



THE KANSAS UNION FARMER

Organization

Education

Co-operation



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Echoes of the Assembly

Under This Heading Each Week We Expect to Print Excerpts or the Address in Full of the Different Speakers Who were on the Program of the Farmers Union Educational Assembly at Salina.

UNCLE REUBEN AT WASHINGTON

C. S. Barrett

The program committee has asked me to talk about Uncle Reuben in Washington. I will do anything that they ask of me but I don't think I am going to talk very much on that subject. I would rather talk about it than anything in the world. I want you to know the story but there is so much of it that I would never get through, so much you would think hardly possible or reasonable. Uncle Reuben in Washington means the Farmers Union. It doesn't mean some other farm organization. It doesn't mean some individual. I am not big enough fool to think one of us could have won anything up there if it had not been for the organization that was with us. If I say anything personal do not think it is boasting.

The record of Uncle Reuben is the most wonderful story in American history. It began up there about seventeen years ago. We have not spent all our time there either. I mean various representatives of our organization have been there for the last seventeen years and I repeat they have not spent their time and your money in advertising themselves. There is an organization down there that spends most of its time collecting dues and fees and putting out publicity claiming credit for everything that comes to pass, that is worth while. The Farmers Union does not go that far. This organization I am referring to goes back only a few years, is only a few years of age, and it first won our freedom and independence in 1776. Before that it discovered America. I am talking of the American Farm Bureau Federation.

The Farmers Union has been pegging away and not yelling from the house tops. Senator Capper said something this morning concerning Farmers Union influence down at Washington. Before I say that, though, I will say this to you who do not know me. I was not anything and not much of that when I joined the Farmers Union. I was plowing with a mule in the mountains of Georgia. I have sense enough to know what I am and what we are due to you fellows. Senator Capper said the Farmers Union was a power in Washington. I know it. He knows it and others know it is the biggest power in Washington. No man is going to come around while I am present and say otherwise.

I will tell you a little of the inside about Mr. Capper himself. Two years ago last month the President of the U. S. appointed a Board or Committee to advise in a big matter. On this board he appointed John J. Perkins to represent the army, Admiral Rodgers to represent the navy, Samuel Coppers to represent labor, Mr. Sutherland, then senator but now a justice of the Supreme Court of the United States was chairman. Mrs. Winters represented the Women's Voters League and there was a big bunch of others. President Harding had gotten down to selecting a representative of agriculture and for days he went up the hill and down the hill. Henry Wallace, the secretary of agriculture, had told him the Farm Bureau Federation was to be the coming farm organization and should speak for American agriculture.

The President did not know what to do. It was getting to a point where I thought something had to be done. The member to represent the farmer must be appointed. I went over to the Senate and asked for Senator Capper. We went into the President's room. When the president goes to the Senate he is ushered into this room. When the President goes to in there. Anyway, we went in. I said to Mr. Capper, "I want you to go immediately and tell the President the time has arrived for him to select the representative for Agriculture on that advisory Board. You tell him that if, inside of 48 hours the representative of agriculture has not been selected, there will be trouble in his neighborhood. There will be much trouble. Now, don't go down there and argue and plead and reason with him."

The only reason that we do not have a square deal is because we don't go and take it. Go take what belongs to you and the world will say, why didn't you come and get it a long time ago. Well, Mr. Capper went down to the White House at once. That very afternoon in big headlines in the Washington papers came the announcement. The Advisory Committee is completed and the President of the National Farmers Union has been selected as the representative for agriculture. Nobody can talk big and get by with it unless he has something and somebody backing him. The work of Uncle Reuben at Washington is a long long story. The first measure ever advocated by the Farmers Union at Washington was a bill to curb the activities of the gamblers on the cotton exchanges. Chas. F. Scott of Kansas was chairman of the House Committee on Agriculture. We tried to talk to Scott but he did not have any time for us. We thought letters might do some good. You know con-

gressmen pay attention when they begin to get letters from all over the country. We thought a few letters piling in on Mr. Scott might help. There is nothing that interests an office holder like a flood of letters. If you can scare him with anything you can sure scare him with a lot of letters. Mr. Scott told me he got 206 letters in one day. He says it has got to stop. Finally he said to come to and we will give you a hearing. John Lamb, of the Richmond district, an old confederate soldier, was the only dissenting member of the committee. He was defeated the next election. The bill was passed.

The next move was to pass the Parcel Post law. For twenty-five or thirty years the people had been pleading for the Parcel Post. Most of the small cities and little towns and the farmers over the country were for it. The express companies and the local merchants opposed it. They were afraid it would put them out of business and they fought it. Ninety per cent of the American people wanted the law and could not get it. The Farmers Union took up the fight and by letter writing, a personal letter and not a circular letter, to each member of Congress in both houses. The members of Congress went on record as to their stand. Their replies came in their papers, published in all of the Farmers Union papers in the country and every member who was in Congress at that time is on record. When the opposing congressmen and senators saw the move that was being made and the work that was being done, they gave up the fight and the law was passed. Your organization was worth it. They had thousands times what it has cost in that one thing in being on hand in Washington.

I am pleased with the Farmers Union. There never was anybody so well satisfied with anything as I am with the Farmers Union. I know so much of its story and what it has done for the American farmer. I am sorry you have not had opportunity and certainly cannot know. I mean that you have not had the opportunity to know that some have had.

Everybody is talking of co-operative marketing. The papers are full of it. They've said a great deal about somebody organizing pools. Did you know your organization was the pioneer in this movement? Did you know that the first attempt at organized marketing ever made in this country was the work of your organization, The Farmers Union? Seventeen years ago the chair of Rural Economics and Marketing was put in a school at Imperial, California, in the noted Imperial valley, at the request of the local Farmers Union. That was the first chair of its kind in the history of America. The next was in Mississippi. Joe Brooks, a member of the Farmers Union, was appointed to that chair. Fifteen years ago the Farmers Union sent Mr. C. W. Nelson from Idaho to Europe to study the methods of co-operation over there. He came back and immediately began to round up the grain of the Pacific Northwest and for many years he handled millions and millions of bushels of wheat there. Sixteen years ago Charles Gay was sent to England to establish an office and sell cotton. Fourteen or fifteen years ago W. C. Moore went to Europe to sell cotton. This is all new to the folks who make lots of noise. Some think Aaron Sapiro is the daddy of co-operative marketing. I like him sort of. I admire his nerve. He had sense enough to grab it up and run off with it. The Sapiro plan. The Sapiro plan. Fellow, Sapiro is going to stand up while I am around and say that the Farmers Union was not the pioneer in co-operative marketing.

I will give you a few thoughts I want you to take home. Some times a person talks a little ahead of the times or of the crowd. I was down in Virginia last December a year ago talking about a matter that not a person there understood. I was down there again not long ago and asked them if they yet knew what I was talking about. They did then alright. Nearly every place I go I hear somebody say that somebody else has said he joined the pool and now we have it well started, we have no need for the Farmers Union. If they have not said that already they are saying it now. They are going to say it hundreds and thousands of times. They will say the pool or commodity organization is sufficient and we don't need the Farmers Union.

The fellow who thinks commodity organization or the pool is sufficient and we need no general farm organization is a plain fool. Any man is a fool who thinks a commodity organization will fill the bill and I can prove it. I am for the pool and I am for the commodity organizations but you must have a general organization behind it. When we were organizing the Georgia Cotton pool I had to go out and get \$10,000 and I got it by myself. If the thing had failed, I would have lost \$10,000. Afterwards they had to have that much

more money but somebody else went with me when we got it that time. I believe in pools but there is always great danger. They must have a general farm organization to help it out in trouble. You have to have a general farm organization. Everybody is afraid of a general farm organization. I mean the money lenders, the politicians, the government, and everybody. Commodity organizations have to have money and lots of it and so they live in fear of losing their credit. You can strut as big as you want to in a general organization and nobody can call you down. I know. I have tried it.

I can prove to you that it is dangerous to join a commodity organization and not have a general farm organization to help when help is needed. There are a lot of poor fools in the country believing they can start out and saddle their own canoe. Just after the great war, there came to Washington the manager, the president and secretary of the Poultry Association of Petaluma, California. As soon as they landed in Washington they made a bee line for the Farmers Union headquarters. They opened up by pleading for help. That is the biggest poultry organization of its kind in the world. It is a commodity organization, easily four times as big as any other poultry organization in this world. They had paddled their own canoe and they felt there were able to do as they pleased but they could not. They were up against it—oriental stuff, Chinese eggs, ship loads of stuff sent in. They begged for the Farmers Union to help. We did what they asked. We helped. Did they alone have any influence in Washington? They had one friend and only one, the Congressman from their own district. Nobody else cared for them. Nobody else had ever heard of them before.

The dairy folks are big commodity marketers. Take the dairymen from over the country, they are big men. They had one measure they wanted very much to get through the last session of congress. They had spent more money on that than on any other measure since they had started their organization. They too had met up with Oriental stuff. The thing they wanted was the Voight-Filled Milk Bill. They spent all the money they had in their national treasury trying to put that bill

through. They could not do it. Thousands of dollars had they spent for telegrams and long distance telephone calls and postage. They could not make it. Very few of the big men could they influence. They did not have the prestige and influence of a general farm organization. I wish you could know the power of the general farm organization. About all the others got, so far as influence goes, is to feel a little big when they are prosperous.

While I was in Oregon last winter I got telegram after telegram from different people. Campbell who was appointed as the dirt farmer on the Federal Reserve Board and died shortly afterwards was president of their organization then. John D. Miller is president now. I began to get lots of telegrams to come to Washington once. That filled milk bill was in danger and if it failed they were afraid they would lose their organization; that it would go to pieces because they had put up the fight of their lives and had spent all their money. It was a proof of weakness if they did not get their bill through.

Well, I went to Washington as soon as the state meeting in Oregon was over. I met some of their men and they said, "if something is not done right away, we will lose. It is just a few days until Congress adjourns. If you will see certain Senators and if they will help, we may get it through. Certain Senators have been so hard on us, their attacks have been so strong it is useless for us to see them. The Senate committee meets to report the bill but favorable or unfavorable. We have to work fast. Senator Caraway of Arkansas, A. C. Davis home state leads the fight against the bill. He has been vicious in his attacks."

About 10 or 15 minutes before time for that committee to meet, I went into Senator Caraway's office and I said, "I wish you would call off the fight on that Milk bill. You know the dairymen want it. They all want it." He refused, "well it is all wrong. Damned wrong and rotten." I said, "I cannot help that, I want them to have it if they want it. Why don't you help us to get together. It doesn't look right to not let them have it if they want it so badly." About that time Harrison of Mississippi went by the door and said "the committee meets in a few minutes," but there

was a smile on his face. In less than a minute McNary from Oregon went by and asked him to come on. Caraway said "I cannot go." McNary chuckled right out loud.

The bill was reported out of the committee favorably and the next day before the vote was taken, the dairymen had assembled in a committee room and it was packed. Dairy men from all over the country were there, from New England, Wisconsin, Oregon and all over. They went out to get some senators to come in and Ladd of North Dakota, Capper of Kansas and one other fellow were all they could get. Senator Lodge of Massachusetts would not come in. The Farmers Union representative went and asked him to come in and tell the dairymen he was their friend. He did so, he said, "I will be pleased to. Gentlemen, I shall support your measure." The Farmers Union representative took Caraway in and asked him to tell them he was their friend and he walked right down into the center of that bunch and he said, "Men, your Damned bill is rotten but I have my orders from the Farmers Union and I am going to support it." The Farmers Union saved the day for a powerful and cocky commodity organization. You get that, please. Your organization saved the day.

There was a song I used to hear sung when I was a boy. "The half has never yet been told." It has not. I mean, the half has not been told of our organization in Washington. The Farm Bureau is a joke down in Washington. Some of you fellows who joined the Farm Bureau. I don't blame you. Come on back. I forgive you. Don't throw away any more valuable time and hard earned money. Please don't be foolish that way any more because you lose too much time. The Farmers Union gets the view point of the American farmer. The Farmers Union knows. The Farm Bureau has spent lots of money in taking referendum votes. I don't have to write to anybody and ask what the American farmer wants. I would be ashamed of myself and unfit for my job if I did not know the minds of the American farmer.

Down there at Washington they all know the Farmers Union comes near representing the American farmer better than all other organizations put together. We have not tried to fool

anybody down there at any time. Some other organizations cannot say that. We co-operate with other farm organizations. The grange is a big organization yet. The Equity has fought itself to death. The leaders have fought. They threw it up. I thank God for the co-operation and for the team work of the Farmers Union leaders. I joined all of these other organizations and finally the Farmers Union and I never saw such teamwork in any organization as there is in this. I dare you to say it is not so. That is the thing I love to think of more than anything else and that is the teamwork you have today. I am proud of the record of the Farmers Union, it has played the game on the square and kept the record straight. There is not a man in Washington that will tell you it has double crossed any of them.

After the war we had lots of adjustments. The President thought we ought to have a ship subsidy and he sent for Albert D. Lasker. We agreed that we ought to have a ship subsidy. The next thing was to get some of the farm leaders and convert them to the subsidy idea. The President asked, Gray Silver, Dr. Atkinson and myself to luncheon with him in the White House. He took one bite, pushed his chair back and said, "I might as well tell you in the beginning. We need a ship subsidy and we must have it." I said, "the farmers of the country are opposed to this subsidy. All the farmers are opposed to it." He said, "you mean all of them are or the majority are opposed to it." I told him all farmers were opposed to it and whoever said they were in favor of the subsidy was telling a lie. Mr. Silver said, "I represent here in Washington the American Farm Bureau and I will have to put the matter up to my chief, Mr. Howard." The President sent for Mr. Howard and as he came out of the White House, he announced to the country that we were to save the shipping business and have a ship subsidy. In his own state, Iowa, the farmers took a vote on the question and they went 30-1 against him. The Farmers Union laid its cards on the table and dealt fair and square.

I want you to go back home and get the folks all in the organization. It is the organization of the country. You cannot make it without a farm organization. With the record the Farmers Union has made, with the start it has you cannot get along without it. Movements will spring up, farmers will chase off after them as they did with some others but this is the organization. It is here to stay. It will solve the problems of the American farmer. It is right. No objection can be found. Nobody can find a single objection to the Farmers Union. It is right in every particular. Equality, Justice and the Golden Rule. It will solve your problems.

You leaders and officers, and members who come down here to this Educational Assembly the responsibility is a heavy responsibility and it rests on you. I want to say to you that I mean every word I say when I say that if you want a square deal in this old land of ours you have just got to take it. Quit arguing and pleading and explaining and take a square deal. Take it and the land will applaud you.

I am much obliged. Mr. Ramsey of Hunter. Have you ever found a single farmer who realized his own power. Mr. Barrett. No and I don't think you do.

THE UNION IN SOUTH DAKOTA

(By J. W. Batchelor)

I believe we ought to say in our own organization. Be strictly a Farmers organization. When we are ill at our homes and get a doctor we expect him to make us well. We expect him to analyze our troubles and find a remedy for them. The doctor who can analyze the farmers' troubles is a wonder. I say, go to your county meetings, your state meetings and your national meetings. That will give us the solution. Co-operation is a good thing. It is for the farmer and farm organizations.

The Money Question

There is the money question. I cannot see the necessity of having all our money in the bonding system. When the government issues her money, that money is not going to be good unless you sell the bonds and pay 4 per cent to get it into circulation. When the government standardizes the money, then it cannot be inflated or deflated. I asked an active vice president of the Federal Reserve Board how much money they had put out. His answer was 3 billion 4 hundred million dollars. How much did they draw in November, December, January, etc. They called in that money at least 5 times too fast. Why. The collateral was matured and they had to call it in. As long as the money is in their hands there is no chance for stabilization or anything else. They can do just as they please now. Congress should control the amount of money in circulation. Stabilize money.

Transportation is another thing. We find discriminating rates. (He cited a number of places short distance hauls where the rates were more than for a greater distance.) I don't think we will get any place with discussing these rates like we did yesterday with a railroad representative. We have got to get our

power and then use it. First know we are right and then use our power to demand our rights. The railroad question has got to be corrected. Crops rot in the fields because of the high rates of transportation. Take for example, we ship in about 100 car loads of fruit per year. It comes in refrigerator cars.

I remember some four or five years ago when we ordered a carload of peaches. I had a certain number of orders. Those peaches didn't come at the time we expected them. They were late. Other peaches came on the market, little ones about the size of apricots. The housewives got anxious. Wondered if ours would ever come and if they hadn't better get some from the various stores. Finally we got word they had arrived. Everybody was overjoyed. We had ordered extra fine ones and was to pay \$2.00 per bushel for them. We got fine peaches. My, they were nice big ones and the women folks were so pleased. They were glad they had not paid the stores \$5.00 per bushel for their little scrawny ones but had waited. In a short time we had stores. We were in the business of going into business. We shipped in 15 car loads of posts at one point. None of us feel like we are independent. I am not much enthused over the store business idea.

There was something not mentioned yesterday by the railroad man. They pay high prices for engines, high prices for labor, high prices for coal, etc., but you never see any of their stock advertised for sale because it is above par, or the price originally asked for it. Just a little more and we could have tide water to Duluth. No one says no. Our system is being built right from the top all the way along instead of beginning at the bottom and building up. The toll system in the U. S. is some thing awful. We must look ahead that and then we will have one solution. They say you must stay where you are because it is profitable for you to be there. We must say we are going to break through that dead block.

Producers Should Govern

I cannot see why we cannot have this country run by the people who produce the livelihood. Why not the people of the great middle West run it instead of the people in New York. That is one of the solutions. How they did with some others but this is the organization. It is here to stay. It will solve the problems of the American farmer. It is right. No objection can be found. Nobody can find a single objection to the Farmers Union. It is right in every particular. Equality, Justice and the Golden Rule. It will solve your problems.

The Farmers Union is the Remedy

I am going to go back with more determination and a wider and brighter vision. We have information and intelligence and we have people who are willing to take hold. They are doing the best they can. If we are a life boat, should we save everything except the boat. Let us know the Union as our first consideration. It is our way out. We are in need of it. I have had very much instruction here and I see a new vision. Why do we need a remedy for our condition. Disease, as I view it is not in majority. Life and faith are in the majority. If we are run down, we need a remedy but that is only a condition where a remedy is necessary. There is a sacrifice here. If I make a sacrifice here it is what I ought to do. Maybe I had to make a little sacrifice when I joined the Farmers Union. The Farmers Union has given me ten times what I put into it. It is no sacrifice to stay in it. Talking to a man once I said there such a things as sacrifice? He never had heard such a question asked. When we mention a sacrifice, stop and think, is that really a sacrifice? At some times speak of death as a sacrifice but it is really one when we consider the reward awaiting us after death. I think not.

Let us push this work on. Put men in office who work for our interests. Get back of them and give them our support. I recognize this is a big country. We are going to put the Union over in South Dakota. We want to see regularity. Let us work on a uniform plan. Come together. Not each one individually but work all together for our interest. My coming down here this week has been a great help to me. I thank you.

FARMERS AND LABORERS UNITE

The Farmers Union and the laborers of Iowa City have organized and formed what will be known as the Farmers Trade and Labor Union of South Eastern Iowa. Organization will be made permanent within a week.

We had a fine picnic on the third of September. Had a fine program but because of a ball game being put on by Iowa City and Muscatine our program had to be shortened and the amusements cut out.

Mr. J. R. Hammond spoke for the farmers and gave a good address. The welcoming address was turned over to Paul Moore by Frank Oliver. President Mr. Moore certainly gave a good talk.

The farmers had about four floats for the parade and the membership marched. Many of them failed to do their part but the parade as a whole was quite a success. J. L. Brohart also gave a good address—Iowa Union Farmer.

The Murray Garsson Membership Prize Contest

Mr. Murray Garsson of New York, the Motion Picture Producer, who is preparing the big Farmers Union Picture Play for presentation to the People of the United States, is an ardent convert to the Union Program of Organization, Education and Co-operation. While in Salina during the week of the Educational Assembly was very much surprised to learn that there has been a decline in the membership of our Kansas organization. He expressed amazement that there is even one farmer in this state who does not belong to the union.

Hearing that a state-wide Membership Campaign was being planned by the officers and Directors of the State Union Mr. Garsson offered to contribute \$500 to be used for prizes for securing additional members and for the collection of dues from those who have not paid up for this year. The Board of Directors accepted this generous donation and added \$125 to it from the State Treasury to be divided into five prizes to be offered to County Unions participating in the campaign as follows:

The First Prize, \$250 will be awarded to that County Union which makes the greatest gain in its paid up membership before November 16th, 1923. The County Unions finishing Second, Third, Fourth, and Fifth will each receive substantial money prizes the whole amount of Prize Money, \$625, to be divided as indicated below:

FIRST PRIZE	\$250.00
SECOND PRIZE	\$150.00
THIRD PRIZE	\$100.00
FOURTH PRIZE	\$75.00
FIFTH PRIZE	\$50.00

Conditions of the Great Prize Contest

FIRST—Paid up Members for the purposes of this Contest, shall mean all dues paying members whose dues and assessments are paid in full to December 31st, 1924. This definition includes four groups of members in good standing as follows:

(a) All members now in good standing, that is who have paid their dues and the Building Fund Assessment for the current year and now pay \$2.25 dues for the year ending December 31st, 1924, before November 16th, 1923.

(b) New members who pay an initiation fee of \$2.00, current dues and building fund assessment amounting to \$1.07 and \$2.25 dues in advance or a total of \$5.32 to put them themselves in good standing until December 31st, 1924.

SECOND—No competing County Union shall be awarded a cash prize amounting to more than ONE DOLLAR for each NEW member obtained.

The above prizes are maximum prizes, you must secure at least 250 new members in any one county in order to win the grand prize. Other prizes distributed pro-rata.

THIRD—All dues and fees collected in the Prize Contest be properly distributed to the Local, County and State Unions before any prizes are awarded and Local Secretaries shall be given to November 23, to make their settlements with County and State Secretaries.

FOURTH—All County Unions contesting for the Murray Garsson Prizes must mail their reports to the State Secretary before midnight of November 25th, 1923, and the post mark on the enclosing envelope will determine the date of mailing.

FIFTH—The award of Prizes will be made by a jury composed of the Officers and Directors of the Kansas State Union and shall be announced and the prizes paid not later than December 8th, 1923.

Every County Union in Kansas should take part in this contest. Officers and members throughout the state are urged to give their time and influence to this campaign. It is more important that the Organization shall have a large membership in this state. If in doubt about any of the terms of the Contest write to Secretary C. E. Brasted, Salina, Kansas, for more information.

Now is the Time to Build the Farmers Union. Let's Go.

C. E. BRASTED, Secretary.

JOHN TROMBLE, President

The Kansas Union Farmer

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

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

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

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

ADVERTISING RATES ON APPLICATION



THURSDAY, OCTOBER, 18, 1923

PURPOSE OF CO-OPERATIVE MARKETING

Co-operative marketing may accomplish some world while results through economy, direct sales the handling of large volumes of transactions through single agencies. Such gains, however, are not likely ever to be large enough to take up the losses that wheat farmers and other producers must suffer as long as the prices of their products are fixed and controlled by interests antagonistic to agriculture.

The real object of co-operative wheat marketing is not to add to a few cents to the farmers' returns as a result of better business methods but is to make wheat raising profitable. The same is true of the co-operative agencies set up to sell cotton, tobacco, fruit and other commodities. Agriculture must be made more profitable or production will soon fall far below the needs of consumers in this country. The sort of prosperity that the farmer must have cannot come from mere savings in the processes of marketing. It must be the result of increased prices.

The only way that farmers can hope to increase prices up to a profitable level is to exercise complete control over the movement and marketing of at least seventy-five per cent of each of the great marketable staples. Tobacco is more than seventy-five per cent organized and the growers agencies have much to say about prices. The same is true of quite a number of other commodities that are now being produced profitably in great volume and marketed co-operatively.

The wheat growers will not be in position to make their business profitable until they control three quarters of the wheat production of this country. Every farmer in Kansas can do his part towards securing the necessary control of wheat. All that each man has to do is to sign a pooling contract and market his grain in co-operation with his fellow farmers instead of in competition with them.

Count that day lost for agricultural independence that does not see one more Kansas farmer enrolled in the Union as a result of your belief in organization, education and co-operation.

VALUE OF COLLECTIVE ACTION

Farmers are natural individualists. They learn to act together only with the greatest difficulty and after many trials and some failures. Most farmers can talk to each other all right but comparatively few are able to stand on their feet and talk to a house full of their neighbors. The average farmer knows fairly well just how to make his own individual kick against conditions that are unfair but too few know how to unite with their fellow farmers to make the collective kick that is likely to get results.

The greatest service that the Union can render to its members is to teach them how to act collectively, how to think on their feet, how to deal with public questions as members of a community having common interests instead of as unrelated and disconnected individual units. Properly used the Farmers Union local is the best school that has ever been established in this country.

It never pays to be too conservative to accept new truth or too radical to act on old and well proved principles of justice and fair play.

THE DISAPPEARING WHEAT SURPLUS

The so-called wheat conference that was held in Chicago in June was a good deal worried over the enormous over production of wheat by American farmers. Julius Barnes, the president of the United States Chamber of Commerce, very gravely and seriously assured the farmers that no better prices for wheat could be expected until the surplus should be disposed of in some way.

The best suggestion that the combined wisdom of the millers, the bakers and the United States Chamber of Commerce could make was that a campaign to persuade the consumers of this country to eat more wheat should be organized. Not much headway was made in that direction. After all it was a little too much to expect that consumers would grow wildly enthusiastic over

the suggestion that they eat more bread today in order that they might have the privilege of paying a higher price for it tomorrow.

The farmers present suggested that the only logical way to reduce the surplus of wheat by consumption would be to use all low grade grain for feed. Naturally enough the millers and the bakers did not go wild over that idea. There is nothing in it for them. Just the same it appealed to the farmers as sound and within a week many agricultural journals, including nearly all the official organs of the Farmers Union, began to urge the use of low grade wheat for feed. The agricultural colleges took the matter up and issued helpful bulletins showing the value of wheat for feed and suggesting methods of preparing and feeding the low grade grain to hogs, cattle, sheep, chickens and other domestic animals.

It is now certain that the big surplus talked about so wisely by Mr. Barnes does not exist. It was a bug-a-boo invented by the wheat speculators and the millers for the purpose of keeping the prices down and incidentally to prove to Senator Capper and Mr. Tinscher that had done worse than nothing for wheat growers when they secured the passage of the federal law regulating trading in futures. There is some more wheat in the United States than is needed for domestic consumption for bread and seed but there is no dangerous price breaking surplus.

Nor is the world crop likely to be anything like as great as was represented a few weeks ago. There is some prospect of a higher price for any wheat that must be sold on foreign markets. The truth is that the wheat farmers have the situation fairly well in hand if they have the courage to use the advantages which they enjoy. The wheat belongs to the growers. Only a comparatively small amount has yet been sold. The corn crop is not so big as at first reported and the price of that cereal will not go much lower. The low grade wheat is not only needed for feed but at the present relation between wheat and corn prices it is cheap feed.

If the growers of wheat will pool all the high grade grain they still have on hands, store their pooled wheat in bonded elevators to be fed out to the market in an orderly manner and at the same time feed the two or three hundred millions of low grade wheat that is on hands the price of the stored milling wheat will soon begin to advance and should reach at least \$1.50 a bushel before the first of March. To do these things the farmers need no special legislation, no assistance from governmental agencies other than their credit facilities necessary to finance their stored grain. They have all the trumps in their own hands and if they do not win the game it is their own fault.

Low grade wheat is worth about 90c a bushel at the farm at this time. High grade wheat pooled, stored and marketed in orderly way can be sold before next spring for at least a dollar and a half bushel. It is up to the farmers themselves to do the things necessary to get these prices.

DANGER IN CHEAP MONEY

Too many folks have the idea that agriculture can be helped a good deal if the farmers can borrow more money at lower rates of interest. As long as farming is a losing business no farmer can afford to borrow money for operations no matter how easy it is to get or how low the interest rate is made.

Agriculture now owes around \$18,000,000,000. The only way to pay that debt is to make the business of farming profitable. How long will it be until the world wakes up to the fact that farm products cannot be made at pre-war prices? Give the farmers a profit making price for their products and some of them can afford to borrow money for operating purposes and all of them will be able to pay their interest and make provision for the amortization of the principal of their debts.

RECRUIT THE UNION TO WAR STRENGTH

Many of the Local and County Unions of our organization have become mere skeletons of their former strength. Some members have moved away, some have died, some have become dissatisfied with results and have quit paying their dues. This process has gone on until very few Kansas Locals have more than fifty per cent of their possible strength on the rolls of active membership.

There never was a time when the Farmers Union was more needed than right now. There never was any other farm organization that could show more substantial and helpful results for its members. Our Live Stock Commission Company will increase its 1922 business a hundred per cent this year. Our Jobbing Association is rapidly becoming the biggest house of its kind on the Kansas City grain market. It is serving the farmers of Kansas in many ways that result in huge annual savings. Our insurance companies have reduced the rates for fire and other protection to about one-fifth what farmers must pay in other states where the possibilities of co-operation are not so well understood as in Kansas. Our Auditing Association is rendering the most valuable service in its history. Our Wheat Marketing Association is growing in membership and its manager is selling grain in an orderly way and is certain that the first year of operations will show fine results.

But in spite of the growing strength and increasingly valuable services of our state wide co-operative enterprises many of our local associations are not doing well and our Locals are unable to hold their membership. It is as certain as that day follows night that no Kansas Union Business Association will long continue to prosper after its organizers and patrons cease to be members of the Union. The first step towards failure is taken when the first shareholder or patron refuses or neglects to pay his dues. That means that he no longer regards his obligation as binding him to support the organizations and institutions of the Union. The best way and in

truth about the only way to restore the business of a weak co-operative enterprise in Kansas is to recruit the membership that supports it into Locals of the Farmers Union.

During the week of the Educational Assembly in Salina plans for a statewide membership campaign were made. The success of that campaign will depend on the interest in it by local officials and members. Each man and woman will be called into service. Are all already to join in the work to recruit our organization to war strength?

If you believe that the Farmers Union is worth something to you why not persuade your neighbor to come in and get the same advantages?

DEPRECIATION OF FARM EQUIPMENT

Every properly conducted business that requires a large physical plant made up of buildings and equipment must make adequate provision for taking up depreciation. For many years the farmers of the United States have not been able to provide any receivers for the depreciation of their property. The result is that farms and farm equipment are run down to a condition that is almost unbelievable.

For several years the average farmer has been unable to construct any new buildings or to keep his old structures in repair. It is not too much to say that seventy-five per cent of all the farm dwellings and barns in the country are now in need both of paint and of considerable repairs. The fences have been neglected or repaired with mere makeshift replacements until they hardly serve any useful purpose.

What is true of buildings and fences is even more true of machinery. Old binders, threshers, tractors, plows and other tools have been repaired only when absolutely necessary and then in too many cases in such a way that only a temporary restoration of usefulness resulted. Few farmers have been able to replace worn out tools with new implements and fewer still have kept their old equipment up to a reasonable standard.

Within a very short time, if production is to be maintained and the farmer and his family are to live in anything like comfort, very large amounts of new capital must be used in the restoration of depreciated agricultural equipment and buildings and in the purchase of new machinery and the erection of houses and barns now so greatly needed all over the country. A good deal has been said about the new capital necessary to maintain the railway tracks and equipment of the country and to supply new facilities for transportation. The capital investment in agriculture is much greater than it is in transportation. The services rendered society by farmers are certainly necessary and must be continued.

The Santa Fe and Union Pacific railway systems are well managed. Their property is kept in good condition because ample funds to take up depreciation are set aside from annual earnings or derived from new capital issues of stocks and bonds. Does any human being have any idea how much new capital it would take to put the farm plant and equipment of this country in a physical and operating condition comparable with that of these two big Kansas railroads? The editor of the Florida Times-Union who is a good deal concerned about the condition of American agriculture has investigated this matter. He believes that it would take at least \$7,000,000,000 of new capital just to take up the depreciation of farm property in this country.

This is an item of loss that farmers have not generally considered. It means that in addition to giving up title to more than forty per cent of the farm lands of the United States and incurring debts that total about \$17,000,000,000 the farmers have worn out seven billions of dollars worth of property that they have not been able to replace.

If you will ask your neighbor to join the Union so that he can have a chance to help the community you may have better luck than by promising him that the Union will do great things for him.

HUSBANDS FOR SALE

The wife of a New England workingman advertises that she will sell the services of her husband to any one who wants a willing and competent laborer. The man is about sixty years old, is strong, well preserved and accustomed to obey orders. His wife is sure that he will give satisfaction to any one who purchases him.

This particular story may be regarded as a jest but the situation so startling set forth is no joke. There are thousands of middle aged or ageing wage workers who are no longer able to support themselves and their wives in decency and security. The earnings of their fruitful years were devoted to the needs of a growing family. Children had to be clothed, sheltered, fed an educated. As these obligations on parenthood were met one by one the children reached the self-supporting age and established homes of their own. The father was left without savings. Age reduced his earnings and eventually deprived him of employment. In his old days he and his wife either become public charges or sink to the lowest and most poorly paid manual toil.

Justice demands that the workers that support so much of the weight of our civilization shall live without fear of an old age in the poor house.

The women members of every Farmers Union Local should have their own club. Many Kansas Locals have made a good start in this direction. Such a club is not for the purpose of supplanting but of supplementing the work of the Local.

COMMENT ON WORLD'S NEWS FOR WEEK

Scandals

Graft and Thievery

Appear to be an inseparable part of the good roads program in most of the states where more or less conscientious highway commissions are doing their best to improve the public roads for the benefit of the dear people. And it is also extremely strange that in so many states the people do not care very much for that particular sort of progress in their own interest.

Good roads must be built with tax money. That is a juxtaposition of conditions that invites the interest of all sorts of thieves and grafters. Unscrupulous officials dip into the public purse for private gain, not directly by course but by sharing in the excessive profits of contractors. Engineering firms practicing one of the most essential of all the exact sciences make extraordinary errors in estimates but never in favor of the people. Lawyers must defend suits against boards and commissions and generally manage to get a commission on the whole cost of construction or large and juicy salaries of which they appear to interfere with their opportunities for picking a little loose change on the side. A multitude of contractors, inspectors, material men and other smaller fry get theirs apparently without conflicting with their consciences since it is a game in which the public cashes all the chips.

To this date it is believed that enough tax money has been wasted or stolen in connection with good roads projects to duplicate every mile of public highway that has been constructed.

Missouri

Needs Improved Highways

As much as any state in the Union with the possible exceptions of Alabama and Arkansas. The people of that state have voted 60,000,000 issue for road improvement. The work is now in progress under the supervision of a highway commission that really wants to deliver some good roads to the taxpayers of the "Show me Commonwealth" but is having a very devil of a time in making good.

First it was discovered that the cement manufacturers had effected a tight little combine and refused to compete with each other in furnishing material to the state. The commission recently asked for proposals on 4,000,000 barrels of cement to be delivered during the next five years. When the bids were opened it was discovered that all but 3 or 4 firms were willing to supply what was needed at the same price, \$2.00 a barrel at the mill or \$2.85 delivered on the project. The few firms that submitted different figures wanted considerably more. The state may yet be forced to build its own cement plant in order to get concrete roads at reasonable prices.

Recently it has again been discovered that the contractors are all in cahoots with each other. One firm bids for the job and compensates its alleged business rivals by the payment of a lump sum which of course comes out of the public purse or agrees to purchase its non-bidding competitor's gravel, mules or wagons at highly profitable figure. The attorney general has just had one of these rascals arrested for paying \$2,000 to a rival contractor for staying out of the game. Some one should go to jail for what is a violation of both state and federal laws but punishing Americans for looting taxpayers is something that has gone entirely out of style. It is not done, in fact no one but the public is done.

Arkansas

Is Now Suffering

Quite severely from a special session of the legislature which was called to patch up and revamp the road laws that were passed by a previous session of the same body made up of different members but controlled by the same powerful interests. The benefit district system has broken down in that state but it did not collapse entirely until more than a hundred millions of dollars of bonds had been issued and \$64,000,000 sold and the proceeds, divided about fifty fifty, applied to the twin and inseparable purposes of highway construction and overhead expenses.

The old gang has prepared what is known as the administration bill for the reorganization of the state highway system and its directing highway commission. On the face of the bill it does not look so bad. It provides for an annual expenditure of about \$4,500,000 by the state, to be divided into three parts—about a million and a half a year to retire bonds already issued, sufficient appropriations for the maintenance of the state highway department and an almost imaginary remainder for new construction and for keeping up the roads already built.

Most of the lawyers, all the contractors and engineers and quite a sprinkling of private citizens are in favor of the bill or some acceptable substitute with substantially the same provisions. All of the people who live in benefit districts that have issued bonds as well as those where no securities have yet been sold are against the measure. So are most of the farmers and so is the Arkansas Farmers Union which for more than three years has been fighting to save the homes of the state from sale by the sheriff to satisfy the claims of the tax collectors.

The real objection to the proposed bill is not to its provisions. It is a 200 page affair and very few either of its friends or its enemies know

very much about what is in it. The hostility to the measure is based upon the fact that it will continue the same gang in charge that has been looting the public for the past five years. The state senate passed the bill but it has been tabled in the house which is almost equally divided on the proposition.

Grafting

From Road Districts

Has been the most popular indoor and outdoor sport in Arkansas for nearly five years. It is believed that the engineers, contractors, and lawyers of the state have established new efficiency records in separating the public from its cash.

One contractor whose bid on a million and half dollar project was accepted by the commissioners of the district appears to have had no other cash, credit or equipment. As soon as the bonds were sold the district advanced that enterprising builder, who seems to have had no capital except a winning way and a taking manner, the trifling sum of a half million dollars to enable him to buy the equipment, materials and other things that he would need in connection with the project. When the government finally investigated that 43 mile project it was 38 per cent completed at a cost of something like a million dollars and the commissioners had \$632,000 on hands with which to build the remaining sixty-seven per cent. More than half the balance of the funds in hand was in the hands of the contractors who had paid back less than \$200,000 of the half million that had been loaned to them without interest by the warm hearted and helpful commissioners.

This district employed an attorney, brother to one of the commissioners, and paid him \$13,712. Afterwards a firm of lawyers was hired to pass on the validity of the bond issue and defend the district in several actions at law. The engineering fees on the project which appear to have been paid in full before the job was half done amounted to the negligible sum of \$102,000. One of the commissioners, not having any brother-in-law or brother in the engineering or law business, hired out all his teams on his big cotton plantation to the district in violation of the law. The third man on the board was appointed secretary-treasurer of the district and was voted a salary of \$2400 a year in addition to his regular pay of \$3 a day but that was not enough it seems as the federal investigator caught him using \$500 of the road money in his private business and persuaded him to pay it back.

Prairie County

In the White River Valley

May have eight miles of improved highway some day. It has been at the job for five years but due to a blunder in the engineers plans the embankment or dump was three feet lower than necessary and the White River has washed it all away several times. As on other projects, the engineers and lawyers have already got theirs.

The regular attorney for the district was paid a fee of \$8,752.87 which did not satisfy him at all. He proposed if the commission would pay him five per cent of the funds secured, to get some state aid for the project. The state aid was due anyway when ever the district complied with the law and shortly after the supplementary contract was made with the man already in the pay on the district the sum of \$73,000 was allotted to the road by the state highway commission. Nothing in the record indicates that the lawyer ever turned a hand in the matter. There was in fact nothing for him to do. But he claimed his five per cent and the district paid him an additional \$3,200.

Kansas

Has Had Some Sorrow

In connection with the paved road program. One county that has spent about \$4,000,000 sent the county highway engineer to the penitentiary after he and his pals had stolen about everything they could get their hands on except a few steam rollers one of which the taxpayers finally ran over the county officers and other rascals who were looting the public. There are many other improvement projects in this state that should be investigated. There are known instances of newspaper men and officials of promoting associations who have shared the dishonest gains of various contractors. So far only one man has really gone to jail in Kansas for stealing part of the road money.

Our state has the advantage of Arkansas in that respect. We have put one thief behind the bars but all the highway crooks are still at large down there. It is just as well, it would complete the ruin of the state to build enough jails to hold all the unconvicted felons who have shared in the \$100,000,000 that Arkansas has spent for good roads and at least ninety-five per cent of the state is still in the mud.

Walton

May Have Good Intentions

But he seems to care very little for the restrictions imposed by law on

the acts and authority of a governor. The constitution of the United States guarantees a republican form of government to each of the federal states, including Oklahoma. Walton says that the laws have been violated scores and hundreds of times by the Ku Klux Klan and apparently he set about to correct things by violating more laws.

It does not work. Neither the Klan nor Governor Walton will ever succeed in enforcing law by means of law violations. Now the election has gone against Walton and unless the courts intervene he is almost certain to be impeached by the legislature. He has courage a plenty and men must admire him for that quality but a suspicion that he lacks judgment, balance, poise, common sense and a number of other qualities highly desirable in a chief magistrate of a sovereign commonwealth is replacing the confidence that the governor once enjoyed.

National Banks

Cannot Establish Branches

Even in the cities in which they operate. To permit such a policy would result in the creation of a group of great financial houses sure in time, if acting together, and that is the way they perform, to become more powerful than the government. In fact there are a lot of folks in the United States who believe that money already runs the country and it is certain that the more it is concentrated and the better it is organized the more likely it is to have its own way.

There are already far too many banks connected with what may be called financial community of interests. It is time for the people to handle their money and financial affairs co-operatively.

President Coolidge

And his Administration

Propose to assist the wheat farmer out of a deplorable mess into which he has fallen by encouraging the organization of co-operative wheat marketing associations. That is an object to which the government may properly give encouragement. If the agents of the Agricultural Department and of the War Finance Corporation can get the wheat growers of the west to put their names on the dotted lines of pooling contracts the people owe those gentlemen an apology for underestimating their abilities.

Co-operative marketing needs some thing more than federal encouragement and assistance. It needs honest and frugal management, better markets, and a broader support by producers. With all these it can accomplish only savings as long as the price of the entire American wheat crop is fixed by what Europe is able to pay for our exportable surplus.

Farmers have this matter in their own hands. All that is necessary to lift the price of wheat to \$2 a bushel before next June is to sow fewer acres, feed all low grade grain, and store all high class milling wheat in the interest of the farmers until the consumers run out of flour and bread. Yes it is just that easy but it will not be done. There are indications that there will be reduction in acreage. Fifty pound wheat clogs the terminal markets and less than one-twentieth of this years crop is being stored for the growers.

Magnus Johnson

Called at the White House

And visited for about twenty minutes with the president. It was quite a party and the newspaper reports indicate that a pleasant time was had by all. Santor Johnson doubtless told the president that the northwestern wheat growers are in a belated fix and that government should fix the price of their grain. Mr. Coolidge did not agree with Magnus but it is a safe bet that neither did he argue with the new senator from Minnesota. The president promised to send Eugene Meyer, Henry Wallace and a few others of the peoples hired hands out to the wheat belt to canvass for memberships in the pooling associations.

It seems that Senator Johnson's visit to the White House caused more excitement in Washington than any thing that has happened there since Roosevelt boys played horse on the roof of the executive mansion. Reporters by the thousand and photographers by the million lined up to interview the new senator and make some more pictures of him. Nothing happened except more pictures.

COURTS SANCTION CO-OPERATION

That co-operative marketing is sound public policy and a benefit to all the people is the substance of a recent notable decision by the supreme court of Mississippi. The decision upheld the constitutionality of the co-operative marketing law of that state, which is practically identical with the new Illinois law.

Mississippi is the seventh state with a supreme court decision in favor of co-operative marketing. The others are Oregon, Washington, North Carolina, California, Kansas and Texas.

Kansas farmers do not appreciate half the benefits they get from co-operation. In Georgia it costs about \$75 to carry a \$1,000 insurance policy on a farm house or barn for five years. The same service costs \$17 in Kansas because the Union is on the job.

The Kansas Farmers Union---An Organization That Has Made Good

Local and County Unions and Co-Operative Associations
Join in a Campaign to Get More Members and Collect Dues

INSTRUCTIONS TO COUNTY UNIONS

Every County Farmers Union in Kansas is expected to participate in the big state wide campaign for additional members of the organization. Officers and members of County Unions and Officers of Local Unions are requested to read the following instructions with care and to act accordingly.

FIRST—Each County Union is requested to hold a Membership Conference made up of the County Officers and Delegates and the Officers of each Local Union. This Conference should be held on October 16th or on some subsequent day of the same week and in no case later than Saturday, October 20th. Use all possible means to have a full attendance of all Presidents and Secretaries of Local Unions.

SECOND—In this Conference first go over all the reasons for sticking to or joining the Farmers Union as stated in the advertisement in the Kansas Union Farmer in the issue of October 4th. Also bring out and discuss any other arguments, reasons or appeals connected with the condition of agriculture and public affairs in the county.

THIRD—Make all necessary plans for a Special Membership Meeting of each Local to be held early in the following week and if possible not later than Wednesday, October 24th. Arrange for every member of every local in the county to receive notice of this meeting. Strongly insist that these Local Membership gatherings will be the most important farmers meetings ever held in the county.

FOURTH—Instruct the County Secretary to arrange for Membership Meetings for all Local Unions not represented at the County Membership Conference. Also to get in touch with the last known officers and with all the members of any dormant or defunct Locals in the county.

FIFTH—Arrange for and advertise meetings of the defunct and dormant locals to be attended either by the President, the Secretary, or Organizer of the County Union or by some one designated for that work by the County Union. If there are five or more present at meeting elect a new set of officers and make immediate settlement with the Secretary of the State and County Unions for all dues and initiation fees collected.

SIXTH—arrange for the County President or the County Organizer to establish new Locals in any unorganized sections of the County.

INSTRUCTIONS TO LOCAL UNIONS

The success of this Membership Campaign will depend very largely on the efforts of the Officers and Members of the Local Unions. All farmers who believe in the Union and its program should be willing to give a few days time each year to the absolutely essential work of building the membership of the organization. Every member of the Farmers Union in Kansas is requested to read the following Instructions and to be governed accordingly:

FIRST—Every Local Union in Kansas is requested to call a Special Membership meeting for Monday, October 22 or as soon thereafter in the same week as is possible. Officers and Members who receive this paper and read this notice are urged to assist in advertising these meetings among all members and former members of their Locals.

SECOND—The Secretary is requested to read the advertisement printed in the Kansas Union Farmer in the issue of October 4th, the Call to Union Colors in the same paper and these instructions to the assembled members. Present any other arguments for strengthening the Union and be sure that every one in attendance is supplied with plenty of reasons to use urging others to join the organization.

THIRD—Arrange for a house to house canvass of the entire Local territory during the remainder of the week and to be completed not later than Saturday, October 27th. To make this canvass effective organize a Membership Committee big enough to load two or three automobiles and work together on it, two competing or contesting teams if so preferred with the terms of the contest between the two groups arranged and understood in advance.

FOURTH—Membership Committees having been formed and supplied with receipt books and blank applications for membership they will proceed in the following manner:

(a) Collect 1924 dues from all members who are fully paid up to December 31st 1923. The full amount to be collected for members in good standing on account of 1924 dues is \$2.25. If official receipts cannot be obtained use blank receipts that can be had at any stationery store.

(b) Collect dues from members who are paid up to December 31st, 1923, for the years 1923 and 1924. Collect \$2.75 for the year 1923 and \$2.25 for the year 1924 or a total of \$5.00 which will put the members so paying in good standing up to January 1st, 1925.

(c) Take new applications for membership from all farmers in the Local territory who are more than 21 years old and collect for each such application \$2.00 as an initiation fee, 57 cents as dues for the remainder of the year of 1923 and 50c for the building fund, \$2.25 dues for 1924, a total of \$5.32 which will put the new member in good standing until Jan. 1, 1925.

(d) Solicit applications from all farm women belonging to families that already have one or more male members of the Union in good standing and remember that girls 16 years old or over are eligible to membership. As various educational and literary programs are being worked out for school children it would be well to secure the membership of all country school teachers who can render valuable assistance in this work. Single women who have no male relatives in the organization may be taken into the Union on the payment of the usual fees as provided in paragraph (c) of these instructions.

(e) Solicit subscriptions from all farmer boys over 16 years old and under 21 and collect with such applications \$2.00 for the initiation fee, 25 cents for National Dues for 1923 and 25 cents for National Dues for 1924, but if there are no male dues paying members of the boy applicants' family at least one member of such family must pay adults dues as provided in paragraph (c) above.

FIFTH—Collect dues for 1923, if unpaid, and for 1924 from all members who attend the membership meetings. As evidence of his belief in the organization every man who acts as a member of the canvassing committee should be paid in full to January 1st, 1925.

SIXTH—As soon as possible and not later than November 16th, 1923, hold a Local Meeting to vote on all applications and to initiate all who are elected to membership. All financial reports and all reports to be used as basis for awarding membership prizes must also be made to the State Union not later than November 17th.

INSTRUCTIONS TO LOCAL CO-OPERATIVE BUSINESS ASSOCIATIONS

Strictly speaking the State Union has no authority to issue instructions to local cooperative enterprises maintained by members of the Union and using the name of the Union as a part of their legal name. The success of such associations, however, is so greatly dependent on the complete organization of the supporting territory of each of them in the Farmers Union that it is hoped that all will join in the work of securing additional members and in the collection of dues during October and a part of November. Believing that the best way to build up and strengthen every Union co-operative in Kansas and in fact the only way to assure its success is to build up the Union the Board of Directors of the State Union makes the following suggestions to the directors officers, and managers of the Union Co-operative Associations and trusts that all will act accordingly.

FIRST—Not later than October 21st call a Special Meeting of the Board of Directors for the purpose of working out plans to co-operate with the County and Local Unions in collecting dues, reinstating delinquent members, and obtaining applications for membership in the Union.

SECOND—Where there are two or more Locals with in the trade territory of the Co-operative offer a prize \$25 to the Local that secures the greatest number of new dues paying members before November 16th, 1923, and a second prize of \$15 to the Local that finishes second in the contest.

THIRD—If there is not more than one Local in the supporting trade territory of the Co-operative offer that Local a cash prize of \$15 for an increase of fifty per cent in membership before November 16th and a cash prize of \$10.00 to each member of the local who secures fifteen or more new applications for new memberships before November 16th.

FOURTH—Offer a cash prize of \$5 to the County Union of the county in which the Co-operative is situated if it finishes within the money or secures one of the seven prizes offered to County Unions in the statewide campaign for the collection of dues and to secure new members.

FIFTH—Arrange to pay a part of the cost of the house to house canvass for newmembers and for the collection of dues within the trade territory of the Co-operative.

USE THESE MEMBERSHIP BLANKS TO HELP YOUR LOCAL SECURE THE GRAND PRIZE

APPLICATION FOR MEMBERSHIP

To the Officers and Members of.....Local No.....
Farmers' Educational and Co-operative Union of America

Realizing the need of a great agricultural organization to promote the interests of the producing masses, I hereby make application for membership promising if admitted, to conform to the constitution and by-laws of the order, and do all reasonably within my power to promote its growth and success; and I want to receive the Farmers' Union (paper) as long as I remain a member and I want my subscription to be paid for out of my annual dues.

Date.....192.....

My age is.....years. Occupation.....

Postoffice.....R. F. D.

Name.....

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Name.....

Each member of the Union should take the time to do their part in this membership campaign --- Don't delay --- Get a new member today. For further information write

John Tromble, President

SALINA, KAN.

C. E. Brasted, Secretary

WICHITA LIVE STOCK HOUSE RENDERS GREAT BUYING SERVICE

During the past week conditions on the Wichita market have been quite unusual. Receipts were comparatively light, due to much high water in the southwest, and a number of bridges being washed out on all railroads coming to this market. On the other hand, the number of country buyers has been rather limited, due to the fact that the local bankers have been unable to finance their people to the extent that they can come to market and purchase stock to put on wheat pasture or in the feed lot. It is indeed a problem for most of our Union men at the present time to get necessary financial assistance to purchase stock to place in their pastures. We are making every effort to assist Farmers Union men to obtain money for the purchase of live stock, and we urge these men to get in touch with us as soon as possible.

We are limited to a great extent in the amount of assistance that we may render, but believe that it is possible to be of material help to quite a number of men that have plenty of

pasture or feed, and can make the right kind of a financial statement. The general feeling is that within a very short period of time the bridges will be re-set and there will be much stock moving to this market. Again it seems reasonable to believe that at that time prices will be right.

During the past week we have purchased cattle for the following men in Kansas.

C. L. Archer, Great Bend, 2.
F. A. Cook, Great Bend 1.
Jacob Wilhelm, Timken, 1.
C. H. Archer, Pawnee Rock, 2.
J. A. Groves, Buffalo 1.
Ed Boots, Isabel, 5.
M. C. Freshwater, Spearville 2.
T. M. Dorsey, Protection 2.
Roscoe Moore, Great Bend 1.
W. B. Romeiser, Timken 1.
B. S. Grose, Winfield 1.
Carroll Brothers, Corwin, 2.
Guy Conrad, Kiowa 1.
R. E. Curry, Madison, 1.
J. M. Hulpfen, Dodge City, 2.

We will be pleased to have any neighbors of the above mentioned men to inquire as to the service rendered when they were on the Wichita market. We are certain that these men will be more than pleased to rec-

ommend our buyers to their neighbors and friends.

We are also pleased to inform the people of Kansas that this firm is meeting all expectations in business handled on this market.

So far this month we have handled 110 cars of stock.

We urge one and all whenever information is desired in regard to market conditions that they write to the Farmers Union Live Stock Commission at Wichita, Kansas.

R. E. BARNES, Manager.

AT BLUE MOUND OCTOBER 27TH

The fourth quarterly meeting of the Kansas Farmers Educational and Co-operative Union will be held in Blue Mound on Saturday, October 27, 1923.

This meeting was called for Saturday, Sept. 29th, but was postponed on account of the fair at Kincaid.

We urge a good attendance at this meeting as it is the time of the annual election of officers. Also other important matters will come before this meeting.

We assure a good program. Brother Henderson of Anderson county will be there to give us an address. He is a live wire.

Business meeting before noon, open

meeting in afternoon. Everyone cordially invited.

L. H. FISH, County Sec.

KANSAS UNION FARMER FIGHTS FARMERS' BATTLES

I am enclosing \$3.00 on subscription. I allowed my subscription to expire thinking all of the time that the organization would get together and pay up.

I am renewing my subscription at this time because of the sympathy shown by the KANSAS UNION FARMER for the man who produces.

I take no so-called farm paper because of their staying with the centralized powers.

ALVAH ROSE.
Cawker City, Kansas.

The thing that counts most is not crop acres, but more profit to the acre; not more cows, but more profit from each cow; not more hours of labor, but better returns.

There are about 325,000 motor trucks in use on American farms today.

Surplus poultry can be sold by inserting an advertisement in the Poul-

tryman.

WATSON WHOLESALE GROCERY

SALINA, KANSAS

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

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WATSON WHOLESALE GROCERY

SALINA, KANSAS

PRICE LIST OF LOCAL SUPPLIES

Application cards.....20 for 5c
Credential blanks.....10 for 1c
Dimit blanks.....1 for 10c
O. C. cards.....12 for 20c
Constitutions.....5c
Local Sec'y's Receipt Books.....25c

County Sec'y's Receipt Books.....25c
Secretary's Minute Books.....50c
Farmers' Union Buttons.....25c
Farmers' Union Bag Leaflets, per dozen.....10c
Business Manuals, now used instead of F. U. I., each.....5c

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

WRITE

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

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

Planters State Bank

Salina, Kansas

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

OFFICERS AND DIRECTORS

Fred H. Quincy, Pres.; Guy T. Helvering, Vice-Pres.; T. W. Roa, Vice-Pres.; W. T. Welch, Vice-Pres.; E. E. Gemmill, Cashier;

B. F. Ludes, Assistant Cashier; E. H. Sudendorf and R. P. Cravens