



# THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XV

SALINA, KANSAS, THURSDAY, JULY 12, 1923.

48

## Remarks of W. C. Lansdon at Chicago Wheat Conference

Impossible to Secure Higher Price for Wheat in Time to Deal  
With Crisis Except by Government Machinery.

Mr. Chairman, I am attending this conference as the personal representative of the government of Kansas. I am sure that out there in our commonwealth we have as much at stake in this matter as the people of any other state. This year we have a partial failure of our crop but we are likely to thresh more than 100,000,000 bushels of wheat at that. So I believe that no other state approaches us in the magnitude of the interests involved in the conclusion that may be reached by this body.

I have never been strongly in favor of the stabilization of prices by the government action. The call for this conference, however, indicates that we are here to deal with the emergency that confronts the producers of wheat. The entire wheat growing interest is threatened with complete and irretrievable loss at this time. Something must be done to relieve this situation and whatever remedy is prescribed must be applied immediately.

It is all very well to talk about eating ourselves rich by consuming a couple of extra slices of bread or an additional portion of macaroni daily, feeding this extra wheat alike to the hungry and the well nourished but it will take quite a while to get any higher farm prices. Marketing is all right. I yield to no farmer in the United States in my devotion to the principles and my belief in the merits of co-operation. There are very few men in this country who have labored more incessantly, year in and year out, than I have in the effort to establish a definite system of co-operatively selling the products of our farms. But if every bushel of wheat produced in the United States was covered by a commodity contract; if we are able to secure the best and most experienced sales agents for our grain; if our selling organizations act with the utmost degree of efficiency and economy; just so long as the prices for domestic wheat are fixed by the value of our surplus that must be sold in Europe, the most perfect system of co-operative marketing with all its possibilities of economies and profits would not absorb nearly one-half the losses that wheat growers are subject to at this time.

It seems to me, therefore, that while it is right and may be helpful to encourage a greater home consumption of wheat and wheat products, to work out plans for a better balanced system of farming with a smaller production of wheat, and to assist the co-operative marketing movement and build it up, eventually creating for the agricultural producers of this country an agency through which they can merchandise their own products as other business men do, the fact still remains that none of these remedies is an emergency measure that contains within itself any promise of relief to serve farmers in the crisis that now confronts us.

Since this conference assembled there has been a lot of talk about the control of production through curtailment of areas sown to wheat. You know, I thought at first as I listened to the remarks made in this platform and in the various committee rooms that in all probability the farmers are the biggest damn fools in the world. I have changed my mind about that. I have heard confessions made by representatives of millers, of bakers, and of other interests engaged in the handling and conversion of grain that have convinced me that there are a whole lot of fools in the milling business, in the baking business, and in other lines of business that have to do with wheat. Just a few minutes ago I heard a man who stands as high as any one in the United States in the milling industry declare that the flouring mills of this country have the capacity to grind four times the quantity of flour required for domestic consumption.

It seems to me that men who come into this conference and make confession and admission that the milling industry has provided manufacturing capacity four times greater than the demand for such facilities and then ask that the whole business of growing, marketing and converting wheat be readjusted so that they may still be able to earn dividends on capital invested in plant and equipment so much beyond the reasonable requirements of the country are asking a good deal of the wheat growers and the bread consumers of this country who must bear the whole expense of such unwarranted expenditures of capital in wholly unnecessary plants. (Applause.)

It occurs to me, gentlemen, that if all the interests here represented are to work in harmony, as has been urged and as is entirely proper, the farmer should not be the only man called on to change and junk his business system and reorganize his high priced equipment that for which he would have no further use. If the wheat farmers in certain sections of the country are to be urged to change their methods and charge off their investments in equipment, in God's name why not demand also that this seventy-five per cent excess in milling capacity either be junked or de-

voted to other more essential uses? The farmers and the consumers cannot afford to pay dividends on capital so foolishly and unwisely invested.

The opponents of price stabilization by governmental action argue that such a proposition is economically unsound, that it is unwise and improper for the United States to undertake to guarantee a profitable return on the capital invested in any business. Perhaps that is true. I do not recall, however, hearing that argument urged with any degree of force and effect when the Cummins-Esch law was pending in congress. It was finally and apparently irrevocably written into the law of the land that capital invested in the railroads of this country should be guaranteed an annual return of six per cent. (Applause.) Why is it economically sound to guarantee railway owners a reasonable return on their investment but economically unsound to deal with agriculture in exactly the same way?

If we are to have a permanently prosperous system of agriculture in this country, and such a system is far more essential to national security than all the armies and navies that can be maintained some of the elements of speculation must be removed from the business of farming. The man who invests his money in the land and his time in the indispensable labor and making food for others business may not be entitled to a guaranteed income on his investments but he should be able to know within reasonable limits just what he is to receive for each unit of the product that he makes for the market.

There were some remarks about the grain gamblers of the Chicago Board of Trade made here yesterday afternoon that almost started a rough house between a distinguished United States senator and a representative of the grain dealers. If speculators on the Chicago Board of Trade and similar organizations elsewhere were the only grain gamblers in the United States there would be much less distress on the farms of this country. The farmer himself the most honest and industrious of all the grain gamblers. (Laughter and applause.) When seed time arrives and he sows his fields with wheat the farmer must depend upon an all-wise Providence to send the blessings of sunshine, rain, and snow; he must hope for the inactivity of the chinch bug, and the green bug; he must pray to be safeguarded from the hot winds and the red and black rust and the scores of other untoward conditions that make his business one of the most uncertain carried on by men wholly in their right minds. The farmer's investment in a wheat crop is a gamble at odds of about ten to one. During each of the last three years the wheat growers of the United States have lost their bets. They are certain to lose again this year. The result of these unfortunate speculations which the farmer has engaged in without fear of prosecution for illegal practices is a growing burden of debt that threatens the most essential of all our agricultural activities with bankruptcy and ruin.

Since this conference assembled it has been several times suggested that the matter of wheat prices might be adjusted by a general reduction of prices and wages. Let us return to normalcy just as soon as possible. (Laughter.) The man who is cherishing the delusion that the wheat farmers of America can ever again feed the hungry and have a rude awakening. Possibly if the prices of commodities could be reduced sufficiently the farmer might be able to supply his needs by making and selling wheat at what some folks regard as normal prices. Every thoughtful man, however, knows that the unavoidable overhead charges of all business engaged in this country, including agriculture, have been so greatly increased since 1913 that all talk about restoring normalcy on the basis of pre-war prices is foolish and is incontrovertible evidence of the ignorance of those engaged in such silly patten.

Suppose that through a readjustment of prices and wages we should be able to buy commodities in sufficient volume for our needs. There are still other demands on income that must be met. The interest and principal of the debts created since 1913 must be paid; taxation almost trebled in amount in ten years must be provided for; increased transportation charges must be met. The average overhead cost of operating a small 150 acre farm has increased fully one hundred per cent during the past decade. The world might as well make up its mind that it has got to pay more for bread. (Applause.) Either that or the farmer must quit growing wheat. That is the situation. It is time for all to know the truth. (Applause.)

For my part I cannot see how it is possible to secure a higher price for wheat in time to deal with this crisis except by setting up govern-

mental machinery to establish some sort of a guarantee to the growers. Possibly such a guarantee should be only temporary. Better prices in the future may be secured if this meeting and others like it to be held later provide for a scientific and systematic investigation of all the processes of producing, transporting, marketing, converting and distributing wheat and wheat products. Let it be determined whether in justice to both the producer and the consumer there should not be a radical redistribution of the spread in value between the farmers wheat at eighty cents a bushel and the consumers bread at ten cents a pound.

Until I came to this meeting I had always supposed that the bakers of this country are doing well. Yesterday a man interested in that business told me that his concern had just failed. I had an idea that the bakers had opportunities to make a good deal of money. Other than the producers of milk I do not know of any body of business men in this country with more unique advantages. It has been intimated that some milkmen put water in their cans, but the bakers of this country sell enough wheat every year at ten cents a pound to drown all the cows in the United States. (Laughter.) So it would seem that there should be profits in the baking industry. Like the millers the bakers have provided themselves with a plant and with baking capacity far in excess of the needs of the consumers. Just as wheat surplus mill plant the bakers in normal and regular use but on their total investments no matter how wisely made. Here then is another unnecessary and unjustifiable addition to the burdens of producers of wheat and consumers of bread.

The situation of the wheat growers of this country could not well be more critical. In this threatening emergency shall we apply a little salve in the way of a recommendation to eat another slice of toast three times a day and so pay off our mortgages by overfilling our stomachs? That would be a fine system all right! We would be able to pay our debts by engaging collectively and actively in the indoor sport that pleases us most, that is by keeping our bellies full. Eating more wheat may very well appeal to farmers who want higher prices but it may be a little difficult to persuade the consumers who live in the industrial centers that they should eat more bread today in order that they may have the privilege of paying a higher price for it tomorrow.

In this emergency are we going to satisfy ourselves and the interests that we represent by recommending a little salve to endorse co-operative marketing, to ask farmers to diversify their production and make less wheat but it will take a year, two years, or five years for any of these medicines to give any substantial relief, and in the meantime the patient—patriotic, long suffering, much enduring Uncle Remus is likely to die and leave the balance of the people in serious danger eating too little wheat in the years to come.

## Business Men Must Help Agriculture

Standardization of Products and  
Commodity Marketing  
Necessary.

BY W. M. JARDINE  
(President Kansas State Agricultural College.)

When a city man pays from \$1 to \$2 for a medium-sized, medium-grade beef steak, he thinks there is something wrong. He believes he is paying too much and he thinks he is paying it to the farmer. Consumers are paying an ample price for the products of the farm and yet the farmer is going broke. The farmer must get more for what he raises, while the consumer must not pay more for what he gets. It is the problem of bringing this about that must be solved, and it can be solved by the co-operation of city people with the farmer. If city people once find out what the situation is I am confident they will help in remedying it.

What is the condition of farming in this region—Missouri, Nebraska, and Kansas—now as compared with twenty years ago? Conditions are also considered, but this period involves the time during which most of that was settled and consequently the figures are inadequate.

In 1900 the land valuation of this region, according to the United States census figures, was 17 million dollars. In 1920 the valuation of the land had increased to 94 million dollars. In other words, the land in 1920 was listed at five and one-half times as much as in 1900.

In 1900 the region had 2 million dairy cows, and in 1920 only 17 hundred thousand. In 1900 the region had 87 hundred thousand other cattle and in 1920, 6,225,000. In 1900 it had 12,225,000 hogs and in 1920, 9,000,000.

In 1897-1901 there was an average annual wheat acreage of 8 million acres producing an average yield of 14.3 bushels to the acre; in 1917-21 there were 14,500,000 acres of wheat (Continued on page 2)

## Scenes for "Toll" Filmed in Kansas

At Wamego, Salina and Beloit,  
July 16, 17  
and 18.

Several reels of the picture, "The Toll," the wonderful story of production, which is now being filmed, will be made in our own Kansas state. President Charles Barrett and Hon. J. H. Taylor of the national organization of the Farmers Union will arrive in Kansas, bringing with them an entire cast of movie actors, including five stars, three ladies and two men and into 300 district agricultural products that promises to outdistance anything of the sort in the world. Fifty per cent of these little co-operatives are of a general agricultural type; ten per cent of them are butter and cheese making co-operatives, four per cent act as credit agents for the farmers, while the rest are made up of a hundred different varieties of enterprises.

As an indication of the rate at which the Russian farmers' co-operatives are growing in size, their turnover for the whole of last year was \$4,112,500, while the turnover for the first quarter of 1923 amounted to \$3,877,500. They are stretching out into new fields; 30 of the agricultural co-operatives have made application for the taking over of 75 Soviet farms, covering an area of about 45,000 acres. In the course of the last year 2,594 dairy farms and butter making factories were reconstituted, utilizing the supply of milk from 500,000 cows.

The "Selkousyus" marketed last year 12,600,000 pounds of corn product; 6,391,000 pounds of vegetables; 343,000 pounds of fruit, and other farm and dairy produce in like quantities. From its own resources and from credits extended by the states, the "Selkousyus" is supplying seeds widely through the district co-operatives. Under its direction a potato union has been formed of all the potato co-operatives and almost 700,000,000 pounds of potatoes were processed through its 54 potato-crushing, 2 potato-drying and one starch factory. Similar progress is reported by the Central Flax co-operative, which has laid in a stock of flax amounting, in March last, to 12,600,000 pounds.

Most of the 300 co-operative unions affiliated with the "Selkousyus" have their own productive industries, such as flour mills, workshops, electric stations, breeding farms, vegetable drying factories, truck gardens, and following closely the ambitious development of the unions, and are setting up their own productive establishments.

All and of this is being done in Russia, the country whose whole system of agriculture was turned topsy-turvy by the revolution. The Farmers Union has a record of great achievement, and we are still building upward on the foundations that have been laid. Every farmer should be helping.

On Wednesday, July 18th, a number of scenes will be filmed at Beloit, Kansas, and the Farmers Union locals of Mitchell and Osborne counties have a big picnic planned for that day. It will be held in the city park at Beloit and there will be a number of interesting addresses by the national president, Charles S. Barrett, and others. A band has been secured and it is hoped that every Farmer Union member in that community will plan to go and take each member of his family.

Tuesday, July 17th, a picture will be made in Salina of the Farmers Union Insurance Building, and the different departments of the organization which headquarters there. On Wednesday, July 18th, a number of scenes will be filmed at Beloit, Kansas, and the Farmers Union locals of Mitchell and Osborne counties have a big picnic planned for that day. It will be held in the city park at Beloit and there will be a number of interesting addresses by the national president, Charles S. Barrett, and others. A band has been secured and it is hoped that every Farmer Union member in that community will plan to go and take each member of his family.

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## PEASANT CO-OPERATORS FEED A NATION

Two million and a half farm homesteaders, organized in 16,667 agricultural co-operative societies, co-operatively producing, marketing, and buying their wares, is the Russian peasant's answer to the wall of American grain gamblers and commission men that "farm co-operatives don't work."

Two years ago this summer there was organized in Russia the "Selkousyus," which is the All-Russian Union of Agricultural Co-operatives. It gathered together the vast trade carried on by the 16,667 co-operatives, organized them into 300 district unions, and itself aided in their development. As a result, there is now an enormous co-operative business in agricultural products that promises to outdistance anything of the sort in the world. Fifty per cent of these little co-operatives are of a general agricultural type; ten per cent of them are butter and cheese making co-operatives, four per cent act as credit agents for the farmers, while the rest are made up of a hundred different varieties of enterprises.

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## Farmers Must Help Shape America's Foreign Policies

Eliminate Competition on World Market by Government Marketing Corporation Says Farmers National Council

Three short years before the World War started, no one would have asserted that it would start in 1914. It was inevitable at some time, because all large European nations had foreign policies which must result in war—some time.

Today those nations, (with the possible exception of Germany), and now our own nation are lurching along to another great war, unless the farm and labor organizations of the world, combine their controlling influence to end the causes of war, and so end war. War is a result of well known causes.

Competition among the farmers of the world for markets for farm products might be added to oil, mine, railroad trading and building concessions and competition in carrying the world's commerce, as a cause of war.

Farmers have too much sense to permit this.

Ending Militarism Will Increase Farmers' Markets.

The world is spending nearly eight billion dollars a year on militarism and navalism. The world could be "prepared" just as well if it spent only a quarter of a billion. When farmers and wage earners of the world decide to stop the causes of war, and armaments and armies, they can do it—and increase tremendously the world demand for what they produce.

Farm Bureau Federation Again Fighting Farmers' Interests.

Senator Capper of Kansas is a careful student of conditions in his state and knows the necessity of giving the farmers relief. In his talks in his home state of Kansas he has favored a Government Marketing Corporation to sell surplus farm products abroad. Of course, this is part of the purpose of the Morris-Sinclair Bill creating a government marketing corporation to buy farm products here and to sell them here and abroad, so as to assure farmers a better price for their products, and yet make it possible for consumers to pay less for farm products through getting more efficiency in distributing farm products and eliminating speculative middlemen.

Mr. Gray Silver, Washington representative, on behalf of the American Farm Bureau Federation, has written a protest to Senator Capper against this plan saying, that "the farmer will be out-traded and put in a position where the price of his products will be fixed by the other two-thirds of the population, if he permits the government to fix the price on his farm products. Mr. Silver estimates, what the government has done for the farmer in the way of long term and intermediate credit, as though that were enough. There has never been any doubt in the minds of the representatives of real farmers at the national capitol that Mr. Silver was representing land and banker-farmers rather well, but he and the American Farm Bureau Federation have opposed practically every

measure of real importance to farmers in Congress and have sponsored much vicious legislation.

Mr. Silver knows perfectly well that the labor organizations have endorsed and will back any measure to secure farmers a fair price for their products, while Mr. Silver who at least until recently, pulled down \$12,000 a year salary has opposed secretly or publicly every effective measure to get producers of staple farm products a fair price. It is not labor whom the farmers need to fear, but men like Mr. Gray Silver who pretend to represent the farmers of the Nation and have played the big interests' game. This does not impugn his personal honesty, but his viewpoint.

Why Should Farmers Pay Dues To Farm Bureau to Fight Against Farmers' Interests?

A recent bulletin of the Farm Bureau Federation asserts that the Farm Bureau Federation offices have agreed with the railway executives on a policy as to cars in crop moving time. The Farm Bureau gloats over the fact that in this way the crops can be moved rapidly after harvest. The Farm Bureau Federation has been claiming, however, that it was interested in orderly marketing of farm products. Mr. Silver says so in his letter to Senator Capper above quoted. With orderly marketing of farm products, it is unnecessary for all farm products to be moved within 90 days after harvest, with the exception of some perishable fruits and vegetables. The Farm Bureau is quite consistent, however, in working with the railroads to help farmers dump their products, while opposing at the same time any government action to stabilize prices of farm products. Here is part of the record of the American Farm Bureau Federation.

1. The Chicago Board of Trade gave \$1000 a year of the first hundred county farm bureaus organized. "There's a reason."

2. The Farm Bureau Federation was used by the railroads to endorse the Cummins-Esch law and the immediate return of the railroads which meant a guarantee validation of watered stock and higher freight rates on farm products.

3. The Farm Bureau Federation has secured money from the postals, opposed any real packer control legislation and drafted a fake packer control bill which was exposed by the farmers' National Council, and defeated.

4. The Farm Bureau Federation opposed federal taxation of land values with a high exemption both as to value of the land and income of the owner of the land, and misrepresented on this matter. Most of the tax would have been paid by wealthy city land speculators, but it would have helped to prevent farm land speculation which has injured real farmers so seriously.

5. The Farm Bureau Federation endorsed the Ship Subsidy bill, though they were smoked out of this position, later.

6. The Farm Bureau Federation has been busy baiting labor instead of boosting the farmers' interests.

7. The Farm Bureau Federation failed to endorse a rapidly progressive Federal Inheritance Tax which is essential to pay off our war debt promptly and justly.

8. The Farm Bureau Federation favored increasing loans to big farmers, and has taken the position that the farmers' chief need is credit, while every farmer knows that what farmers need is merely more credit, or better terms of credit but a fair price for his products to enable him to get out of debt.

9. The Farm Bureau Federation is persistently trying to crush out other farm organizations which do not get an indirect subsidy from the government as the American Farm Bureau Federation gets today through government pay to county agents.

10. County agents working for the American Farm Bureau Federation are constantly telling farmers they must be members of the Farm Bureau to get help from the Department of Agriculture. It seems to be clear that the American Farm Bureau Federation has much to account for the farmers as to what it does with the money it gets from farmers. The More Money The Farm Bureau Gets From Farmers The Poorer Farmers Are.

During the past three years, while the American Farm Bureau Federation has been lifting millions of dollars out of the pockets of farmers, farmers have been getting poorer and poorer, as every farmer knows. Doubtless most Farm Bureau Leaders are personally honest, but they are representing big banking and landed farmers and working for the system which impoverishes farmers as a whole.

If farmers want to stay poor, they should support the Farm Bureau liberally.

(Continued on page Four)

## How Long Will This Drouth Continue





## The Kansas Union Farmer

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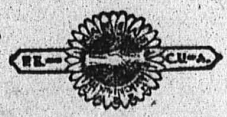
Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success.

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, JULY 12, 1923.

### WHEAT ACREAGE REDUCTION.

A good deal is being said about the reduction of the wheat supply. For the safety of wheat farmers this must be done. It can be brought about in either of three ways. First, an absolute reduction of acreage which of course cannot affect this year's crop prices. Second, a greater consumption of wheat for food and feed which can scarcely be expected to get under headway, sufficiently to help this year's markets. Third, by holding this year's surplus off the market until consumption over takes supply.

Wheat acreages must be reduced. With a world market that can absorb wheat only at low prices and with domestic consumption running far behind home production it should require no arguments to induce American farmers to sow less wheat this fall. Such acreage reduction should not however be uniform throughout the United States. Those sections of the country, like Ohio, Indiana, Illinois, Missouri, Iowa, and the eastern portions of Oklahoma, Kansas, Nebraska, and South Dakota and practically all of Minnesota should go entirely out of commercial wheat raising. The farmers in that part of the country have the soil, the climate, and the markets that assure successful diversified farming. They make no money out of wheat. If they would quit wheat growing entirely the surplus production of the United States would be done away with in a single year.

On the other hand there are large sections of the country where wheat is the only crop that can be made for the cash markets. The wheat farmers of Washington, Oregon, Idaho, Montana, North Dakota, Colorado and the western sections of South Dakota, Nebraska, Kansas, and Oklahoma should not be asked to reduce their crop acreage and junk their investment in wheat farming machinery. Their opportunities for diversified production are limited. Their only hope of safety and security is through wheat growing at fair prices.

The eat more wheat campaign is a foolish and futile undertaking that can result in nothing of value. The only possibility of increasing domestic consumption of wheat is through increased use of the poorer grades as feed for domestic animals. Today, even the best grades of milling wheat may be fed to hogs with a fair prospect of profitable returns. If all wheat grading below No. 3 were fed there would be an increased demand that would soon increase the value of the true and rich milling grades.

Supply of wheat can be affected by withholding grain from the markets. If the farmers were not already in the last ditch financially they might do this as individuals. As it is wheat can only be held in the interest of growers by taking advantage of the opportunities offered by the cooperative marketing associations. Farmers who want to hold their wheat for higher prices should contract their product with a cooperative association able to make substantial advances on delivery. There is still plenty of time to sign marketing contracts for this year's crop. It is only through such contracts that the present emergency can be dealt with in such a way as to give relief this season.

### NO DANGER OF STARVATION.

Quite a few timid souls are already registering alarm over the suggestion that American wheat acreages should be very greatly reduced. There is no reason for their agitation. It would take more than a short wheat crop to starve the United States. There are too many other wholesome foods produced in this country. We could get along in a fair degree of safety and comfort for a year or two without using wheat. Reduction of wheat production would result in a larger use of vegetables, fruits, nuts, rice, corn, barley, rye, and potatoes for food. This would be a good thing for considerable groups of farmers who have had hard sledding for several years. No one would be hurt very much

if the wheat acreage of the country should be reduced seventy-five per cent this fall and many people now hopelessly burdened with debt would be able to pay their mortgages.

Every Kansas farmer who can live without wheat should make up his mind that he will sow none of that cereal this year. Famine is impossible in America.

Why not have a wheat marketing conference in your own Farmers Union Local? Wheat producers must work out their economic salvation. Why not begin the job with the best agency at hand, the organized farmers of each neighborhood?

If your dues are not paid up your name will be removed from the mailing list of this paper. Can you afford to keep your house without the only Kansas paper that gives you the most important news of your business?

### A PROFITABLE FALL VACATION.

Every Kansas farmer and every farmers wife should have a rest, a vacation, a chance to get over the fatigue of the summers work and to renew vitality and energy for the laborers of the fall and winter. It is possible for great numbers of the members of the Kansas Farmers' Union to take a week off in September. Load the wife and children into a Ford or whatever other sort of benzine buggy is in use and drive to Salina to attend the Farmers' Union Educational Institute.

There will be a program with something to interest as well as instruct every one who attends. The committee in charge will keep in mind that all normal folks enjoy and want three things: They want to be doing something; they want to be learning something; and they want to have some fun. They can get all three at Salina during the big Farmers Union Week in Salina, in September. Begin now to make plans to be there.

### PRES. BARRETT WILL BE IN SALINA.

The National President of the Farmers Union is always willing to help any movement in the interest of the organization. He is enthusiastic over the plans for the Kansas Farmers' Union Educational Institute and will be in Salina to do his part.

### THERE IS A WHEAT EMERGENCY.

The alleged wheat conference recently held in Chicago that was dominated by millers, bakers, grain dealers, bankers, railroad men and representatives of the American Farm Bureau Federation refused to recognize the existence of a crisis in the business of producing wheat. The portly and pompous president of the Federation, Mr. A. E. Bradute of Ohio, who is fully as fat of brains as of body, announced, on taking the platform for his cut and dried speech, that he would discuss the whole matter from three angles—decreased production, increased consumption, and orderly marketing. Later on in the meeting Bradute and other representatives of his organizations opposed any effort to secure better prices through government stabilization and denounced all supporters of such a program as socialists, anarchists and bolsheviks.

Since the conference adjourned even the fat wit in control of the Federation have discovered that there is an emergency. In a telegram recently addressed to the Department of Agriculture the Federation suggests that the wheat growers withhold at least 200,000,000 bushels of their grain from the visible supply by storing it in bonded warehouses. This holding movement, it is recommended, shall be financed by the new government intermediate credit agencies. The grain so withheld is to be marketed through co-operative associations.

All this sounds fine but it should not be overlooked that the American Farm Bureau Federation has done more than all the Boards of Trade, millers, bakers and grain dealers in the country to retard the growth of co-operative wheat marketing. The non-co-operative plan of the United States Grain Growers, the favorite child of the Federation has cost the farmers of this country directly and indirectly uncounted millions of dollars. Its failure to function and its pretense of being a co-operative movement has delayed co-operative organization of wheat growers and has filled the public mind with distrust and suspicion of farmers movements to better themselves.

Since the meeting in Chicago wheat has declined about twelve cents a bushel. The crisis is now so imminent and so threatening that every body realizes that something must be done. Just how 200,000,000 bushels of wheat can be secured for deposit in federal warehouses and in just what way money to finance such a storage movement can be secured except through the credit resources of regularly organized and properly conducted co-operative marketing associations the Federation does not disclose.

### HOW TO HOLD WHEAT.

There is only one way to hold the wheat now being threshed until a better price can be secured. Experience has taught that voluntary holding by growers in their own bins has no effect on the market. Even if the farmers were willing to try such a plan again after their disastrous experience of three years ago they are unable to do so. The wheat growers have exhausted their resources and their personal credit in making the crop for which they are now offered a price equal to only about sixty per cent of the cost of production. The little value that is left in their grain after the recent heavy declines is needed in part or in whole right now for the payment of harvesting and threshing expenses and for the liquidation of notes for which the crop was pledged months ago. Individually a great majority of the farmers are in such a financial jam that they must have all or the greater part of the value of their grain right now.

The banks of the wheat belt have already extended themselves as fully as possible in the interest of the wheat farmers. Loans on grain in the producers bins cannot be had in sufficient volume to save the situation. The only way that it is possible to hold any considerable volume of wheat off the market is through the wheat growers associations. If farmers will sign the co-operative marketing contracts now, not next fall nor next year but right now, they can get an advance of about sixty per cent of the current value of their deliveries and the associations can hold the wheat until the marketing situation improves.

No farmer can afford to sell a single barrel of grain for current prices. Few farmers can hold their grain without assistance. All wheat farmers can enter into contracts with growers co-operative marketing associations that will enable them to get some money on their grain when delivered and retain ownership and interest in it until it is fully sold. If the much advertised American Wheat Council, the American Farm Bureau Federation, and the other more or less unselfish friends of the wheat farmers want to render a real service they should get back of the campaign for increasing the membership and the signing of the co-operative wheat marketing associations that are now organized and functioning in twelve or thirteen states.

The best way to hold wheat, the only way for a great majority of producers, is through membership in some one of the existing wheat marketing co-operative associations. The Kansas Wheat Growers Association and the Farmers Union Wheat Marketing Association are now functioning successfully. Each has financial arrangements for advancing money to members on delivery of grain; each has arrangements for storage and for orderly marketing. Every wheat farmer in Kansas should sign a contract with one or the other of these associations before he sacrifices a bushel of his grain at present prices.

Kansas farmers can hold all their wheat off the markets if all of them will join either one of the two co-operative wheat marketing associations of this state.

### MAKE THE PICNIC A SUCCESS

The community picnic is one of the best things in this world to take a lot of the monotony out of life. Many such gatherings will be held this summer after the spring crops are laid by and the wheat is harvested and threshed. Begin early on the plans and be sure that every thing is done that is necessary to assure success.

Speakers and other attractions should be secured as early as possible. The advertising committee should make sure that every family in the territory of the picnic are notified a good many days in advance. Make it a big thing and so prove to those who are still on the outside that the Union is the biggest thing in the state.

### SIGN WHEAT CONTRACTS AT ONCE

An enormous disaster threatens the wheat farmers of the west. That disaster cannot be averted by reducing acreage. It involves a crop already made and ready for the market. The campaign for greater consumption cannot help very much at this time. The only hope is in reducing deliveries to the market. The only way to do this is through membership in a wheat growers co-operative marketing association. There are two such associations in Kansas.

It is impossible for the solicitors of these co-operative marketing associations to visit and sign up all the wheat growers of Kansas. It is not impossible, it is mighty easy for the wheat growers to send for contracts and sign and return them to the associations. Members of the Farmers Union are again urged to write for contracts. Locals of the Union should hold sign up meetings and put on sign up campaigns for wheat contracts. This can be done without delay and without the expense of sending hundreds of organizers into the field. Write today to the Farmers Union Wheat Marketing Association, 101 New England Building, Kansas City, Mo., for contracts, instructions and further particulars.

There are many thousands of Kansas farmers who are not members of the Union, many other thousands who are not eligible for membership in the Union. All such should contract their wheat with the Kansas Wheat Growers Association. Write to Wichita for contracts and further information.

Sale of wheat at present prices means ruin to many thousands of farmers. The only way to hold for better markets is through membership in a co-operative marketing association. Why not sign a contract right away and join with others in working out the plan that offers the slightest hope of relief?

### SERVICE MEN MUST LOOK OUT.

A lot of scoundrels and thieves are trying to make money out of the bonus that is due the soldiers of the great war. For a reasonable compensation, that is for all that they can get, they are offering to assist the boys in securing what the state and the nation owes them.

The soldiers need no assistance in collecting the bonus from the state or their disability claims from the government. The law provides them with advisers and examiners who are paid by the public. All service men should read the letter from Wylie P. Griffin, Examiner for the Fifth District, which was printed in another column of this paper.

## COMMENT ON WORLD'S NEWS FOR WEEK

### Green A Prominent Lawyer

And politician, several times state senator from the Jackson county district, was shot to death in his own garage in Kansas City, Mo., last Saturday night. At this writing the murderer has not been caught. Was he killed by an enemy, a robber or by some one who was lurking about his place for other purposes? No one knows and if the shooter does not give himself away no one ever will know, since the detection of the criminal depends on the sagacity and ability of the Kansas City police who have everything else but.

The same night there were half a dozen hold ups, a score of arrests for gambling, the usual run of countrymen pulled for disorderly conduct in houses of ill repute that are never molested by the police except when good prospects for heavy fines are known to be out for a night of illegal diversion. It is great to live in a great city but only the strong and the well protected can go very far in that sort of a place without weakening.

### Sidney Anderson

Congressman from Minnesota. Is a sort of permanent or professional chairman called in the interest of agriculture. He was chairman of the Joint Congressional committee on the inquiry into the condition of American agriculture and is responsible for about seventeen thousand pages of testimony and a voluminous four part report by that body. Anderson presided over President Harding's Agricultural Conference held at Washington about a year and a half ago. He was also the chairman at the recent alleged wheat conference in Chicago. He is acting as chairman of the organization directors of the National Wheat Council that grew out of that meeting.

Anderson is a good presiding officer. He knows the rules of parliamentary procedure and can do the work of the unseen forces back of any gathering with an appearance of absolute disinterestedness and impartiality that would drive a canary eating cat to drink or despair. His real grasp of the situation of the farmer and of the wheat industry is evidenced by his recent interview, telegraphed all over the country by the well known Associated Press, that best way to get immediate relief for the farmer is increased home consumption of wheat by staging a big campaign to persuade the people of this country to eat more bread.

Anderson is one of the few men in this country who believes it possible to persuade the consumers that it would be the right thing to eat more bread today in order to have the privilege of paying still higher prices for an increased amount of bread tomorrow.

### Crime In Kansas City

Appears to be on the increase and to have plenty of encouragement from men in high places. Law and order will never have half a chance in any community that is governed by officials who hold themselves personal ly above the laws that must be observed by other folks.

Last Saturday afternoon and night the judge of the South Side Municipal

court of Kansas City, Missouri went out on a "party" with another man and two women. A number of the so-called chicken farms in the south end part of Jackson county were visited. Just what was eaten and what was used to assuage thirst and what other things were done has not yet been fully disclosed. Along about one o'clock Sunday morning the judge drove his car over a stone wall into a ditch about fifteen feet deep and failed to keep it right side up. One member of the party, an unmarried woman nearly fifty years old, was caught under the car and killed. The judge, the other man and the other woman crawled from under the wreck and tried to make a getaway.

The judge declares that no one of the party had been drinking and that all were thoroughly respectable, that the accident was unavoidable, due to skidding on the muddy road and that he very much regrets the whole occurrence. The last part of the statement is certainly true.

### Folly Usually Convicts Those Who are guilty of reprehensible conduct.

Had Judge Fleming called for help, had he and his companion acted like men and done their best to lift the car off the woman underneath there never would have been any suspicion as to the nature of the party. Instead of doing the manly and proper thing the judge removed his license tag from his own car and agreed with the other two survivors of the party that they would deny any connection with the wrecked vehicle. Who finally overhauled and taken in by the police Fleming said that some one had stolen his car and that he was trying to find it. At the time of his arrest and the telling of this silly lie the judge had the license plate of his car in his pocket. If Judge Fleming was not drunk he is an infernal fool. If the party was not out for a high old time with all rules suspended and all the moral laws ignored the survivors have less sense than most geese.

### Wheat Prices For the Crop Now Coming.

To market are the lowest since 1914. Every bushel of wheat made this year will have cost the producer at least \$1.40 cents before it is dumped through the elevator at the local shipping station. The price is not likely to be much if any more than half that much for the farmer. Neither decreased consumption can do anything for the growers in this crisis. Only one thing can have any effect on the price. If the farmers refuse to sell any grain at this time the millers will soon use up their stocks and must bid up the price to get more wheat. The farmers are convinced that the pooling plan is sound and workable. Many of them believe that there is no other way out. Why not get busy and sign up about sixty per cent of the Kansas wheat right now?

Farmers as individuals cannot hold their wheat. The only relief must come through the cooperative marketing associations which can take deliveries from members and advance about sixty per cent of the current prices. Now is the time to sign up about 300,000,000 bushels of wheat. The farmers are convinced that the pooling plan is sound and workable. Many of them believe that there is no other way out. Why not get busy and sign up about sixty per cent of the Kansas wheat right now?

could be cut tremendously if farmers' live stock all went to co-operative commission houses.

On the buying side it is the same. Our country towns are "lousy" with stores, all maintained principally by farmers. Because of the great numbers of stores, margins must be wide. Local patronage of the co-operative stores and other co-operative merchandising institutions would give a volume that would permit margins to be greatly reduced.

If, in addition to patronizing their local co-operative meeting, the institutions mobilize their buying through our state exchange, the bargaining power of the movement would be enormous. The profiteers would shake in their boots more than at the result of a dozen elections.

Farmers are paying a lot of money to old line insurance companies, money that goes to pay high salaries and fat dividends. Why have about half a dozen of them gone to the Wall street and continue to contribute to its insurance magnates? The Farmers' Union Insurance Company furnishes thorough protection on farm property at half the cost of old line insurance.

If every farmer in Nebraska would for six months patronize co-operative enterprises 100 per cent in every line in which they are prepared to save him, we would make more progress in saving money and stopping profiteering than we have made in 30 years of politics.—Nebraska Union affmer.

### FARMERS UNION LAUNCHES EGG AND POULTRY ASSO. CIATION IN FAR WEST

At a meeting recently called by the Farmers' Union for the purpose of adopting a contract for an egg and poultry association a number of producers met at state headquarters of the Farmers' Union and adopted a contract similar to that of the Washington Co-operative Egg and Poultry Association on the coast.

The meeting was very harmonious and all seemed very enthusiastic for an association. The association will be open to all th producers of poultry in the West. It will operate along the same line and in harmony with the association on the coast.

Every poultry producer should become a member. Do not wait for

### Education

Is a Mighty Fine Thing. But it is not all acquired in schools or from books. That is a fact that many school teachers are not able to comprehend. One of the women who addressed the National Educational Association at San Francisco last week used this very strong language about those American citizens who have not yet learned to read and write.

"In the most illiterate sections conditions approach the barbaric. Marriage has no sanctity and commerce is carried on through barter and trade."

Illiteracy is a bad thing of course but it never makes any one big enough a fool to engage in that sort of talk. The real truth is that divorce is almost unknown in those sections of the United States where there is the highest percentage of those who cannot read and write. Violations of the marriage vow are almost unknown and are usually followed by the most summary punishment. The stuff about carrying on trade by barter is also utter nonsense.

If the lady who is so concerned about the morals of the country would devote a little attention to Fifth avenue in the city of New York she would locate the district in which least attention is paid to the Seventh Commandment although it is fairly certain that every one who lives in that famous street can read and write. Education is all right but an educated fool is no better than an ignorant one who cannot write and is likely to be far more dangerous.

### A Surplus Is a Good Thing.

For any business and is especially desirable for the treasury of the United States. Less than a year ago President Harding vetoed the soldier bonus bill because he had been told by the secretary of the treasury that there would be a deficit of about \$500,000,000 at the end of the fiscal year closing on June 30, 1922. The accounts have now been balanced and it turns out that Mr. Harding's forebodings of a huge shortage were not well founded. There was a surplus of income over expenditure of a little more than \$200,000,000.

The folks are mighty glad to learn that the government budget has at last been balanced. They would like it a good deal better however if this surplus had had its origin in economics rather than in increased taxes. There is a favorable balance because the tariff and the excise have both yielded far more than was expected at the beginning of the year. There has been no reduction of expenses.

Tariff on imports amounted to around a half a billion dollars last year. That was a tax that consumers paid. Americans also paid the additional prices that manufacturers behind the tariff walls were able to put on their products. It would be right interesting to know just how much that \$200,000,000 surplus really cost the people of the United States.

Perhaps that is politics but there is neither politics nor pleasure in paying forty dollars for a twenty-five dollar suit of clothes.

some one to come to you to solicit your membership, but write us for a blank contract and go out and get your neighbor to sign.

No argument should be necessary to convince any producer of the necessity of a marketing association to market his eggs and poultry. It is not an experiment, as it has been successfully tried out for a number of years all up and down the Pacific coast. The Washington Co-operative Egg and Poultry Association closed their first contract period December 31, 1922, and the first week under the new contract they handled more eggs than the last week under the old. No stronger endorsement could be had than for old members to sign up in this way.

We are expecting each local union to take care of the organization of the egg and poultry association in their respective communities. There will be no membership fee required other than membership in the Farmers' Union. Each member will be required to take common stock in the association to the amount of two cents per hen with a minimum of \$1.00. A member may join that owns only a dozen hens, but the minimum fee will be \$1.00.

We urge every member to take hold of this and help get it started as soon as possible and with a minimum expense. If you do not have your own perhaps your neighbor will be interested, so take a little time and see him.

Write us for contract and any information that you may desire. Should you desire to arrange a meeting and have some one from headquarters meet with you, write us and we will endeavor to arrange a date for you.

We are expecting, and have the promise of some one from the Washington Co-operative Egg and Poultry Association to assist us in the organization here so that we will have the benefit of their experience.

It will require 50,000 hens to start off the association and contracts will not be valid until the number is signed up, but if all will get busy we should secure that number in a short time.—Pacific Union Farmer.

Every local should be an educational center for co-operation.



## Boys' and Girls' Club News

WAKEFIELD, KANSAS,  
BABY BEEF CLUB.

The Wakefield, Kansas, Boys' Baby Beef Club reports a net profit of \$11.75 a head on Hereford calves which were recently fed and marketed under the direction of Louis Vinke, vocational instructor in the Wakefield Rural High School. The entire 64 head brought \$9.50 a hundred weight at the Kansas City stock yards June 27. The youngsters had made excellent gains on a ration consisting of corn, alfalfa, and a small amount of cottonseed meal.

Fifty head in the lot were purchased in the auction held by the Highland Hereford Breeders' Association of Marfa, Texas, during the American Royal Show at Kansas City last November. The remainder of the lot was bought at the same time on the open market, and the entire bunch shipped to Wakefield. At that time, the Herefords cost \$6.35 a hundredweight.

The unique feature of the experiment was the manner in which it was conducted. It is one of the first known instances of a calf club feeding project wherein the entire lot of calves was kept intact and cooperative feeding done in a commercial manner. Experienced livestock farmers, feeders, and educators viewed the plan rather skeptically but the boys were enthusiastic, and Mr. Vinke confident. They studied diligently, fed, watered and groomed their Herefords regularly and gained invaluable experience. The boys were unfortunate in hitting a weak market for the disposal of their calves, but they nevertheless realized a fair profit for their efforts.

With the marketing of these good "Whitefaces," the third successful calf club project in Clay County, Kansas, is completed under Mr. Vinke's leadership. Another load of high grade Herefords is now being prepared for exhibition and sale at the American Royal Livestock Show this fall.

## GIRLS' WORK IMPROVES COMMUNITIES.

Participation in a number of enterprises for the improvement of their communities was included among the club activities of the 600 negro farm girls of Virginia enrolled in 1922 in the home-makers' clubs organized by agricultural extension workers. In one county, according to reports to the United States Department of Agriculture, they assisted with hot school lunches; in another, they purchased and made curtains for their school; in a third, money was raised to build a sanitary toilet for a school; and in two counties, they raised funds to send delegates to the farmers' conference at Hampton Institute. Home-makers' clubs contributed to a fund for a dental clinic, toward equipping

the domestic science department of a public school, and, in one county, gave entertainments to obtain funds for purchasing club material.

## TENNESSEE CLUB WORK.

Junior dairy club work is growing rapidly in Tennessee. The first boys and girls dairy clubs were organized during 1919; the total members being seventy-five, in 1920 the enrollment increased to 181 and the following year to 258 while there were 360 active members in 1922. During the present year several clubs are being organized in new localities and the older clubs are increasing their membership.

The Tennessee plan is so outlined that the beginner may use an animal in any one of the following cases: (1) a young calf to be raised on milk; (2) a heifer 3 to 12 months old, or (3) a bred heifer or young cow. Young calves are used only by boys and girls whose parents are already in the dairy business. Practically all registered stock are being used and so far Jerseys predominate with Holsteins second.

## MILLIONS PRODUCED BY CLUB MEMBERS.

In 1922 the market value of products produced by club members in the United States was \$7,637,140. The cost of production was \$4,237,341, leaving a net profit of \$3,399,804. Counting in the cost of all leadership involved, there would still be a net profit to the nation of one and one-half million dollars.

## GIRLS CLUB COURSE.

One hundred and seventy-five young ladies, leaders in club work in North Carolina, gathered from 28 counties recently to attend the fourth annual short course for club girls held by the Home Demonstration workers of the Agricultural Extension Service. The short course was held at Peace Institute this year. Fourteen members of the Home Demonstration Division of the State College and State Department of Agriculture under the direction of Miss Maudie E. Wallace, as Dean, instructed the girls in three subjects.

The first was "Clothing," and had to do with a study of textiles and the different clothing materials.

The second was "Canning." The young ladies were required to do actual canning. They were given actual demonstrations by their instructors and in turn gave demonstrations with both fruit and vegetables. The third was "Jelly Making." A number of the young ladies who attended last year's short course won many prizes with their jelly at the various fairs of the state and some sold their jelly at good prices. The record of these former students did much to popularize this phase of the short course.

## Wheat Pool News

Threshing is under way in the southern part of the state and before long, the pooled wheat will be coming in. The pooled elevators to be weighed, tested, a sample taken and the pooler given his weight ticket which is good for the advance at the local bank.

Will Reynolds is the first man to deliver pooled wheat to the local elevator and receive the advance in money on his wheat. The Farmers Union Elevator at Hackney, Cowley County, is the elevator receiving the wheat. Ralph Chapman is the manager and the Progressive State Bank at Winfield pays the advance. Henry Gottlieb has almost a carload delivered to the elevator for the pool and does not expect to take the advance on his wheat. That is the real cooperative spirit that abounds in the territory of Hackney, Cowley County, which is the home of U. S. Alexander and Albert Beach, two members of the board of directors of the Wheat Marketing Association.

Art Glessner, of Rush County, intends to deliver the first carload into the pool by putting in his last year's crop of which he has a car load or more on hand. Art says that he expects the association to use the money that they get from the sale or storage of his wheat and use it to advance to the members that need the money as he does not expect to take the advance on the wheat but will leave the wheat till the end of the year, thereby helping to finance the association to the extent of a carload of wheat.

Two years ago Art was against the pool but has studied the plan thoroughly and now is as strong as a horse for the pool and is willing to trust all the wheat he has in the hands of the association without drawing on it and show the same spirit of co-operation as the two brothers from Rush and Cowley Counties have shown, thereby helping to finance the association and at the same time, by their example, lead the courage to the men who have the courage to walk up and sign their name to the same kind of paper that Gottlieb and Glessner and others have signed.

Boys, this old Farmers Union of ours is just chuck full of patriots who deserve just as much credit for their actions in proportion as did our patriot forefathers who years ago, when the country was in trouble, dropped their plow handles and with a determination desire for freedom, bared their breasts to the cannon's snarling shot and

BUSINESS MEN MUST  
HELP AGRICULTURE

(Continued from page 1)  
producing an average yield of 18.3 bushels to the acre. In 1921 there were nearly 23 million acres of corn which produced an average yield of 21.4 bushels to the acre; in 1921 there were 20 million acres of corn producing an average of 24.3 bushels to the acre.

When we consider the increased taxes must be paid, our depleted capital in the form of livestock, and our gradually diminishing yields of crops to the acre, we come to some conception of the reason why farming is now a losing proposition.

What can be done? First, business men can aid the farmer; second the farmer can help himself; third, careful, conscientious legislation will help. All three must go together.

We need a new agriculture. Business men can help build this new agriculture. In the first place, they can help standardize production in the community or trade territory so that one kind of wheat, one breed of beef cattle, one breed of dairy cows, one breed of poultry, may become known as standard there. Thus they can be marketed in quantity lots. California poultry raisers are doing this. They have a thorough organization and standardization, to produce and ship their products to New York at greater profit than can this territory, which is two thousand miles closer.

If products are standardized annual production can be increased. For instance, the average annual egg production per Kansas hen is sixty-five eggs. If the hen is raised to at least one hundred, and more, her egg production is to be profitable.

Advertising of the products and advertising campaigns to increase public consumption of the products should be carried on. For instance, in the larger towns and cities of Kansas the dairy milk consumption is 451 pints per day. In Wisconsin the consumption is 667 pints per day. If the consumption of milk in Kansas cities and towns could be raised to that in Wisconsin, the annual increase in consumption would be nearly 5 million gallons. There is a big opportunity to enlarge the market for all kinds of dairy and poultry products and for the various kinds of meat.

The banker and the business man can aid by studying agriculture, by giving proper advice to farmers when they ask it, and by co-operating in connection with the farmers' organizations in the direction of more profitable production.

So far as the farmer himself is concerned, he has too many of his eggs in one basket. Too many farmers are carrying on one or two enterprises, and that is the way. The way to eliminate risks is to carry on several enterprises.

Moreover, whenever we decrease our livestock population we decrease by that much our working capital. There is no reason in the world why beef and dairy cattle should not be raised more and more extensively in this great region. We have splendid feed crops and splendid pastures. Instead of attempting to compete on high-priced land with Australian and Argentinean farmers who use low-priced land, let us turn our attention to a program of livestock and diversified cropping.

Diversified farming will produce a constant revenue. It will furnish steady employment at good wages for the entire farm family. It will keep down the overhead. It will put to work on most of the days of the year the horses, the equipment, the machinery, whereas with just wheat farming they would be used only three or four months of the year.

Some relief can and should be brought about through carefully considered national and state legislation. Some good laws were recently passed on our own federal statute books, particularly laws for intermediate credit for farmers. In my judgment however, not more than 10 per cent of the ills of agriculture may be cured by legislation. The remaining 90 per cent is up to the farmer to cure.

Wheat is poor near Madison in Greenwood County, as Brother Weaver tells me that some of his wheat that he bound will not make more than two bushels per acre. A little dull along the firing line this week. Too many of the boys are busy in the harvest fields to talk pool.

Who has a carload of wheat that the pool can use? We could finance the moving of our own wheat if enough of the poolers that don't need the money would advance the wheat, but that is up to you. We can get the money other places if necessary, but we will have to pay interest on it.

Don't worry about anything except getting more money on the pool contract, that is our salvation, and in the end means that we will command respect and not sympathy from the general public.

M. O. GLESSNER.

The number of farmers selecting their seed corn in the fall of 1922, according to reports to the United States Department of Agriculture, was increased by over 108,000 through the demonstration work of county agricultural extension agents.

Farmers in some 1,200 counties kept accounts of the expense, labor, and profit connected with their farming enterprises for 1922, according to reports to the United States Department of Agriculture, and by means of these accounts made analysis of their business, with the assistance of their county agricultural extension agents, to determine how to increase their net incomes over a period of years.

## KANSAS UNION FARMER WEEKLY EXCHANGE

of members of the Union have anything to sell or exchange, they should advertise it in this department. Rate: 5 cents a word per line in head-line; four or more insertions 4 cents a word. Count words in headline, and "For Sale" or "Wanted to Buy", and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

## FARM FOR SALE

FOR SALE—A CHOICE SUBURBAN HOME of forty acres, well improved. References: Charles Simpson and John Tremble, both of Salina, H. D. Collins, Erie, Kansas, Neosho County.

## MACHINERY

FOR SALE—ONE COMPLETE REEVES threshing machine, 20 H. P. engine, 30x50 separator with Garden City feeder. Tank mounted, cool shade mounted. Priced to sell. A. I. McPhail, Colby, Kansas.

WANTED—Good second hand wind stacker or for 32-54 Case steel separator. Har- old Biggs, Healy, Kansas.

FOR SALE—Case threshing machine and tractor, good shape. John Wascher, Olive, Kan.

## SEEDS

ALFALFA, \$7.00 BUSHEL; SWEET Vetch, \$10.00. Write enclosing stamp for seed shipped from eastern Kansas. Satisfaction or money back. M. C. Meyer, Salina, Kansas.

## STOCK

IF YOU WANT HOLSTEIN OR GUERNSEY calves, either sex, practically pure bred, write Edgewood Farms, Whitewater, Wis.

FINE COLLIE AND SHEPHERD PUPPIES. E. A. Ricketts, Kincaid, Kan., 40.

REGISTERED DUREC JERSEYS Immured, breds and bred sows. Write time VALLEY SPRING STOCK FARM, Bloomington, Kansas.

## FINANCIAL

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

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## POULTRY

CHOICE SILVER LACED WYANDOTTES cockerels, early hatch, prize winners. \$2.50. D. Norton, Herkington, Kansas. 22-1

## PERSONAL

Handsome lady of means; would marry if suited. Violet—Box 787, Denison, Ohio.

WEALTHY, PRETTY, AFFECTIONATE girl, would marry. Write enclosing stamp. Doris Davis, South Oledo, Ohio.

## HELP WANTED

WANTED—WOMEN-GIRLS. LEARN gown making at home. \$35.00 week. Many openings. Learn while earning. Sample lessons free. Write immediately. Franklin Institute, Dept. A-362, Rochester, N. Y.

VACANCIES CONSTANTLY—U. S. GOVERNMENT positions. \$95-\$250 month. Men-women 18 up. Steady. Vacations. List positions free. Write today sure. Franklin Institute, Dept. A-362, Rochester, N. Y.

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BABY CHICK BUSINESS AMOUNT-  
ED TO \$12,000

Service to its members is a weighty consideration with the Tulsa Co-operative Poultry Association, Tulsa, Okla. That it was able to hold its own during the financial disturbances and reduced prices of the last two years while aiding its members in their buying and selling, is considered by the management as an excellent showing. Receipts from sales of eggs in 1920 amounted to \$131,421. In 1921 receipts from 302,414 dozen eggs amounted to \$98,289, an average of 32 1-2 cents per dozen, or one third less than the average 1920 price. While nearly as many eggs were marketed in 1922, the receipts from this source were \$16,000 less than in the previous year. The baby chick business brought in \$12,048 in 1920, \$9,565 in 1921, and nearly \$12,000 in 1922.

Large quantities of feed, supplies and poultry are handled and overhead expenses are kept as a minimum. The total business conducted in 1920 was \$303,084; in 1921, \$236,761; and in 1922 \$234,000. The overhead expense in 1921 was 5 1/2 per cent and in 1922, 3.4 per cent.

During the month of December, 1922, the association shipped \$8,000 worth of poultry, and marked \$5,000 worth of eggs, and marketed \$6,000.

Stint in the feed bucket this time of year means stunted in the egg basket or milk bucket. Grass won't do everything.

A diet which includes milk, eggs, peas, beans, fresh vegetables, red meats and fruit will prevent pellagra.

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DIRECTORY

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Farmers' Union Jobbing Association, 108 New England Bldg. W. C. Mo.

Farmers' Union Live Stock Commission 20-8-10 Live Stock Exch. Bldg. K. C. Mo.

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Farmers' Union Wheat Marketing Association. Kansas City, Mo.

Kansas Union Farmer, Salina, Kansas

## FOR SALE AT A BARGAIN

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

WANTED  
ELEVATOR MANAGER  
Employment Department  
Farmers Union Jobbing Ass'n.  
106 New England Bldg.  
Kansas City, Mo.

The Farmers  
National Bank  
SALINA, KANSAS

Solicits Your Business  
Oldest Bank in Saline County

## Rheumatism

A Remarkable Home Treatment  
Given by One Who Had It

In the year 1898 I was attacked by muscular and sub-acute rheumatism, suffered as only those who are thus afflicted know for over three years. I tried nearly all of my improved "Home Treatment" for its remarkable healing power. Don't send a cent; simply mail your name and address, and I will send it free to try. After you have used it, and it has proven itself to be that long-looked-for means of getting rid of such forms of rheumatism, you may send the price of it. One Dollar, but understand I do not want your money unless you are perfectly satisfied to send it. Isn't that fair? Why suffer any longer, when relief is thus offered you free? Don't delay. Write today. Mark H. Jackson, 100-J. Durston Bldg., Syracuse, N. Y.

Mr. Jackson is responsible; above statement true.

A new idea in club insignia has been developed by girls in Brown County, Texas, to enable other club members, their friends, and neighbors to identify them with H clubs. As they have chosen canna for their club flower, each girl was given one to plant at the right-hand side of her front door. If a girl had more than one canna, they were planted on each side of the door. Club girls all over the county can locate each other easily by the canna, and an indirect benefit of this simple but distinctive mark has been that all the girls take a great deal more pride in their homes and yards.

## KANSAS CITY HAY MARKET

There was a general decline in all hay quotations again this week. Prairie is \$2.50 to \$3.50 lower on all grades except packing. The prairie market has been easy to slow this week. The alfalfa market has been steady with quotations \$1 to \$2.50 lower on upper grades. Timothy is 50 cents to \$2 lower with the market steady to strong on upper grades. Clover mixed is 50 cents to \$2 lower and clover \$2 lower.

Receipts of hay this week were 192 cars of prairie, 76 alfalfa, 40 timothy, 10 clover mixed, a total of 288 cars as compared with 187 last week and 147 a year ago.

Nominal Quotations, June 6, 1923.

PRAIRIE—  
No. 1 ..... \$12.00@13.50  
No. 2 ..... \$10.50@11.50  
No. 3 ..... \$ 8.50@10.00  
Packing ..... \$ 6.00@ 8.00

ALFALFA—  
S. Dairy ..... \$21.50@22.50  
Choice ..... \$19.50@21.00  
No. 1 ..... \$18.00@19.00  
Standard ..... \$15.50@17.00  
No. 2 ..... \$11.50@15.00  
No. 3 ..... \$ 9.00@11.00

TIMOTHY—  
No. 1 ..... \$19.50  
Standard ..... \$18.50@19.00  
No. 2 ..... \$17.00@18.00  
No. 3 ..... \$14.50@16.50

CLOVER, MIXED—  
Light ..... \$19.50  
No. 1 ..... \$18.00@19.00  
No. 2 ..... \$14.00@17.50

CLOVER—  
No. 1 ..... \$15.50@18.00  
No. 2 ..... \$12.00@15.00  
Farmers' Union Jobbing Association.

THE MELON PATCH.  
I learned a useful lesson in  
A melon patch when I was five;  
And often since I've had to grin  
To think how we at farming strive.

To tell a boyhood story quick  
Father had sent a brother and I  
To the melon patch with sharpened sticks  
To bring a nice large one or try.

A ripe one found the stick stuck  
thru  
One end left short, the other long;  
I grabbed the short end as a boy would do,  
Brother argued, "You'll find you're  
wrong."

My young mind ran about this way,  
"The little boy needs the little end,"  
But it soon changed on that journey  
When knees and back began to bend.

The shifting profit melon's weight,  
Is getting near the farmer's hand;  
And many are wondering of late  
What change will come when he  
he can't stand.

F. H. SHULER,  
Route 3, Lawrence, Kan.

Nearly all disorders or diseases of calves, says the United States Department of Agriculture, are caused either directly or indirectly by lack of cleanliness. Filth, whether it is in feed, pens, bedding, or walls and utensils, is dangerous to the health of the calf. To be on the safe side use nothing but clean milk (sweet or sour), scald the pails or sterilize them with steam, remove old feed from the boxes and clean them daily. Filth and dirt are the natural breeding places of many bacteria that will cause disturbances in the young animal's stomach. Freedom from filth usually means freedom from disease.

Scrub farming methods like scrub animals should be eliminated from every farm. Both are a detriment to income and keep one from realizing the full benefits of his possibilities.

The labor folk are rather "beating the farmers to it" on the matter of cooperative banking. Nothing more solidly bolsters up the cooperative movement than cooperative banks.

Some feature of entertainment at least one a month should be part of the work of the local. It will add interest and will be the means of gaining new members.

Thin lands and low yields are driving many farmers to the wall. In many sections, livestock, lime and legumes will go a long way in facing them about.

Your college course was miseducation, but, in that, you are no more unfortunate than many other thousands of our youth. It is a great art.

Spread the gospel of organization and cooperation by getting your neighbor into the Farmers Union.

## FARMERS CLASSIFIED AD Use This Form — It Saves Delay

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

Rate: 5 cents a word on single insertion; 3 cents 5 word each week if ordered 4 or more consecutive weeks  
Minimum charge is 50c

Count Initials or abbreviations as words

Fill This Please!

Your Count of ad..... Words

No. times to run.....

Amount enclosed \$.....

Place under heading of.....

(Your Name).....

(Town).....

(Route).....

(State).....

NOTE: Count your name and address as part of advertisement



# Department of Practical Co-Operation

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

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

**To Local Secretaries And The Membership in General**  
We have the State Constitution for 1923, "containing the Amendments as adopted," ready for distribution at 50 per copy.  
C. E. Brasted, Secretary.

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

A. C. BROWN, Co. Pres.

**CRAWFORD COUNTY MEETINGS AT GIRARD KANSAS**  
Girard Local No. 494 of the Farmers Union meets in Union Hall the second and fourth Tuesdays of each month at 7:30 p. m.

L. E. Roof, Pres.  
Roy W. Holland, Sec.

**UNION LOCAL NO. 1019**

Blaine O'Connor, Sec.  
Regular meetings on the first and third Thursdays of each month, at 7:30 p. m.

J. R. Horton, Pres.

**ORDER PRESIDENT BARRETT'S BOOK**

We now have a supply of the book "Uncle Reuben's Activities in Washington," on hand and can fill orders direct from this office.  
"Make remittance of \$2.00 to C. E. Brasted, Salina.

C. E. Brasted, Secretary.

**LINN COUNTY MEETING.**

The third county meeting of the Linn county Farmers Union will be held at LaCygne on Saturday, July 28.

Business meeting in the forenoon and open meeting and program in the afternoon. Basket dinner. Come out and enjoy yourselves with us.

L. H. Fish,  
County Secretary.

**BUSINESS OR AN EXISTENCE?**

What is farming? Is it a business carried on for gain, or is it a mere means of living? A point has been reached where a clear, definite answer is that farming is a means of living. Farming must either be a business or a mere existence, says the Farm, Stock and Home.

Unfortunately, the preponderance of opinion seems to be the proper answer is that farming is a means of obtaining a living of a sort and nothing else, that if a farmer can keep a roof over his head, obtain just enough of plain food and cheap clothes to meet his family's actual needs, he should be satisfied.

Expression of this view is contained in the phrase that farmers must produce, irrespective of whether they make money or not. We believe this answer is absolutely wrong. If the farmers are reduced to the level of mere simple existence, in other words, become like the peasant of Europe, then the standard of living for the mechanic, clerk, lawyer, doctor and everybody must be lowered. A peasantry on the land and dollar an hour wages in the city cannot exist in the same country, for rural population living on the simplest possible basis gives but little market for goods. The fact is so obvious that it seems that almost a waste of space to say it, but plain as it is comparatively few city dwellers accept its truth in a practical way.

Notice how they abused the "profiteering farmers" and resented purchases of automobiles and home conveniences by them during the boom years of the war. These same people fight and ridicule all suggestions of controlled agricultural production to the end that farmers may make profits. They resent any co-operative efforts to raise prices or to reduce marketing costs if doing so interferes with the established way of doing it. Short-sighted? Certainly, but it is shortsightedness that has always stood in the way of changes that eventually prevailed and made a better world.—Mille Lacs Times.

**CO-OPERATIVE RESTAURANTS LAUNCHED IN MINNEAPOLIS**

Minneapolis which now boasts of the second largest co-operative dairy in the world, is soon to have a chain of co-operative bakeries and restaurants. Edward Solem and others who have been identified with the success of the Franklin Co-Operative Creamery Association, have incorporated the Franklin System Co-operative to conduct a chain of restaurants. On June 1st, the first co-operative restaurants opened its doors for business. Others will shortly follow and it is planned to start bakeries.

The co-operative restaurants and bakeries are to be owned and controlled by the public. Stock is being sold to organized labor and consumers at \$10 a share. No member of the corporation is to have more than one vote. Earnings are to be divided among the customers according to their patronage. The aim of the new enterprise is to provide food without a profit.

The launching of this chain of restaurants and bakeries adds another enterprise to the city of large and successful co-operatives. During the past two years have been running their own \$1,000,000 dairy concern. During the first five months of this

year they have supplied themselves and their friends with \$1,184,281 worth of dairy products at a cheaper cost, and of a far more wholesome quality than ever before in the history of Minneapolis. The co-operative has 6,100 members and supplies 35,000 families. At the same time, the farmers received a higher price for their milk in May, 1923, \$2.70 per cow, whereas in May, 1922, they got only \$2.20. Co-operative milk distribution has been proven a success.

With the backing of the board of the co-operative creamery, it is expected that the Franklin System Co-operative will be just as successful in serving the public as the Franklin creamery.

**MORE COMMODITY MARKETING.**

Farmers in California sell 280 million dollars' worth of farm products a year thru co-operative commodity marketing associations. The tobacco growers market 55 million dollars' worth of their product in this way. But Kansas stays far in the rear in cooperative effort on a big scale although it is true that we have been fairly efficient in co-operation on a local basis. It is interesting in this connection to recall that we have been co-operating in Kansas for 60 years, while the movement didn't start in California until 1885.

In Kansas we sell 60 per cent of the wheat, for example, in the first 70 days after harvest. That is not salesmanship; that is dumping, in which one farmer "co-operates" to help break the price for the other man, and for himself. It is not a system that builds the most substantial and profitable type of rural life. Some day we are going to get away from this old-fashioned system, and organize on a basis of real commodity marketing associations.—Kansas Farmer.

**A COMMUNICATION**

To Kansas Union Farmer:  
Kindly allow me space to differ with statements upon your editorial page and will cite source of the information. The myths, the \$30 per day plaster and \$25 per day brick layer die hard, but was greatly surprised to find the plasterer still alive in a Kansas Union paper. Would it not be a good idea to write the secretary of the various affiliated labor unions and get first hand information, wage scale, working conditions mentioned in contracts the unions sign with employers associations. Kindly remember this is a sales contract and the price, what is sold, both quantity and quality has to be definitely stated for legal reasons. The highest rate, \$1.50 per hour for brick layers (facing for blast and other chemical furnaces using a silicate for mortar that has to be fused with with a portable torch, a hot difficult and short job) the next highest \$1.25 (high rent district) \$1.12 1/2 (in others), for brick layers, plasterers, etc. For brick layers this figures \$10 per day or \$5.00 per 1,000 for fancy facing, and \$4 per 1,000 for plain work.

Referring to the provincialism, etc., of the inhabitants of New York; I admire your nerve but I doubt a person forgetting his old home, the place of birth and childhood days. Remember the late census states over 80 per cent of the present English speaking inhabitants were born and reared in the rural middle west and far west districts. Perhaps the late far west districts. Before your time with nineties were before your time with nineties western invasion of New York, the Christian Endeavor and Dewey conventions, and the Dewey parade, with very low railroad fares to New York City.

Chas. S. Hulbert,  
Local 732, Natoma, Kan.  
111 S. Wood Street, Chicago, Ill.

**LAND IS "SICK" OF WHEAT**

Manhattan, Kan.—Land in Central and Eastern Kansas is sick of wheat. That is why the prospective yield for this season is below 100 million bushels for the first time in five years, according to L. E. Call, head of the agronomy department of the agricultural college.

"The wheat in eastern and central Kansas has not come out with the spring rains as was expected," Professor Call said in commenting upon the reasons for the low prospective yield. "The freezes in March and May, the dry winter, the Hessian fly, and the chinch bug have been blamed, and they deserve it."

"But the principal trouble is that the land is sick of wheat," he continued.

Started in War Period.  
"Starting with the war period an increased acreage of wheat was called for by the government and Kansas farmers patriotically responded. It resulted, however, in less attention being paid to crop rotation. Year after year wheat has been grown on the same ground. Under such conditions the wheat doesn't have enough vigor

to resist adverse weather conditions.

Strange as it may seem, chinch bugs are damaging wheat because it is poor. Conditions are favorable for them. The wheat is not poor because the chinch bugs are there. They are not bothering wheat that has made rank vigorous growth, wheat in fields that have been manured and where alfalfa has been grown.

**Sick Land Needs Change.**

"Sick land needs a change. Growing of more feed crops on it is advocated. Sweet clover is fine for pasture and soil improvement and it can be grown on most soils in central or eastern Kansas. Alfalfa is an ideal crop for sick wheat land. These crops supply nitrogen. That's what the sick land needs mostly."

In the past Kansas farmers have rotated wheat with corn and oats, but this rotation will not help much in improving the condition of the land, according to Professor Call. Legumes are needed. He emphasized the seriousness of the situation in Kansas by recalling the recent estimate of the probable annual wheat crop for 1923, which is 25 million bushels less than that of the 1922 season.

**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 jeweler's association has to say.

There are the national organization of laundries, bakers, 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 trade" has failed.

In the face of this it is any wonder that the agricultural producers also find need for united action? It is a prophecy of better days on the farm of the future that you read, side by side with the advertising of the national jeweler's Post, the publicity of the citrus fruit growers of California and the apple growers of Washington.—The Producer.

**DO YOUR CANNING TOGETHER**

Here is an idea based on the experience of a West New York co-operative society that we might imitate with profit.

Practically every housewife puts up vegetables or fruit for the winter. More would do it if it wasn't such hard, hot work. All should do it, because canned goods are not only dear, but you run a chance of ruining your stomach or poisoning yourself by eating them.

The women members of this particular co-operative society decided they would do their preserving on a cooperative basis. They began with tomatoes. There were several dozen of them, so they wanted quite a number of tomatoes. Tomatoes are perishable goods, so the retailers put quite a broad margin of profit on them. So do the wholesalers. The women went beyond the wholesaler and made a contract with a farmer out in the suburbs, who sold them a wagonload of tomatoes, fresher than could be bought on the market, and at less than half price.

There was gain number one. Then they bought glass jars by the gross, and so got them at less than five cents a piece, when they were retailing at a dollar a dozen.

Gain number two. They borrowed a stove and put it up behind the store premises, and set to work in relays, blanching, peeling and putting the tomatoes in the jars, then cooking them. Each woman put in less than half the labor she would have had to put into the job had she done it at home. That was a gain especially appreciated. As a matter of fact, they made a picnic of it, and had as much fun as an old fashioned husking bee. The enterprise was such a success that they bought other vegetables and more tomatoes and had a big surplus for the store. The store sold all the surplus glass jars of preserved vegetables at a very low price and cleared such a margin that it was able to issue a substantial purchasing rebate at the end of the quarter.

Why can't our women try this out?

**WHEAT**

Market is below cost of production. Holding of wheat should pay storage cost and reasonable profit. Farmers' Union has arranged for a seventy-five per cent advance on market value of all wheat placed in terminal storage through its agencies. Ask your local elevator manager or write Farmers Union Jobbing Association, Kansas City, Mo., for information.

## CO-OPERATIVE BUSINESS ACTIVITIES

The wonderful story of co-operation cannot be told too often. In the United States every move that has been for the betterment of farmers has been a co-operative move. Any help that the grain producers of the country have ever received has been through co-operation, and we have today in the United States thousands of farmers' co-operative elevators, helping to make the local market better, besides several associations of wheat growers, that are pioneering in a movement that worked to its final conclusion ought to mean that the producers of wheat would have something to say about the price.

The Farmers' Union in the various states have established co-operative live stock commission firms, that are handling millions of dollars of livestock very month for farmers co-operative associations and saving on an average of half of the commissions that heretofore went to the other fellow. The farmers in practically every cotton state now have their own commodity organizations and are marketing thousands of bales of cotton every day and getting for the producer every penny that the spinner pays for that cotton less the actual expense of handling. The tobacco growers of the country have organized so thoroughly that this year they have been able to say to the big tobacco companies what the price of their product shall be. Thousands of co-operative produce institutions are operating throughout the United States, handling the farmers cream, poultry and eggs, in many instances clear to the consumer. Thousands of farmers' co-operative stores have been organized and purchasing agencies, through which farmers receive their supplies at actual cost plus handling charges.

Three-fourths of the farm insurance in the United States is handled through co-operative insurance companies, that the farmers have organized themselves, and at an average of about one-third the cost of old line insurance, thus saving millions of dollars to farmers in what they have to pay for fire, lightning and tonado insurance on their property. Thousands of farmers co-operative telephone companies are in operation in the United States on a basis of actual expense.

It is a long story and a good story, and one that should give heart to all farmers.—Oklahoma Union Farmer.

**OKLAHOMA WHEAT MARKETING CO-OPERATIVELY**

Seven thousand, five hundred Oklahoma wheat growers, producing about ten million bushels of wheat, annually, are associated in the Oklahoma Wheat Growers' association. They are going to market their 1923 crop co-operatively, and they are not going to be disappointed if they do not get a price considerably above the market price. The proposition of co-operation has been sold to Oklahoma farmers without any misrepresentation, and therefore the Oklahoma producers of wheat are willing to work on a far-sighted program of co-operation. Though they may get for their 1923 crop only as much as the country elevator would be willing to pay them, they know that they are working toward a scheme of co-operation which eventually will place the producer of wheat on a more independent footing than he has been heretofore.

When the Oklahoma Wheat Growers' association is able to market twenty or thirty million bushels, instead of ten million bushels, it will be a large factor in the national wheat market, and can act more effectively for the farmer. When the farmers of the twelve big wheat-producing states are associated in the movement for co-operative wheat marketing, they will wield a combined power that will be looked upon as a big factor in the world market.

Farmers of the wheat belt are just learning co-operation, and co-operation in such an industry as wheat growing is a big subject. If the wheat growers of America, by united action, are able to obtain cost of production, plus a reasonable profit, year after year, beginning a decade hence, that is a goal worth working toward.—The Wichita Eagle.

If a stitch in time saves nine, a weed pulled in time may save ninety-nine.

**FARMERS MUST HELP SHAPE AMERICA'S FOREIGN POLICIES**

(Continued from page 1.)

Please Answer Mr. Secretary of Agriculture.

Some weeks ago, we wrote the Secretary of Agriculture asking if he would be good enough to inform us what the Federal Department of Agriculture was doing for farmers which it could not do just as well without the American Farm Bureau Federation. We have not yet had a reply.

At the request of the Farmers' National Council, Secretary of Agriculture Wallace last winter made an investigation of the number of farmers who lost their farms in 1922 and the number that would probably lose them during the current year unless farm prices were improved, or unless the bankers gave unusual credit to farmers. We were repeatedly asked the Secretary of Agriculture who has completed an investigation, and who has known the facts for weeks, even before Congress adjourned, to make them public. The secretary curtly refused to make these facts public in any way. That means too late.

Now the secretary of agriculture asks to make these facts public? If Secretary Wallace proposes to conceal the facts which he gets regarding farmers' conditions, why does he waste the tax payers' money in collecting these facts?

Why doesn't the Secretary of Agriculture back measures to stabilize prices of farm products, instead of spending so much of his official time bailing labor?

**The Conference on Valuation of Railroads.**

The Conference on Valuation of Railroads held recently in Chicago, brought out many interesting facts, the most important of which was that the Interstate Commerce Commission through its Bureau of Valuation, charged with ascertaining so far as possible the original cost of railroads to date, that is the reasonable investment upon which they are entitled to earn a fair return, has failed to comply with this first provision of the Valuation Act. The Conference was made a permanent organization with Senator La Follette of Wisconsin as Chairman and representative Logan of So. Carolina as secretary. It was decided to ask the Interstate Commerce Commission not to issue any more valuations for the roads until it has ascertained this original cost, and the Commission declined to comply with this request, to institute legal action to compel it to find out this cost.

Because of the campaign of misrepresentation carried on by the Metropolitan Press regarding this valuation conference, it should be emphasized that there is no intention of confiscating any money honestly invested by innocent investors in railroad stocks and bonds. Nothing is further from the thought of those who are urging the valuation of the railroads, but it is their intention to find out what the actual investment of the railroad is, for railroad purposes, upon which they are entitled to earn dividends and to hold them to this figure.

**Sapiro Gives Away Case On Commodity Marketing.**

In Farm and Fireside, Aaron Sapiro answers eight questions regarding commodity marketing and co-operation. In answer to one question Mr. Sapiro says:

"I do not believe that farmers should go further into the business of marketing their products. They should avoid the speculative channels of trade, and market through the distributive middleman. I do not believe they should attempt to wholesale or retail farm products, at least under the development I have seen in this country. It is an enormous job to market a crop intelligently to the trade, and I believe this should be completed by the farmers before they attempt the more difficult steps of limit distribution."

It is quite clear that Mr. Sapiro does not understand or ignores the fact that cooperative marketing in order to be permanently successful must include some consideration for the consumers, and we have also been told that one purpose of cooperative marketing was to eliminate speculative distributive middlemen. However Mr. Sapiro adds:

"They must stick to the unit corresponding to carload lots—and leave to the other legitimate factors of trade the process of stepping down the quantities to meet retail demand."

The speculative factors in trade, who now control the marketing of farm products, are not legitimate. Sapiro Urges Keeping Out Of Buying.

Mr. Sapiro in answer to a question as to whether he believes it is a sound policy for cooperative selling organization to attempt quantity buying for their members says:

"I do not believe, as a general rule, that it is wise for cooperative marketing associations to attempt to do quantity buying. These are totally separate problems. The buying matter affects the farmer as a consumer, and is a separate type of transaction. I believe that frequently farmers should do quantity buying, but it should not be done through their co-operative marketing groups."

Mr. Sapiro is carefully guarding his guidance of commodity marketing and cooperative marketing. Farmers get fleeced just as badly in buying as they do in selling, sometimes even more so. Farmers will remember that several state granges and state farmers unions have most successfully bought large quantities of their supplies cooperatively, and sold their products cooperatively also. Why should farmers be fleeced in buying any more than in selling?

The Chicago Board of Trade's Bluff Called.

Some weeks ago, the Chicago Board of Trade sent the Managing Director of the Farmers' National Council an annual ticket to the Chicago Board of Trade, in order that he might be initiated into the mysteries of this organization and have it explained to him how it helps the farmers. The Director of the Council stated that he would be glad to meet with the Executive Board of the Chicago Board of Trade in the presence of representatives of the farm press and newspapers of Chicago to ask them a series of questions as to how the Chicago Board of Trade helps farming in response to this, the Vice President of the Chicago Board of Trade wrote back:

"In regard to a conference with representatives of the press and farm papers, etc., I would hardly think that necessary between those who have the same ultimate end in view in discussing this matter and there will be plenty for the representatives of the press and the farm papers to write up in connection with the wheat conference."

To which the Director of the Farmers' National Council replied:

"I do not know what justification you have for saying that the Chicago Board of Trade and the Farmers' National Council have the same ultimate end in view in discussing this matter. I should say our position is just opposite, as we want the farmers to get a good price for their wheat and cut out speculation in wheat."

## Individual Identity

Wheat — Grain

Reasonable Advance

Se your local elevator manager, or if you have no Co-operative Elevator at your station, write the

**FARMERS UNION JOBBING ASS'N.**

106 New England Bldg. Kansas City, Mo.

PRICE LIST OF LOCAL SUPPLIES

Application cards.....20 for 5c  
Credit blank.....10 for 5c  
Dimit blank.....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 Stamp Leaflets, per dozen.....10c  
Business Manuals, now used instead of F.U.I., each.....5c

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