and loss to the wheat growers.

It would be the duty and the privilege of the Farmers' Grain Corporation to combat all injurious propaganda by paid advertisements in the public prints, and by utterances of its expert economists and statisticians, to inform our country of the equitable financial requirements of the food producers to the end that farmers might be made the respected calling of its importance demands.

Back to the Land

Many persons, born and bred in a city, accustomed to certainty of compensation by their wages, or to fixity of profit, in their business, where cost plus a profit price is the rule, are often very much attracted to the farmer game, lured on by visions of easy money made by crops growing, while they sleep on downy beds of feathers. When they move from the pavement to the soft and sticky soil, they are quickly disillusioned by their hard and grinding toil.

When they bring their harvests, large and costly, to the market, filled with over flowing, long and loudly they murmur at the meager prices they receive. Then to the city with its lights electric, the Back-to-Landers quickly go, and forever curse the country for its insufficient glow.

An Operating Suggestion

Government Intelligent Guidance of acreage planting for the whole farming community could easily, and quickly be put into actual operation, and need not be expensive.

A United States Agricultural Corporation, with the Secretary of Agriculture chairman of the board of directors, could be formed by the Congress.

This corporation should have at least six different and distinct departments, one for each of the principal farm products: grain, cotton, tobacco, vegetables, fruit and live stock.

The present County agents and some officers of the Granges could be made employees of the corporation, and could cheaply and accurately gather the information as to intended acreage planting and as to expected production.

They could disseminate the statistics and Intelligent Advice to the farmers, and could advise and observe the actual acreage planted; and make reports thereof to the corporation, and the said reports could be published for the benefit of the public.

With a United States Agricultural Corporation, to give Intelligent Guidance of acreage planting to all farmers, the expense of operation would be much less and the results more accurate and equitable than they would be if a separate corporation was formed and operated by the farmers themselves for each one of their principal products. The cost of operation would be small.

(Continued on Page 3)

## Are Still Jollying the Farmer

Interesting Article By J. W. Batchelor, President So. Dakota Farmers Union

"Laugh and the world laughs with you, weep and you weep alone." In the wondrous provisions of nature like begets like and so from the spontaneity of human exuberance a contagion of joy spreads forth until all the hills and vales echo the glad refrain that gladdens the heart, lifts the heavy load, and makes the cloudy pathway bright.

Realizing finally and fully the indispensable functions of agriculture and the national menace of its broken spirit, the order has gone out to jolly the farmer and so cheer him up that again he may go whistling and singing to his toil. Not only does the influence of the farmers prosperity or bankruptcy permeate every nook and cranny of civilization but his mental states produce like reactions in minds of all people.

Today after more than two years of that backward, tragic trail towards normalcy the farmer is the saddest and the sorriest sight in all the world. What seemed a nightmare is true with no hope of waking to find it only a dream. Within a period of less than three years artificial deflation of credit and positive contraction of the currency have taken TWENTY BILLIONS of dollars from agriculture and handed an equal amount to Wall Street. The farmers equity represented by the deed has been billeted by his obligation embodied in the mortgage is untouched. Now in the midst of the bankruptcy of all his hopes, the farmer, like the Children of Israel wandering in captivity to sing but song that has no source in the spirit is mockery. "How can we sing the songs of Zion in a strange land?"

Throughout the states banqueting organizations the farmer not from love of him or his calling but in a desperate effort to save their own skins. Never has the farmer been more welcome to the gatherings of the traders and the financiers never before were so many generous and far reaching invitations extended to him. So well feigned is this interest in our welfare that many horny handed sons of the soil are almost convinced that this overworked pretense of affection is sincere and genuine.

Publications and other publicity agencies of big business have taken a fling at the job of pumping optimism into the ego of the dejected and discouraged farmer. On August 20th, the Literary Digest broke forth with a psalm of Thanksgiving and praise for the prosperity of agriculture which it sees lurking just around the corner. In its vision it there are bumper crops, monster pumpkins, fat steers and hogs, more than three billions of bushels of corn, more than a billion tons of hay, the second largest potato crop since the landing of the Pilgrims, joyous country fairs, bonfires of burning mortgages and notes, rollicking country dances, six cylinder automobiles crowding the country roads, and many other wonderful and convincing evidences of the good times soon to be enjoyed by Uncle Reuben and his folks. In the same picture the black cat of pessimism is portrayed clearing a high back yard fence with Mother Nature sending a shower of vegetables and fruits in hot pursuit while Uncle Sam in his easy chair smiles as he reads the 1922 crop reports.

Nor or iniquitous and bumper crops all the good news flashed to the farmer from the broad casting stations of optimism. Our wise and benign law makers on Capitol Hill are building a tariff wall about our country for the purpose of prohibiting foreign competition with American producers. These statesmen, now universally on the hunt for votes, assure us that the new duties on imports will put a billion and a half dollars a year into the pockets of American farmers.

Surely, with all these evidences of prosperity and plenty, it is time for heart strings to begin vibrating with the thrills of joyful optimism and for the satisfactions of peace, harmony and happiness to take up their abode with us here to dwell forever more, world without end. Can we not say with Richard the Third "Now is this winter of discontent made glorious summer by this son of York?"

Not yet. Not while our nations money, the life blood of our civilization and our commerce is the play thing of an autocrat used as tool to "clean" the country at his pleasure; not while a hundred billions of dollars contracted under a thirty cent dollar coin; not while the sovereign powers of our republic are so used that the results of a life time of industry are swept away at a single stroke; not when our great financiers manipulate money matters that our total agricultural production hardly pay interest and taxes; not while the farmer is being offered a franchise to a citizen or an association of citizens which enables them to lay tribute upon the balance of its subjects, it becomes a party to a crime.

A good government should represent upon terms of equality and justice the whole people. It can not do so when it takes a portion of the people into partnership to assist in conducting the business of government. It does take them into such partnership every time it grants a franchise to exercise any of the attributes of sovereignty.

From all these truisms, self-evident facts that are unarguable, the conclusion is reached that it is the duty of good and just governments to protect man in the enjoyment of the fruits of his labor and his inalienable rights—"life, liberty and the pursuit of happiness" that a government fails to perform this duty when it grants franchises, or establishes laws or customs which enable a portion of its citizens to prosper at the expense of any or all other portions. When a government so fails to perform its whole duty, and the prosperous portion is small in number as compared to the number of those who are robbed by their appropriations and exactions, it indicates a degree of national decadence which must speedily be fatal to any but a government of force.

A government of force is one in which the wealthy are interested in government by the cession of profitable franchise which induce them to contribute enough to the support of the administration of affairs to employ a sufficient number of the people pay a salary, to control the masses by force.

A glance at the condition of this country today in the broadest of facts and considerations should alarm every patriotic citizen, because the rapid strides made in the last 40 years towards a government of force. The question may well be asked, "Is there no way to prevent it, no way to stop the few to enervate themselves. Stop this headlong stride towards the destruction of true democracy and the substitution of a government of force?"

Yes, there is one, and only one way. No help can be had from those who profit by the evil. Even the lowly prophet while upon the earth advocating reform in words of ultimate truth, in the capacity of both God and man found deaf ears upon the officials and those who profited by the then conditions, etc. He was forced to turn to those "whose cup of happiness was not running over." It has been the same from that day to this.

Relief must come from those who have paid tribute in this country to enrich a comparatively few; far beyond the most sanguine dreams of ancient kings. They are the industrialists, the bankers, the stockholders, the field, mine, shop, factory, and everywhere that honest effort can wring a reward from the forces of nature.

These are they which have cut down the forests, opened the road and paved the way for the spread of civilization into a wilderness. These are they which have dotted the nation with schools, churches and factories and have filled them.

These are they which in times of war march boldly to the foe with cannon and with an avert all impending dangers both in times of peace and war and feed and clothe the world and pay the debt.

There are they whom God looks upon in compassion and love, and who are the government, since it is they

## Is It Not Said "Ye Shall Know the Truth, the Truth Shall Set You Free"

O. F. Dornblaser (Uncle Dorn) of Iowa Discusses The Problem Of Government From A Co-operative Standpoint. Government Should Be For All, Not the Few

The best form of government is the most perfect form of cooperation. A government approaches perfection as it offers to each subject conditions which enable him to exercise to the best advantage all his power and ability to cooperate in securing the highest degree of prosperity for the nation.

The prosperity of a nation is measured by the prosperity of the individuals that compose the nation, not by the increase in wealth.

The citizen can best cooperate to secure the prosperity of the nation by doing those things which contribute to his own prosperity, provided his prosperity is not secured by appropriating, or infringing upon the prosperity of some other subject that is cooperating to secure the same end.

If the prosperity of one citizen is secured by appropriating the prosperity of some other citizen, it does not add to the prosperity of the nation, because the good is counterbalanced by the bad. If the prosperity of one is secured by appropriating the prosperity of more than one other citizen, it detracts from the prosperity of the nation just in proportion to the number of those whose prosperity has been appropriated or destroyed. When a government appropriates more of the wealth of the individual than is necessary for an economic administration of government, it is tyranny and oppression; but when a government grants a franchise to a citizen or an association of citizens which enables them to lay tribute upon the balance of its subjects, it becomes a party to a crime.

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IN ASSOCIATION

THURSDAY, SEPTEMBER 14, 1922

## TARIFF CHEATS THE FARMERS

No newspaper can possibly be wrong all the time on all public questions. The Kansas City Star almost realizes such an ideal but once in a while its foot slips and it gets right and stays right for a day or two. The following editorial is reprinted from a recent issue of that great luminary. It is pretty sound with the exception of the statement that the tariff on wheat and other farm staples cannot help the farmer.

It would be much more accurate to say that the tariff will not help the farmer simply because he will not use it as a means of helping himself. If the farmers of this country ever get their backs up, organize behind the tariff wall, reduce the production to about a minimum American demand, and set up their own marketing associations for the control of the movements of their crops in an orderly way the folks who think they are handing Uncle Reuben a gold brick in the tariff may get a rude shock. Thus be the Star.

"For a mass of tariff postage of dubious value, the western farmer is practically selling his birthright—the better chance to obtain in world markets a price for his wheat that will pay him to grow it. In a so-called farmers' bill, he is being given schedules that glitter in promise—the highest and best protection, by cracker, that the farmer has ever received, your political tariff orator is telling him.

"But never has the old, old adage been so true as in this instance; that all that glitters is not gold. The tariff bill glitters for the farmer but that is all that it does do—just glitters. The schedules given him on his chief commodities are ineffective, and for being given them he will pay several times over on the things he buys, and at the same time weaken his position in world markets on the chief thing Kansas has to sell—wheat.

"The trouble with most tariff discussions is that when criticisms are leveled at a measure the high priests of protectionism immediately shriek: 'Does the nation want free trade at such times as these?' While his supposed to answer everything and all things.

"So at the outset, let's dispose of this stock claptrap by giving a negative reply. The country doesn't want free trade at this time. Admittedly the need of readjustments of some tariff schedules has been made manifest by the changed conditions brought about by the war—some, mind you, not all. That goes without saying. Because a dose of aspirin often brings relief is no reason why taking a whole box of pills at one time will bring more relief.

"That's the trouble with the tariff bill. Instead of meeting and correcting the specific situations where American industry labored under impossible competition, congress has gone whole hog, given the full box of the stiffest kind of tariff the country has ever confronted.

"Before taking up where the farmer will get off under the bill, it is well to go one step further. If the country is to be surrounded with sky high tariff barriers on most manufactured goods—thereby increasing the cost of living—there is no justification for not including the farmer, in the process and doing him out high schedules on paper, even if they won't result in any real protection.

"But the point is the farmer and everyone else would be better off if there were both reason and reasonableness all around in the tariff making. Sake it that from the shrewd lobbyist for an industry that has got its hand in this grabbing tariff making, the industry is going to get its share, even though the farmer won't. The eastern and middle western manufacturer is walking off with the capdy—the farmer will get the all-day sucker."

## MORE FRIENDS FOR THE FARMERS

The American Institute of Agriculture has been established in the City of Chicago. Its announcement states that its chief purpose is to teach the farmers of this country how to market their crops. That is a highly commendable ambition all right but the farmer would like to know just who has been engaged to do the teaching.

The list of professors who have accepted positions with the school includes several very great names. Among others we note that of Julius Barnes whose distinguished services as chairman of the Government Grain Corporation during the Great War have long been appreciated at their proper value by the wheat growers of the United States. Mr. Barnes is about the biggest grain commission merchant in the country. He has houses on practically every terminal market in the United States. He is the president of the United States Chamber of Commerce. He should be able to give the farmers a lot of useful information if he tells all he knows about grain marketing. But will he publish his confessions as part of the course of study?

Then there is C. H. Gustafson formerly president of the Nebraska Farmers Union, formerly president of the United Farmers of America, formerly president of the Nebraska Farmers Union Exchange, formerly member of the Board of Directors of the National Farmers Union, formerly president of the National Cooperative Association, formerly chairman of the Farmer-Labor Conference on Cooperation, formerly chairman of the Committee of Seventeen on Grain Marketing, formerly chairman of the committee of Fifteen on Live Stock Marketing, formerly chairman of the Board of Directors of the Nebraska Farmers Union Live Stock Commission Company, formerly president of the United Grain Growers Incorporated, formerly candidate for United States senator from Nebraska. Surely Gustafson should contribute something of value when he assumes his professional duties. No man in the country has had so much experience. No other man in the country has held and retired or been fired from so many responsible positions connected with farm organizations and marketing. His thesis on "How I Spent \$600,000 organizing a Grain Marketing Agency that never sold a Bushel of Grain" should be a very valuable contribution to the literature of agricultural marketing.

Other able, experienced and successful instructors have been secured are L. F. Gates, Grain Merchant, formerly president of the Chicago Board of Trade; G. F. Ewe, president of Terminal Grain Elevator Association, place of activity not given; B. L. Hargis, Grain Merchant, president of the Kansas City Board of Trade; J. L. Harris, Assistant Freight Agent of the Chicago and Alton Railway; O. F. Hunzicker, manager of the Blue Valley Creamery Company; O. W. Oleson, Produce Merchant, president of the Chicago Mercantile Exchange; J. Ralph Pickell, editor of the "Round Up" and apologist and defender of grain gambling; A. F. Stryker, secretary of the Omaha Live Stock Exchange; and Willis H. Parker, professor of Banking in Columbia University.

In addition to the loving friends of agriculture already named there are twenty employees of the Federal Department of Agriculture and ten professors in agricultural colleges on the faculty list. It might be unkind to inquire whether these able gentlemen all of whose time is already bought and paid for by the tax payers of the United States are not just a little unethical, to put it mildly, in accepting outside employment similar to that for which they draw salaries, and in permitting their names to be used in the boosting literature of a purely private enterprise.

There are a few others, perhaps a half a dozen who have had some successful experience in cooperative marketing but none of the great leaders in the farm movements that have accomplished so much in the past ten years are included.

As so many of the salaried officers of the United States and of the various states have permitted their names to be used in connection with this enterprise perhaps it would be as well for the present congress to raise another of its justly celebrated investigating committees for the purpose of learning more about the American Institute of America.

## THE UNORGANIZED FARMERS

Almost every honest man who discusses the tariff question admits that duties on agricultural products, regardless of rates are not likely to be of much benefit to the farmers. On the other hand it is taken for granted that taxes imposed on the importation of manufactured articles will greatly enrich the producers of finished products.

Why should the manufacturer grow richer and the farmer poorer under almost identical provisions of the tariff schedules? Answer is as simple as two times two. Manufacturers are organized to avoid competition with each other; farmers are unorganized for marketing and each one is in a race with all others for a pitifully small share of the demand for his stuff.

The unorganized farmer would be a joke if he were not such a pathetic and pitiful example of a human being who has not learned that self preservation is the first law of nature.

Any farmer who doubts the value of organization should put in a short time studying a colony of hornets.

## WHAT IS A LIVING WAGE?

Organized farmers demand conditions for making and marketing their crops in such a way that they may live in comfort and security. Organized labor asks for living wages for workingmen. There is too much of a tendency to base the returns for labor and agriculture on the cost of living. Is the farmer entitled to no more than a bare subsistence in return for the labor of himself and his family and for the use of the capital which he has invested? Is the working man's service to be measured by smallest amount of income that will enable him to live and labor?

There is something wrong with any economic system that bases prices of products and wages for labor on the cost of living. It contains the horrible assumption that the men who produce all the wealth of the world have no claim to the results of their labor beyond what will enable

them to live. It should not be a matter of controversy that every man who works should live in security from the proceeds of his labor. That much reward is generally conceded without argument. It is the theory that denies workers any share of the annual increase of wealth in excess of mere living expenses which is so repulsive to all fair minded men.

If the returns for labor either in agriculture or industry are to be based on the cost of living it is necessary to know just what is meant by living. Is it mere existence? Or does it include the decencies and comforts of life, the education of children, the accumulations of savings for old age and sickness, provision for feeding the mind as well as the body and for recreation and amusements? Men who are rich or even well to do claim all these things as their rights. How many of them and to what extent are they conceded to all fair minded men?

The average well to do man in business other than farming lives in a modern house filled with devices designed for comfort and conveniences. There are running water, bath, rooms, electric lights, heating apparatus, labor saving machinery and appliances of every sort, fireless cookers, power washing machines and scores of other things that make life easy and pleasant that are not found on the farms. Are the farmer and his wife to be denied these facilities for comfortable living?

A great majority of the children of well to do business and professional men continue their education through high school and college. Only a very small number of farmers' children ever enjoy such advantages. Thousands of farm women and men who have grown old and almost helpless must retire to a comfortable cottage in a nearby town or accept a grudging support from their children already bowed down by their obligations and difficulties. The successful business man retires from active life with ample provision for security and comfort through old age. The working man in all unskilled callings is much less able than the farmer or the skilled worker to make provision for age.

Everywhere there are the saddest evidences of privation and poverty of want and unhappiness among those who create the wealth of the world. Is this because the annual earnings of industry, the annual increase of wealth is not enough to go around or is it because some get more than is fair and others far less than justice demands? Will there ever be industrial peace until all who labor are recognized as partners in the great enterprise of wealth production and are accorded a just share in the distribution of the results their partnership?

## LONE HAND OR TEAM WORK

After the fourth of next March there will be a group of senators at Washington in many respects as great and as able as ever served the republic. Hiram Johnson will be re-elected by the voters of California; La Follette is now certain to return from Wisconsin the revolt against the stand pat wing of the republican party assures Reed's success in Missouri; Brookhart, of Iowa; Frazier, of North Dakota; and Beveridge of Indiana, will replace reactionaries; Capper, Borah, and Tom Watson hold over.

Here is a group of nine men, all progressive, all devoted to the common good, all fearless and able who could do much if they would work together. All cherish pretty much the same ideals; all have the same consuming scorn for pretense; all have the same flaming zeal for the public interest; all appreciate the dangers that now threaten our most cherished institutions. United they can dominate the senate and restore the reputation enjoyed by that body during the days of Webster, Calhoun, and Clay.

Unfortunately each one of these men plays a lone hand. What a boon to America and to humanity if they could work together as a team.

## PRESIDENT HARDING'S LOST OPPORTUNITY

Just a few weeks ago Warren G. Harding had an opportunity to write his name among the immortals of this earth. When it became evident that the striking shop workers and their employers, the great railway systems of this country, could not reconcile their difference on terms mutually acceptable, the president, as befitted the head of this great republic, intervened.

Advised by men of the highest intelligence and the purest patriotism Mr. Harding formulated a basis for a peaceful settlement of the strike and submitted to the strikers and to the railways for their consideration. In his judgment and in the judgment of a vast majority of the sensible people of the country his plan was equitable and fair. It had regard for the rights of the strikers, the railways, and the public and therefore recognized all the parties in interest.

The strikers accepted the president's plan. The railway managers rejected it. In failing to follow up the rejection of his plan with positive constructive action Mr. Harding lost the greatest opportunity of his so far singularly fortunate life time. On the very hour of the rejection of his plan by the railways the president should have demanded a reconsideration and an acceptance. Upon a second rejection of his offer he should have taken over all of the railways of the country to be operated by the government in and for the public interest.

Instead of acting with that firmness, courage, and sound common sense that the emergency required the president announced that the government had done its best and could not effect a settlement. The strike has continued until SIXTY PER CENT of the equipment of all the railways is unfit for use. The business of the country is on the edge of paralysis, and the air is filled with portents that threaten the very existence of orderly government.

Hitherto in the history of our country every hour of national peril has produced its own upman. It is about time for some great leader assume the responsibilities of the present crisis.

## Varonian

Lost the Nomination.  
For senator from Mississippi. Neither his state nor his country loses by his defeat. Varonian has been governor and senator. He is one of the few surviving statesmen who mistake pose and pretense for ability. He wears long hair all the year round, a circular cape for an over coat in the winter, and uses an outfit of ideas that were out of date before the civil war.

Stephens, the successful candidate, is both fortunate and unfortunate. He is to be congratulated on his success but he will have quite a job to do to attract much attention in any spot light rivalry between himself and his brilliant colleague, Pat Harrison.

## La Follette

Certainly Cleaned Up.  
In the Wisconsin primary election. His majority was about a quarter of a million. No more spectacular come back was ever staged in the political annals of this country. Only four years ago the senate considered the expulsion of the man who has just received such a tremendous vote of confidence from his own people.

La Follette retains his hold on his own folks because they know and trust him. He never misleads or misrepresents; he has the habit of telling the truth; he believes that a man may be a crook even though he is in good standing in the republican party; and how he does hate shams, hypocrisy, and double dealing.

Although the most important primary of the year the kept newspapers and the press associations have suppressed most of the details. It seems certain, however, that along with Senator La Follette and Governor Blaine every congressional candidate endorsed by them has been nominated. All the men who supported the Esch-Cummings law will be left at home.

## Kulp,

A Topeka Preacher  
Is a good deal worried because an increasing number of American citizens insist that poverty is not due to any lack of production but is the result of unequal and unfair distribution. The reverend brother declares such doctrines are communistic, socialistic, anarchistic, radical, revolutionary, and wrong. The real trouble, according to the doctor is lack of production.

Very few men who have incomes or salaries of SIX THOUSAND a year or more are much troubled over the distribution of the fruits of labor.

## Baruch,

Wealthy Financier.  
Is devoting his talents and perhaps a small portion of his FIFTY MILLION dollars to the great work of solving marketing problems for agriculture. He should make some suggestions of great value. During his career as a successful farmer in Wall street there were many times when immediate credit was essential to his success in marketing the commodities in which he carried on a very profitable trade.

With Edison, Baruch, Barnes, Hoover, and Ford all busy at work on currency, credit, and marketing problems there should be no worry over such things by their fellow farmers thru out the country.

## Voting

Is the Citizen's  
Most important duty. Ordinarily nearly fifty per cent of all qualified voters neglect this duty. The man who fails his country in time of war is rightly regarded and branded as a slacker.

The peace time conflict with the forces that would destroy freedom never ceases. It is a ruthless war between the cohorts and beneficiaries of privilege and the plain folks of the farm, the shop, the factory. In this war, as important as any that has ever determined on red soaked battle

## ADVERTISING A SALE

Every farm needs a proper advertising campaign if it is to bring profitable returns and increase a farmer's other lines of business. The value of such a campaign is well known in other lines of business as is indicated by their sale advertisements which will often occupy large space in newspapers and other publications costing many thousands of dollars. Advertising with such concerns has become a specialty productive of the highest returns.

Yet farmers with such lessons before them often neglect to their own disadvantage to advertise their property.

Many of the greatest livestock breeders of the present day have become what they are not merely because of hard work and good fortune but because of business ability which enabled them to introduce themselves into the livestock world and often this introduction came by way of a farm sale. Many breeders of registered livestock and of poultry owe no small part of their business success to judicious advertising.

It is not possible to lay down fixed amounts that should be spent in advertising any given sale. This will depend on the amount of goods to be sold and the locality of the sale. It is however, far better to have a sale over-advertised than under-advertised and the object of advertising should be to notify as many prospective buyers as possible of the sale and the goods to be offered.

Bills may be used to supplement the campaign. These should be large enough so that printed matter may be easily read in order to withstand weather conditions they should be printed on cardboard. Several weeks prior to the sale these bills should be posted at the main road crossings and other important localities in the neighborhood.

The most important medium to be used however is the newspaper. First determine which newspaper or newspapers

fields; the men and women who neglect or refuse to vote are just as yellow as slackers as are the old, faded and weak hearted cowards who shrink military duty.

In war time compulsory military service is necessary; it is reported that the new Missouri constitution will establish compulsory voting in that state. Other states may well consider the necessity for conscripting voters and requiring them to serve their country at the polls.

## Coal Is

Being Produced  
In about the usual volumes throughout the country but it is offered for sale at very unusual prices. It is held that state governments have no authority to fix the price of fuel. This may be true but every state has laws for the punishment of extortion. An advance of two dollars a ton for coal when there has been no corresponding increase in the cost of production is extortion. The whole power of the law should be used to end such shameless profiteering.

The coal operators will make a good thing out of the strike unless their plans are blocked in some way. They sold their reserves for high prices, they saved the wages of miners for several months, and they now propose to add almost fifty per cent to the price of their product at the pit's mouth. The public interest is certainly involved in this matter. If the Kansas Industrial Court exists for the purpose of protecting the people it should use its powers in this emergency.

The governor once took over and operated the coal mines on the assumption that such an action was required for the public safety. The operators are now abusing their opportunity and should be required to turn their mines over to the public.

## Ganna Walski

Harold McCormick's Singer  
Has a husband worth fifty million dollars who is reported to be as good as new since he was operated on for the restoration of his youth but she still has a few troubles. Another prima donna wants to enjoin her from singing in the United States.

Also she may have some difficulty in getting her husband back into this country since the marriage in Paris was in direct violation of the laws of Illinois as McCormick's divorce was not absolute at that time. In morals and probably in law the degenerate descendant of good old Cyrus H. McCormick is a bigamist and the singer by the same token is not a wife but an affinity.

Pity the troubles of the rich.

## The Turks Are

Mighty Tough Folks  
And appear to be altogether too much for the Greeks who are themselves about as bad actors as there are in the world. The war between these two groups of highly undesirable citizens appears to be going against the more or less Christian Greeks. England has sent war ships and soldiers to fight against the Turks and to restore order in Asia Minor.

A hard boiled old frontier fighter of the name of Custer once declared that the only good Indian is a dead one. This seems to be true of the Turks and civilization should protect itself by making the largest possible number of good Turks even if in so doing it is necessary to save the lives of a few Greeks.

## Disarmament

Is Absolutely Necessary  
To the restoration of peace, order and prosperity. The League of Nations which persists in living right on in utter contempt of Senator Lodge is now wrestling with this problem with some prospect of success.

As there are FORTY EIGHT nations in the League, in fact all the countries of the world except the United States, Mexico, Germany, Austria, and Russia, it would seem that some-

papers cover the field best. In general the local newspaper will meet most requirements for an ordinary farm sale. In this paper as large space should be used as the sale will permit and the advertising should be put in the most attractive style so as to attract attention of readers. The most important items in connection with the sale should be in large print and stand out prominently from the other material. These should be followed by a summary of the other goods offered for sale.

The advertisement should run several weeks before the sale and if a single paper will not reach all prospective buyers space in other papers should be bought and similar advertisements inserted.

It may be profitable to have small sheets of the sale printed and distributed by mail. Some of these may be sent out at less cost by distributed through grocery and other retail stores and gathering places where a small supply may be laid in a conspicuous place. Some dealers make it their business to attract the attention of the customers to these advertisements.

Another form of advertisement often used is a small printed card giving the main information in regard to the sale. These may be distributed by hand and by mail.

Should the sale justify the printing of a booklet or catalogue such a system of advertising may be profitably used. The booklet should feature animals used in breeding and those for sale with illustrations of the best individuals and the pedigrees and records of all animals. However, do not distribute such material without judgment as the item of expense may easily become high. In general a preliminary announcement of the sale by means of a small card containing the main information and in addition a note that patrons write for catalogues will be found more suitable. This can be followed by the distribution of news-

thing might be accomplished.

## Brazil Now

Being Discovered  
By Secretary Hughes and the United States is the second nation on the American continent in population and the first in area. Her resources are measureless; her population is more than THIRTY MILLIONS; her trade is well worth while for the exporters and the importers of this country. Our own people are interested in every proposal likely to enlarge our foreign markets. The administration at Washington has done a good deed in moving for a better political and commercial understanding with our great South American neighbor. If the Brazilians do not take to the jungle on sight of our secretary's whiskers, Hughes should be able to do something that will count for better trade relations. He will give his best which is always pretty good but he carries about seven eighths of the brains of the Harding administration under his hat he should stay away from Washington too long.

## Wives

Are More Valuable  
In other parts of the country than in the great state of Texas. Last week's papers told of a gentleman residing in the justly celebrated Lone Star state who sold the partner of his joys, sorrows, and labors to a visiting stranger for TWENTY-FIVE dollars. If wives are to be made a marketable commodity there should be some reasonable standard of prices. The man who makes such a purchase for so small a sum is almost certain to have the worst of the bargain and at the same time such a price discredits and depreciates the value of similar property that other Texas gentlemen may have for sale.

On second thought and after getting complete information from Texas it would appear that the Ku Klux Klan has its proper place as a regulatory influence in that state.

## Rains

Were Reported  
As falling in many sections of western Kansas last week. It was feared that many helpless frogs had been drowned in the resulting freshets but later advice indicates that the mortality was kept down in most sections. The water was so shallow that all the frogs more than a year old which could not swim were able to wade out.

Grave concern over the effect of so much moisture on the dry weather catfish introduced into the northwestern part of the state by the Farm Bureau Federation was expressed in many quarters. It is certain now that no damage was done to this new industry.

## Dancing

In Public Pavilions  
Is becoming one of our most popular outdoor sports during the summer months. When such balls are conducted within the corporate limits of law enforcing cities and towns they are fairly decent places of recreation and amusement for folks whose intellectual development was suspended at about the age of seven years. Reports from resorts and the delights of automobile drives between dances may well be regarded with suspicion by the parents of the youngsters that patronize such places.

There is complaint that officers of the law are not properly protecting the boys and girls who attend these public dances. This may be true but it should not be forgotten that the real responsibility for the conduct of refractory youth rests on parents who are not fit for the areas that they have accumulated for themselves.

the catalogue among those who show an interest in the sale and such people as the farmer cares to present with a catalogue.

Finally the farmer should make it his business to have a successful sale and leave no stone unturned bearing in mind that his first sale is the embarkment into a new era of farming with great possibilities.

The man who contemplates selling registered stock should of course advertise in farm papers of wide circulation.—Southern Planter.

## WORLD WHEAT OUTPUT CONTROLS PRICES HERE

"World production of wheat is the dominating influence on the price of wheat in the United States," in the opinion of Mark W. Pickell, Agricultural Statistician for the Farmers National Grain Dealers Association at Chicago who has just completed a three months' special study of the factors influencing the price of wheat.

"United States production of wheat is of secondary influence in controlling American prices, and general business conditions and grain movement are third in importance," Mr. Pickell says.

With the use of facilities of the Bureau of Agricultural Economics of the United States Department of Agriculture, Mr. Pickell has charted the production, movement, prices of wheat and general price levels, and his conclusions are the result of correlating these various factors. The investigation is one of the first to be made under a new plan of cooperation by which the Department of Agriculture places its facilities at the disposal of business groups and others who wish to make economic studies through their own representatives.

Save the best of this year's seeds For the next year's planting needs.

If the lambs are wormy give them copper sulphate treatment.







# Department of Practical Co-Operation

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

John Tromble  
Sept. 16—Garnett.  
Sept. 27—Beloit.  
Sept. 29—Princeton, Mo.  
Sept. 22—Emporia.  
C. E. Brasted.  
Sept. 15—Marshall County Quarterly Meeting.  
Sept. 20—Menlo.  
Sept. 22—Emporia.

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

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

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

**MARSHALL COUNTY**  
**THIRD QUARTERLY MEETING**  
The third quarterly meeting of the Marshall County F. E. & C. U. of A. will be held at Marysville, Friday, September 15, at 11 o'clock a. m. Local speakers will be present. Besides the regular order of business, we have our vice president, and national lecturer, W. C. Landson will be with us.

Richard H. Mackey  
Secretary-Treasurer.

**BROWN COUNTY MEETING**  
The Brown County Farmers' Union No. 42, will meet at 1 o'clock on Tuesday, September 19th, in the Light and Power Hall at Hiawatha. Besides the regular order of business, we have our vice president, and national lecturer, W. C. Landson will be with us.

R. E. Reber, Pres.  
C. A. Babbitt, Sec.

**MIAMI COUNTY MEETING**  
The third quarterly meeting of the Miami County Farmers' Union will be held in Fontana Saturday, September 30th, beginning at 1 p. m. All committees are requested to meet in Fontana at 9:30 a. m.

W. E. Hays, Pres.  
Geo. L. Chappell, Sec.

**DOUGLAS COUNTY MEETING**  
The Douglas County Farmers' Union will hold their third quarterly meeting on September 28th at Lone Star. This will be an all day meeting. Basket dinner will be served at noon. Every local is requested to send a full delegation. Every one that can spare the time is urged to attend and help make these meetings more interesting.

G. W. Hardtarfer, Co. Pres.

**DOUGLAS COUNTY HOLDS ANNUAL PICNIC**  
Douglas county as usual held its annual picnic on Labor Day, and it certainly was an ideal day for the event. A fair sized crowd attended as some of the farmers were compelled to stay at home and take advantage of the splendid rain we had on the preceding Saturday night and get their wheat ground in shape. Others had corn to cut.

If we could only get all of the farmers out just once to a good cooperative picnic and hear the splendid addresses it would do them lots of good and make them more anxious to attend the next meeting.

We had a short but very entertaining program in the afternoon. Mr. James Anderson made the opening address. O. M. Lippert of Bison, full sars was the next speaker and he gave a thorough Farmers Union talk. After listening to these two men the political forces brought up their battery of speakers and the following men made short addresses: Mr. Shivar, democratic candidate for the 12th district; Mr. Morgan, republican candidate in the 11th district; Mr. Sherwood, candidate for clerk of the court and Mr. Bassinger, republican candidate for county clerk.

Mrs. G. E. H.

**A JEWELL COUNTY RESOLUTION**  
At the regular meeting of the Jewell County Farmers' Union the following resolution was moved and adopted:  
We believe that the present tariff bill will work a hardship on the corn belt farmer, and in view of this fact we urge the repeal of the present tariff bill now in conference, and that we favor a non partisan tariff commission representing labor and business interests in proportion to population.  
Respectfully yours,  
C. J. Greenburg, Pres.  
G. M. Shook, Secretary.

**THE FARMERS UNION PICNIC AT PAOLA**

Threatening weather in the morning cut down the attendance of the Farmers' Union picnic, in Wallace Park, last Wednesday one-half. There was every indication of a continuous rain and this, of course, kept many families at home. As it was, however, there was a good crowd assembled, especially in the afternoon. Excellent music was furnished by the Osawatomie band, because the Paola band was engaged for the Spring Hill picnic on the same day, before it was known that we were to have a picnic here. In this connection, it is proper

to add that the Osawatomie boys measured up to expectations, and rendered music of the highest class, which was heartily appreciated.

Hon. Luther A. Merker, of Paola, the Republican nominee for the legislature, delivered the address of welcome which was followed by a response from Hon. David L. Barrett, of Beagle, the Democratic nominee for reelection to the House. The chief speech of the day was made by Hon. A. C. Davis, National Secretary of the Farmers' Union, whose home is in Gravette, Arkansas. The high points of his address were the necessity for organization on the part of the farmers; the urgent demands for the marketing facilities of grain and livestock; the master of keeping boys and girls on the farms, instead of letting them drift to the cities; the social life and features of the Farmers' Union, and the necessity of participating in politics enough to select men for office, who will work for better farm conditions.

Mr. Davis' is a jovial talker, who mixes mirth with his logic. The serious parts of his splendid review of agriculture, furnished new thought and inspiration to both the men and women of all ages, who are engaged in farm work. The spirit of his speech was non-partisan, and the central object which he sought to impress upon his hearers was the outstanding importance of every person engaged in agriculture to belong to some farm organization, and the best one he knew of was the Farmers' Union, which now has an organization in twenty-six of the forty-eight states of the Union. He stood strong for a Washington of permanent existence to handle farm credits, in order that crops could be moved and held without sacrifice to the producers. He made it clear to every listener that was to build up, and not to tear down, the purpose of the Farmers' Union. Numerous jokes were told to emphasize the force of his reasoning, and thus the speech, as a whole, was one which certainly must do much good. His earnestness and simplicity gave a winning turn to his sentences, and he left Paola and all the members of the Farmers' Union, who heard him, in a mood to take up the good work and push it forward. Mr. L. B. Smith, as presiding officer of the day, was fair with everybody, and he handled the program with much ability.

The different games of the day resulted as follows: First the big contest between the Block Grays and Paola White Sox, was a victory for Paola, 9 to 0. The Grays were not up to the usual form, "kiss get your hoe."

So, when I wake, I take a snooze.

SAVE BY CO-OPERATIVE BUYING AND SELLING

If one will take the time to investigate the government reports of co-operative buying and selling associations he will find that enormous sums are saved annually to the farmer both in buying and in selling. There are in Denmark, a small country not much larger than one of our counties, over 1500 buying and selling organizations. The records of these organizations show that in buying co-operatively they have saved to their membership over \$3,000,000 annually for the past ten years. On the supplies they receive from the United States, principally concentrate foods for their live stock, farm implements and automobiles, they saved in 1920-21 over \$750,000. They maintain a purchasing agency in several cities in the United States.

Coming to our own country for illustration: The Minnesota Department of Agriculture has compiled figures which show the 3200 co-operative associations in that state saved their members approximately \$2,500,000 net during the past year. This showing is that made by 43 counties out of 77. With the same ratio for the other counties, it is clear that these organizations saved to their membership over \$4,000,000.

The co-operative buying and selling associations of Virginia show for 1920-1921 a per capita saving to the farmers of that state of \$9.08 in buying and \$9.40 in selling. These figures are for the whole farming population of the state and are not confined to members of these organizations alone. North Carolina farmers are fast organizing co-operative associations. Three hundred such organizations functioned in 1921. While we have only a partial report of their operations, we are safe in saying that over a million dollars were saved to the farmers of that state through these organizations in 1921.

We could extend these illustrations ad infinitum, but what's the use when the farmers of Texas are heckling and debating? Of all the people on earth who should get behind a general co-operative marketing and buying plan the Texas farmer stands at the head. He has been harder hit by price slumps and by visionary marketing schemes than the farmers of any state in the Union. In 1921 many hundreds of them turned their cotton over to one of these "marketing" schemes and as a result it cost them over a million dollars. An army of employees, all paid high salaries, with heavy overhead expenses, cost these farmers dearly. Where efficiency is lacking and extravagance is rampant, there can be no success.

It is a real co-operative, marketing organization that farmers of Texas need—one controlled by themselves, where place fixing and salary raising plays no part in its management. Of course all loyal members of the Farmers' Union will patronize their own organizations, especially when the principles upon which they are based are the very foundation upon which must rest all successful marketing plans. These two organizations have no \$25,000-a-year man, nor a \$10,000-a-year man to baffle the issues involved in the establishment of a sane marketing

organization. What they lack in high salaries is made up by efficiency. There will be no juggling of figures at the end of the season to prove the efficiency of the plan or of their management.

The issue between efficiency and inefficiency, between extravagance and economy, must be settled, and that speedily, or chaos will take place of orderly marketing. It is orderly marketing that is needed; but orderly marketing can not sustain where inefficiency and extravagance bear so heavily upon the producer.—Union Messenger.

**WORK MORE AND TALK LESS.**

"One of the weaknesses of the Farmers' Union," says a writer in Southern Farming, "is that its members talk too much and do too little."

This is a severe arraignment of our organization, but contains a modicum of truth.

For instance, we are always talking about the importance of co-operation and yet when the opportunity arrives to do it we are prone to think about other things. We are willing to do the talking, but when it comes to DOING we leave that to Tom, Dick and Harry. Fido was a good dog, but he could never be taught to beg the quail, and Fido went where all sorry dogs should go—to the rubbish pile down the deep ravine, behind the barnyard.

What are we to do with those who talk, and never act well their part? Are they to be our leaders? Are they to shape our policies and direct our operations, or are they to be persuaded, led to step aside and let the doers of things take their places?

If the Farmers' Union ideals are to be pushed forward real virile men must assume leadership. And it is this that we need most.

The principles of the Farmers' Union are as sound and enduring as the rocks of Gibraltar. There is no other organization that can take its place. We should stand by them and bear its banner to victory. But talking alone will not do it. Action is required. A pull-together will reach the goal. We may have to cross deep ravines and scale, rough, crazy mountain heights to do it, but the air is purer at the top and its virile influence will give vigor and strength. Nothing worth while can be accomplished without a struggle. We must face about and stand firm if we are to make headway.

Let's quit talking and get down to work, and, as our worthy president says, "Put per into our work." It will invigorate us and bring to us restful sleep after the day's work is done.

**FRUIT GROWERS BUY**

**BIG TIMBER TRAGT**  
The vast extent of cooperation in California is attested by the fact that for nearly a billion feet of timber from the Lassen national forest reserve placed by the Cooperative Fruit Growers Supply company of Los Angeles. This is the largest single contract for timber ever negotiated with the government, having a stumpage value of \$3,500,000. The timber cut from these trees will be used to make orange and lemon boxes for the California Fruit Growers' Exchange.

This enormous quantity of lumber to be used by the California cooperatives is sufficient to build frame bungalows on 50-foot lots on both sides of a street 326 miles long, and is 30 per cent more than the annual imports of lumber at Los Angeles harbor, the largest lumber port in the world.

**TREAT SCALY LEG NOW**

This is a good time of the year to treat your poultry for scaly leg. The hen is not very active now and can endure the treatment with the least injury.

Scaly leg is caused by a mite which burrows into the feet and legs, causing an enlargement of the scales of the leg and foot. The crust of loose tissue is formed above the burrows, and intense itching results. When scaly leg is left untreated, the feet often become badly distorted, and in bad cases the fowl can scarcely walk or get up to the perch. Controlling scaly-leg is by soaking the legs in warm soapy water to loosen the scales, and then applying kerosene oil on the legs, with care not to get it on the feathers. As soon as evidence of scaly-leg is discovered apply remedies to control it and thus prevent great suffering to the fowl.

**WHEAT PRODUCING STATES**

The 1922 crop for the United States is estimated at 542,000,000 bushels of winter wheat and 263,000,000 bushels of spring wheat. Kansas heads the list of winter wheat producing states, more than doubling her closest competitor.

The five-year average production of winter wheat (1916-20) was as follows:

Kansas . . . . . 109,496,000 bu.  
Nebraska . . . . . 43,694,000 bu.  
Oklahoma . . . . . 43,653,000 bu.  
Illinois . . . . . 41,201,000 bu.  
Missouri . . . . . 39,479,000 bu.  
Ohio . . . . . 38,606,000 bu.  
Indiana . . . . . 33,668,000 bu.

Other states producing more than 10,000,000 bushels are Pennsylvania, Texas, Washington, Michigan, Oregon, Virginia, Colorado and Maryland. These 15 states grow 84 per cent of the winter wheat in the United States. More than 75 per cent of the spring wheat is grown in five states, as follows:

North Dakota . . . . . 88,803,000 bu.  
Minnesota . . . . . 42,281,000 bu.  
South Dakota . . . . . 36,378,000 bu.  
Washington . . . . . 17,543,000 bu.  
Montana . . . . . 15,813,000 bu.

Total wheat production, as a five-year average, is 799,000,000 bushels, of which 556,000,000 bushels is winter and 243,000,000 bushels is spring.

## KANSAS UNION FARMER

### SALINA'S PAGEANT OF PROGRESS

Big Historical Spectacle Held Here September 26-30.

The Retail Merchants Association is sponsoring what promises to be the most wonderful while venture Salina has ever entered into. In planning the big show, it was the hope of the committee to depart from the commonplace and do the unusual. To insure the success of such a mammoth undertaking, they brought to Salina the director and builder of the largest trade shows held in this country and the man who planned Chicago's Permanent Exposition.

There will be one hundred and four exhibitors, manufacturers and merchants in the trade show. Every automobile manufacturer will be represented in the auto show by the very latest models in cars, tractors, trucks and accessories. They say the decorations in the auto show alone equals the cost of the Kansas City show. The buildings and booths are about completed and soon the big main entrance will be swung across Santa Fe Street.

More than fifty demonstrators of nationally advertised commodities have engaged rooms for the big event. All traveling men working Salina and nearby towns have planned to spend each night of the Pageant of Progress in Salina keeping in touch with the new ideas.

The fall and winter styles will be displayed in the most novel manner and on Thursday night, a magnificent style show with 100 models and 8 big vaudeville acts will be witnessed.

Over 1000 Salina people will appear in the big historical spectacle Kansas, the feature of the exposition and Pageant of Progress and to be seen four nights of the week. There will be a ballet of 300 charming girls. Three thousand costumes will be worn. The stage has been built and measures 60 x 200 feet. There will be seats for 10,000 people. Once you have entered the exposition grounds, there will be no admission charge.

Every thought is being given as to the comfort of the crowds. There will be cozy seats, shade and shelter, Red Cross Service, food drinks, and rest rooms.

The stores and homes of Salina will be a mass of decorations and over 50,000 lights will illuminate the exposition grounds. Thirty-five cars loaded with more than a hundred merchants and a band has begun touring the west booming the big show. A regular advertising force is making all cities, small towns and hamlets. The railroads have made special rates from 100 miles in all directions.

**RAW CREAM GIVES BEST RESULTS IN WHIPPING**

Raw cream excels pasteurized, homogenized and pasteurized-homogenized cream in whipping quality, according to United States Department of Agriculture Bulletin No. 1076, The Whipping Quality of Cream, by C. J. Babcock of the Dairy Division of the Bureau of Plant Industry, just issued.

The most important factors that influence the whipping quality of cream are the kind of cream, its age, its butterfat content, and its temperature. Raw cream of at least 30 per cent butterfat gives best results. It should be from 24 to 48 hours old and should be kept very cold. The whipping quality of any cream is improved by age, up to the point when a sour maximum whip is usually obtained. Taste is developed, but at 72 hours a Pasteurization lowers the whipping quality and homogenization is very detrimental. Together they destroy it entirely.

**PETE RECIPROCATES.**

O! Thrashing time's the time for me, For Pa, he works, an' Ma, she cooks, An' in the shade, I take a snooze. The garden's full of weeds an' grass, But no one says, "Pete get your hoe." So, when I wake, I take a snooze.

The mocker knows I envy him, As he prances on the topmost limb, Where I (for fear) wouldn't dart to climb.

Pray pardon all he envies me, For loud he calls "Dip in, dip in," And then, for fear I couldn't swim, He cautions me, "Knee deep, knee deep."

As that I strike out bold across To let him see I call his bluff, An' now he shows his game at last; He wants the pool all by himself, So off he goes up on the barn,

And Peter-Peter-Peter squeals, To make me think Mr. scallin' me. But I'm too sharp to take that bait, For Ma, when she wants me to come, She puts her hands up by her mouth, And then she calls P-e-e-e-ter.

I wait to hear the engine toot, And quick I crawl out then to dry. I mop and sop and fan my hair, So Ma won't guess I been sc where. (I'm coaxing Pa to mow my hair) And go in just at dinner time.

The men all eat an awful time, But when they go out to the shade, And joke and talk about the crops, I hang around and watch my chance. He let me slide. Up thru the field, Out in the road, and just a bit, Down past the barn, where all the men Could see me wave, and then he stopped.

I guess I surely went to sleep, For, seemed like in two minutes time I heard that engine whistle P-e-e-e. I jumped up on my two bare feet, An' straight I ran up to Nell. He shouted, "Just in time, my boy;"

An' then I'll bet you couldn't guess, So I must tell you what Nell did. He let me slide. Up thru the field, Out in the road, and just a bit, Down past the barn, where all the men Could see me wave, and then he stopped.

My foot was tired, and stuck down fast, But when I found they moved, real quick I went down by the side of Nell. An' told him, when I got my rig, To come around and ride with me.

Says Alfalfa Alf: "To take the hop out of the grasshoppers, use poisoned bran mash."

### COMPETITIVE BUSINESS PASSES.

The day of competitive business as the United States has known it in the past is gone. The inefficiencies and wastefulness of a commercial system wherein numbers of small concerns strive unsuccessfully for living shares in a task which might better be performed by one large organization are having their effect.

Notice the changing character of the advertising in national publications. Ten years ago you read the publicity of individual jewelry manufacturers. Now you read what the national organizations of laundries, butchers, millers, coffee distributors and others, all joined for the mutual good of the individual members. You find their advertising in nearly every publication.

In reality these trade associations, formed for united action, mark the consolidation of many small concerns, under different owners, into a single unit. The competition which once was thought to be "the life of the trade" has failed.

The small town is feeling the change. Chain stores, banks, theatres—even newspapers—are replacing the old order.

In the face of this is it any wonder that the agricultural producers also find need for united action? Is it a prophecy of better days on the farm of the future that you read, side by side with the advertising of the national jewellers' association in the Saturday Evening Post, the publicity of the citrus fruit growers of California and the apple growers of Washington.

Competition, in the production and marketing of corn and cotton and of wheat is disappearing along with competition in the production and marketing of watches and steel and flour. It must, if production of corn and cotton and wheat is to return a living wage to the grower. The competitive system is too wasteful to remain in agricultural production and distribution after it is gone from other industries.—R. Mc. in The Producer.

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### SELLS THROUGH "ADS"

I never have difficulty selling poultry or eggs for hatching, at a good profit. I have only one kind of pure-bred chickens. I never sell anything I wouldn't desire if I were the buyer, I sell through advertisements.

Selling poultry by advertising has attracted much attention in our community. One of my neighbors sold \$75 worth of Plymouth Rock chickens from one ad. Still the orders came, and she gave several to friends to fill as she had no more to sell.

Another of my neighbors has good chickens but her cockerels were related to the hens. She also had some to sell. In her ad she mentioned the fact that she would exchange as many as she wished to keep for birds equally as good. She did this and got new blood for her flock.

I culled my flock of hens a few days ago and invested the money in one good cock. I know it was a good investment. Only purebred birds pay. I try to add something better to my flock each year. Mrs. H. Terry Red River Co., Texas.

**Slightly Dazed**

Speaking of white mule, two rustic sports were uncertainly flivvering their way home from the county seat.

**Clean and Grade Your Seed**



THE IMPROVED CLIMAX MILL AND SEED GRADER grades all seeds from alfalfa seed to corn. Can furnish elevator to run grain into wagon box, also bagger and pulley so it can be operated by hand power. Write for circular giving prices. Have had over fifty years experience making mills.

W. SULLIVAN, Manufacturer  
337 West South Salina, Kansas

**Cured Her Rheuma'ism**

Knowing from terrible experience the suffering caused by rheumatism, Mrs. J. P. Hurst, who lives at 508 E. Olive St., 330, Bloomington, Ill., is so thankful at having cured herself that out of pure gratitude she is anxious that all other sufferers just how to get rid of their torture by a simple way at home.

Merck has nothing to sell. Merck out on 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.

**Enjoy Your Stay in CHICAGO**

in the Heart of the Loop

Convenient to all theaters, railway stations, the retail and wholesale districts, by living at the

**MORRISON HOTEL**

THE HOTEL OF PERFECT SERVICE

Clark and Madison Sts.

The Home of the Terrace Garden

CHICAGO'S WONDER RESTAURANT

**INDUSTRIAL EXPOSITION**

**AUTOMOBILE SHOW**

and

**A \$25,000 Historical Spectacle**

Reduced Rates on All Railroads

Opening on Tuesday, September 26, with the greatest, most costly and impressive street parade ever witnessed in the State of Kansas. The committee directing the big event anticipate twenty thousand people will throng the streets of Salina from day break until midnight to witness this \$100,000 show of wonders.

**THINK**

**F.U.J.A.**

Interested Services Satisfaction

OLD LINE SOLICITATION, FRIENDSHIPS, AND FINANCIAL AID

Your Conscience

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