



THE KANSAS UNION FARMER



Organization

Education

Co-operation

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Some Modern European History

The Substance of the Treaty of Peace Between Germany and France that Ended the Franco-Prussian War of 1870.

(By W. C. Lansdon)

A few weeks ago I wrote and printed among other comments on the news of the world the following short article in which I tried to show that no matter how much we may condemn France for her present day policies concerning German reparations and the invasion of the Ruhr there is a good deal to be said in her defense. I wrote from memory without consulting authorities and said:

France Has Been Harshly Criticized.

"For invading Germany and insisting that the war reparations must be paid before her armies are withdrawn. There have been a number of French acts that have disturbed those who dread and fear militarism. Men around sixty years of age or older, however, are not much inclined to condemn the French government."

"Victorious German armies entered Paris in 1871 and the treaty that ended the Franco-Prussian war was signed at Versailles. Bismarck dictated the terms. The French people were required to pay a huge war indemnity, something like a billion dollars, and one of the terms of the treaty was that the German army of occupation would remain in Paris until the last penny of that obligation had been discharged."

"The French people had suffered heavily during the war. The capital and other great cities were filled with the Imperial German armies. No one believed that the indemnity could be paid within twenty years. That was what the Germans thought. Bismarck believed that he had imposed terms that would virtually convert France into a province of the new military empire that he set up during the winter of 1870."

"The French people made no effort to evade their obligations. Their one passion and purpose was to free their country of the German armies at the earliest possible date. Within a year France had paid every dollar of the indemnity exacted by the Germans and Bismarck and his armies recrossed the Rhine and stayed there until 1914."

"Foch and many other of the great leaders of the last war fought the German invasion in 1914. There are millions of Frenchmen yet living who helped pay that indemnity. After all it is not very strange that the French insist on the Germans taking some of their own medicine."

Brother B. F. Abmeyer of Grantville, Kansas read that comment and was not pleased with it. He expressed his displeasure with the article and his opinion of myself as the writer in the following rather warm letter:

"Editor Kansas Union Farmer: As a reader and member of the Union permit me to comment somewhat on your comments on the World's News."

"Absolute ignorance of European history is one of the achievements of which the American newspaperman is rather proud. As a consequence we read some tales of things that are supposed to have happened in Europe. For deliberately falsifying history I believe that the article headed 'France has been harshly criticized' beats anything yet offered to the American reader or predicated I presume on the idea that the aforesaid A. R. does not know any better any way."

"In the case in question the writer has not taken the trouble to inform himself as to the correctness of any of the statements made. The Preliminary Peace Treaty of 1871 is a historical document the exact terms of which can be obtained very easily. The failure of the writer to inform himself properly leaves him open to the suspicion that he intentionally mis-stated the facts. As members of this Union should we draw conclusions therefrom as to the veracity of other statements made in the Union paper. B. F. Abmeyer."

This is a very harsh criticism and it is justified by the facts would indicate that I am unworthy as well as untrustworthy. The charges made are based on the assumption that I deliberately falsified history or that I am wholly ignorant along with American newspaper men in general of any knowledge of modern European history. Ignorance is an excusable sin in any man who fills any sort of teaching position either as a writer or as an instructor in the schools. Men may be excused for retaining their prejudices and for sticking to their opinions because of their racial sympathies or their environment but there is no excuse for ignorance."

Let us examine this article and see if we can find where it "deliberately falsifies history." Brother Abmeyer has not made any specific charges.

He sweeps aside the whole thing with the broad statement that I have not taken the trouble to inform myself of the correctness of the statements made. I studied and taught European history for a good many years and may be a little too much inclined to rely on my memory but I am sure that every statement of alleged fact in that article is substantially and materially true. Suppose we take such statements one at a time and see what is true and what is false in each of them.

The victorious German armies, already in possession of Versailles and many other cities and sections of France did enter Paris in 1871, receiving the capitulation of that city on January 28th. The preliminary Peace Treaty was signed at Versailles on February 26th, 1871, and the final or definitive treaty was signed at Frankfurt on May 10th of the same year.

By the terms of the Preliminary Treaty the French people agreed to pay the Germans five milliards of francs which in English means five billions of francs or practically a billion dollars in terms of American money. The first milliard was to be paid before the end of the year 1871 and the remainder in installments of which the last was to fall due on March 1st, 1875. The German army of occupation was to remain in France until the whole amount of the indemnity was paid. In discussing the payment of the indemnity Mr. W. H. Dawson in his history of the German Empire says:

"By the terms of the treaty the first milliard of France's war indemnity was to be paid before the end of 1871 and the remaining four milliards within three years of the signing of the peace preliminaries. On June 29th, 1872, however, a supplementary agreement was concluded providing for the earlier payment of the indemnity and the speedier withdrawal of the alien garrison. The agreement was concluded at the wish of France itself, and as with each payment additional departments were evacuated, its effect was that the hated forces of occupation disappeared over the Rhine much sooner than had been hoped or intended. The last installment was due on March 1st, 1875 but was paid on September 5th, 1873. The last German soldier crossed the frontier in September 1873."

There is here a slight discrepancy between my comment and the actual facts of history. I said that the indemnity was paid within a year but as matter of fact it was about two years and a half. I am correct in saying that the French people made no attempt to evade their obligation and while it is very true that they did not pay it cheerfully it is a matter of record that they did pay it promptly. The money was raised by popular subscription and by the sale of French securities to foreign countries and individuals and every loan offered to the people was oversubscribed, sometimes several times over. In addition to the billion francs exacted from the whole French people Bismarck collected 200,000,000 francs from the city of Paris and required that payment should be made within three weeks from the signing of the armistice. That money was paid on time.

The money indemnity exacted by the Germans was only a part of the payment required from France. Occupation of territory 5500 square miles in area with a population of 1,600,000 was also demanded and obtained. The area annexed by the Germans included the greater part of the provinces of Alsace and Lorraine and of several Departments in the eastern part of France.

The statement that the French people had suffered heavily during the war needs no proof. President Thiers himself protested against the amount of the money indemnity demanded and declared that France could never pay so large a sum. It is, of course a matter of opinion whether Bismarck expected the payment in full within twenty years but historians agree that he was greatly surprised and probably a good deal disappointed when the whole amount was discharged so promptly.

Since receiving Brother Abmeyer's letter I have taken the trouble and time to consult a good many standard authorities on French and German history but got most of my facts from Dawson's History of the German Empire and Durny's History of France. The only mis-statements in my first article were of minor consequence and in no way affected the truth of the article as a whole. The German Empire was set up at Versailles on January 18th, 1871, instead of 1870 as I erroneously stated and it required two and a half years instead of only one to pay all the indemnity and get the German armies out of France.

I do not in any way resent the criticism of Brother Abmeyer. I give him more credit than he does me. I am sure that he is sincere in his belief that I had falsified the facts of

history and am equally certain that he will now cheerfully acknowledge that my statements, with the exception of the points noted were absolutely true. I know that any student of history can verify all that I said in fifteen minutes work in any good library in the country.

I agree with Brother Abmeyer that a paper that makes mis-statements and that falsifies history is worse than worthless to its readers. It is my wish and hope that the readers of this paper should take to task any time they find any statement in these columns that is wrong or that they believe is wrong.

WHAT IS THE MATTER WITH OUR UNION?

Yes what is the matter, instead of being a bunch of loyal live members we are drifting along. Have we lost our interest in the Union? If we have it is time we were waking up and getting busy or else sell out and quit. The Union will not run its self, neither can the manager or the board of directors run it without the help and co-operation of the members.

Every one of us have stock in our elevator from \$25.00 to \$500.00 of hard earned money, so don't forget that we put in our money to build up the business of the Union. Are we making it a success, or can we when some of our members by getting a cent or two more a bushel for their grain sell to elevators in competition with us and by so doing they not only cut down the volume of their own Union's business, and depreciate not only their own stock but every dollar worth of stock of all of the other members. Say how much of our money we sell to the other elevators? It is up to us to make or break the Union, yes; us; no wonder the people say (Oh the fool farmers they won't stick together) and they don't not all of them, they just do not see the value of co-operation, but we will get there all the same. Is a small neighborhood say one hundred or one hundred and two elevators could not do all the business and that not one do all the business and that we get all the profits. Think what it would mean to us. To succeed, we must stick together each and every one of us. We must get right down and scrap and work for our Union. When we get to work like the railroad boys did when they started their fight against lower wages it was a fight when one else took their job from them they hooded them and yet the farmers work. When we get to fight and scrap for our Union like they did then the member that sells his grain to the others will be scab too. So let us take a new start and work for our Union, every day in every way in so doing we are working for ourselves and one another. We surely want to increase our dividends and our stocks for we are needing every dollar we can make and we need more new members. There are good farmers that are still out side, get them in and do not lay the blame on our board nor the manager a perfect one is hard to find. If he is lacking in push help do the push, be on the job every day, for our Union. Your dollars are back of it, then get in and in backing your dollars you are backing your Union.

JAS. MCNICOL,
Lost Springs, Kansas.

BANKERS STIMULATE INTEREST NEW YORK.

According to reports from the New York Extension Service, youngsters in that State are raising quality potatoes through their Potato Club work, due to action on the part of the bankers and other organizations. A common sponsoring organization to provide each worker with two bushels of the best certified seed in the spring, taking as pay, two bushels of market potatoes to be delivered in the fall at harvest time. In the autumn, the sponsoring organizations in cooperation with County Leaders, usually provide for the club exhibits for prizes, and for a general good time, for those who have satisfactorily completed the project. The First National Bank of Dryden, New York, is one of many which has achieved particular success in the work.

BUILDING FUND ASSESSMENT

The State Union and the membership through a vote of the Locals ordered the payment of a Building Fund Assessment with the regular dues of 1922 and 1923. After December 15th new members will not be required to pay any part of the dues for 1923 but should pay 1924 dues in full as soon as initiated. This means that new members initiated after December 15th who pay no regular dues for 1923 will not be required to pay the current Building Fund Assessment of fifty cents for this year. All new members taken in after the 15th of December must pay the initiation fee of \$2.00 and the regular dues for 1924, \$2.25 or a total of \$4.25 to put them in good standing until December 31st, 1924.

This ruling does not apply to old members who are delinquent for 1922 or 1923 dues who must pay the Building Fund Assessment when they reinstate themselves. Members delinquent for 1921 and 1922 must pay as follows to be restored to good standing as of December 31st, 1923:

Dues and Building Fund Assessment for 1922.....\$2.50
Dues and Building Fund Assessment for 1923 2.75
Dues for 1924 2.25

Total for good standing to Dec. 31, 1924.....\$7.50

The total payment for members delinquent only for 1923 is exactly \$5.00 to secure good standing to December 31st, 1924.

JOHN TROMBLE, President.

Ultimate Consumer Pays All the Bills

Marketing Costs Are Added and Handled Down to the User

(By W. F. Ramsay)

When the Great War began, we were a nation of economic illiterates, but we are being educated. Educated by facts; by experiences, instead of books or schools. We have learned that the foundation business principle is: THAT THE ULTIMATE CONSUMER PAYS ALL THE BILLS.

The United States government formally recognized and acted upon this principle when it took over the railroads. It was thought necessary to raise the wages of the railroad men, and to make some improvements, and buy additional rolling stock. Within the first year of government operation, the wages of the railroad men were increased a thousand million dollars, annually. To obtain this billion of dollars, the freight and passenger rates were increased sufficiently to produce that amount each year.

The practical results were: That it lowered the price of everything the farmer sold; corn, cattle, hogs, sheep, wheat, oats. It increased the price of everything that the farmer bought; coal, salt, lumber, groceries, hardware, machinery. In other words:

The government reduced the buying power of the Ultimate Consumer, in two ways: By reducing the price of what they sold; and increased the price of what they bought. To illustrate:

The cotton dealers of Memphis are very careful to add the amount of the freight bills and a little over, for luck, to the consignment of cotton from Texas, before they sell to the manufacturers in Massachusetts; and those manufacturers add in their freight bills and labor costs and some other things, before they name their prices to the wholesalers from Chicago; and the wholesalers go through the same process of addition before they sell to the retailers in Iowa or Montana, who also add their expenses before they sell to the Ultimate Consumers, who pay all the bills.

This is the practical operation of the system that has added \$4,000,000,000 to the price of everything that we buy of raw materials or finished products, and yet the grafting politicians had the audacity to appoint a commission, with high salaries, to investigate the cause of high prices.

In a certain sense, the whole population of this nation, even such men as Morgan, Rockefeller, or Gompers are Ultimate Consumers, but unlike these men; the farmers, the day laborers, salesmen, clerks, the day laborers, ministers, school teachers, small tradesmen, the great white collar middle class, do not and cannot fix their prices. At least three-fourths of the people of this nation are controlled by the laws of supply and demand.

So far as the farmers are concerned their prices are controlled by foreign conditions, largely by those of Europe.

The item of taxes. The Government imposes a ten per cent tax on the Chautauquas. Do they pay that tax? They do not. They simply collect it from their ultimate consumers like all other corporations.

The business of this country is very largely in the hands of corporations. All corporations, banking, mining, telegraph, telephone, transportation, figure their taxes as an expense, and aim to sell at such rates as will pay a profit after all expenses are paid. They are able to fix their prices.

The real Ultimate Consumers after they have paid all the Court House taxes, go over their taxes out of House and pay their taxes out of their own pockets. Every time this process is repeated, the buying power of the ultimate consumer is reduced; because all taxes except the income and inheritance taxes, are added to the prices of what they buy.

Millions today know something

about the economic results that followed the Napoleonic wars and the Great Rebellion of 1861. Historians after historians have related the story of the insane resolve of the ruling classes, to force the great mass of poor, ignorant, defenseless, ultimate consumers, to pay those war bills, by indirect taxation.

In the end, the rich lost more than the poor, because they had more to lose. It was the failure of Jay Cooke, who had cleared more than a million dollars, selling U. S. 7:30 bonds, that started the panic of 1873.

The idea of passing the taxes on to the ultimate consumers has come very subtle reactions. It works beautifully, when and while the trend of prices is always up; as they have been in this country for the last twenty years. Organized Capital and Organized Labor during all those years were gleefully marking up prices.

This was the great cumulative cause of the high cost of living. There are some millions of irresponsible voters, who vote for any and all measures increasing taxation.

"It's good for business, and I don't pay taxes."

The real truth is, that they do pay taxes, every day of their lives, in the increased prices of everything they buy.

The principle works even more beautifully on a declining market. Every little while, a buyers' strike is forced upon the Ultimate Consumer, by the burden of over taxation. On a declining market the city tax dodgers find that they cannot pass their taxes on to the Ultimate Consumers. They must sell for what they can get, without regard to cost. Every time a buyers' strike occurs, more and more of the city tax dodgers go broke. Every buyers' strike expends its force on those who have been marking up prices. It is simply knocking down a row of bricks! That extends across the continent. Little by little the Ultimate Consumers are being educated into a working knowledge of political economy, of their importance in the scheme of things, so they really are: of their real powers. This education: This practical education of the Ultimate Consumers, is a fact; a national fact, that never before existed.

In all the centuries of the World's histories, statesmen were only concerned with the prosperity of the prosperous. Today there is a large and an ever increasing number of people: business men, editors, politicians, Senators, statesmen and even Presidents, who are saying out loud: "That the prosperity of this nation is founded upon the prosperity of the Ultimate Consumers."

Two-thirds of the nation. They have to: because the Ultimate Consumers all know it. That is the apocalyptic fact in a country where every man and woman has the right to vote. One very great fact is beginning to appear: That the Ultimate Consumers are not demanding a subsidy and up to the present time, they have not granted any subsidies. The politicians have, but they had no mandate from the people.

In the meantime every farmer, his wife and children and grand-children are working, eight hours in the forenoon and eight hours in the afternoon. They are planning, adapting, organizing, diversifying world wide, out end, along economic lines. No strikes no massacres, no destruction of property.

Great is the power of Education. Every country it is even possible to educate the politicians and the parasites. That is the great national task today. It should never be forgotten by the people of this nation, that the policy forcing them to pay an enormous subsidy to railroad labor and capital was forced upon the government by the threat of a nationwide strike, just as we were entering the war. Its immediate result was to make the nation, the greatest profiteer of all history. It was an economic crime to continue that subsidy, after the war was over.

The war ended five years ago. Let us have peace. The same power that put up prices, should lower them. It must do that act of justice.

When the great body of ultimate consumers fully realizes that they are the people who pay the taxes of this nation in full, then we will see a vast decrease in the issuing of bonds; tax-exempted or otherwise. I repeat:

Great is the power of Education. It is even possible to educate the parasite and the politician. But we must first educate ourselves. We are just beginning to discover the great field of economic laws. We can recognize and adjust ourselves to those great natural laws, and reap our rewards, or violate them and endure our punishment, just as Russia and Germany are doing.

ASSISTS BOOK DISTRIBUTION

Supplying the smaller communities of the county with reading matter is a part of the club work at Bennington, Vermont. Through the State Book Wagon 406 books were let to 116 borrowers in remote communities. Several borrowed their neighbors. Traveling libraries were located at four points. Mrs. Richards of the State Free Library visited four libraries in larger communities and gave book reading demonstrations. The library in one place was closed because the librarian had quit. She was induced to continue the work with one of the club girls as assistant.

Echoes of the Assembly

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

COOPERATIVE LIVE STOCK MARKETING

(By E. E. Woodman)

Last year your Farmers Union Live Stock Commission Company sold more hogs than any other two companies down there. We are not at the top in the cattle business. The Kansas City yards is a great clearing house between the southwest country and the feeding lots of Illinois, Iowa, Missouri and on east. They cannot afford to raise their feeders and they come west to get them.

Several Commission companies are simply loan companies. They loan the ranchman the money necessary to carry on his operations. They mortgage his stuff and when he markets it he has to go to them. Cow men have been in their clutches for a number of years. They have lost much money and have to go to men who have money to help them. They cannot break away from it. That thing keeps up the volume of several firms down there. The same thing is true with the sheep-men. However, we are standing third in that business.

You have built up that kind of business. It is your business. You have your money in it. You have made it what it is. You could just as well have made it twice as big if you had nerve enough and faith enough yourselves. I can remember one member of this organization saying to me time and time again. We don't ship our live stock to you. We can't know whether you could take care of it or not. We know our firm is all right but we don't know if you are all right or not.

I wonder if they ever stop to think if they have helped put men like Tromble and Landon and men of the state board where they are. I wonder if they have any faith and confidence in those men when they put them at the head of this organization. Then I wonder if they stop to think that the men who control this state organization have power to change things down to Kansas City any time they want to if things were not right. I don't have a scratch of the pen between me and losing my job tomorrow morning. They can check me out if they don't think I am competent to hold the job. Not one of my assistants has a contract to hold their job over night if they don't deliver the goods.

We have about 2500 stockholders. Majority vote can't upset the whole stack of cards and call for a new deal. They can put in a new manager and a new board and they can instruct that Board to do what they want them to do. As you can do with any other firm down there is no reason why you should not if you do not like their service you do not have any come back. In this firm of ours you have the say so. It is the ideal plan and it is serving its people. We make you money. We are saving you money. We are not organized as a profit organization. We are a non-profit corporation.

It is not any concern to me, personally, how much profit we pile up there. Personally it does not mean anything more to my pocket. I am hired to do the work. We don't fix our schedule on commissions with the idea of making a profit. We chose the same commissions the other fellows did in order to be regular and not up-set things. We take a little more than necessary from you when you ship us stock and at the end of the year we send back the balance to you. Our audit the first of the month showed we had \$30,000.00 to send back to the men who had done business with us this year.

The old line companies put up a howl to the government. They fought four months to keep our commissions at the old schedule because they said they could not make any money. We are making money, why weren't they. As an evidence of that fact they cited men who had to go out of business. They said the commission business was going to be a losing game. The commissions had to stay when you put them down there. The government men had gone over the entire proposition down there. They had records of the commission houses before them. They had gone into the books and we had filed copies of our business for months back. They still protested. I was called to Chicago to go over the new schedule of commissions with a government man. The President of the K. C. Exchange and other members were called at the same time. The government man asked me this question: "Will this new schedule of commissions injure the cooperative plan of marketing? Are these reductions so great that they will cripple the business in the stockyards. Take this schedule and apply it to your business and apply it to your cost of business." I said I don't need to take it home and apply it to our business. I am ready to accept it. It comes nearer being fair to the producer and commission men than any schedule we have had since I have been in the yards. Anybody who cannot do business and make a commission under this schedule ought to go out of business.

The old line fellows stayed a week

longer fighting and got changes made. We are making money under this new schedule. We have used it a month and last month we laid away \$5,000.00 for you men in the country. Those men are not in business for your benefit. They are in business to make money out of you. They have to give you reasonable service but their prime reason for being in business in Kansas City is to make money and put it in their pockets and give to their wives for more luxuries. I have no quarrel with men for that but they don't need to make so much. I quarrel with the idea of making the rate of profit unreasonable.

We get about \$1.00 less a car load than we did under the old schedule. Farmers Union firms are in 9 markets. Their records were placed before the department. We handle the business for about 140 shipping associations. In every market where the Farmers Union has a house, wherever there is a cooperative marketing agency that house has the most effective and most extensive business to handle that goes through the yards and we are able to save between 30 per cent and 40 per cent of all the commissions we collect. In some of the markets where it is easier to handle the stock, the profits of our concerns will run to 50 per cent.

There is not a market I have ever visited where the cost of handling live stock is as great as it is in Kansas City on account of the condition of the yards and arrangements. It costs us from 10 per cent to 15 per cent more to handle a hog than it does in St. Joe. There is no way we can lessen that difference. I will try to show you what I mean. At St. Joe, St. Louis, Omaha, Wichita, Denver, etc., the hogs are handled on the ground floor. Trains come along and the hogs are unloaded and they walk right into the pens. One man can handle twice as many hogs there as he can in Kansas City. In Kansas City they have to go three stories high before they get into the selling pens. It takes lots of time if you are careful with your hogs, to get them down to the selling floor.

The Kansas City manager of the stockyards has been making big improvements and they have now provided facilities for handling the business that goes through those yards. Their advertisements claim they can handle 75,000 hogs a day in Kansas City. None down there will tell you they can handle 25,000 efficiently, day after day. Tuesday there were 24,000 hogs on the open market in Kansas City. Those alleys were clogged with hogs until you could not get around. Not a firm could handle the crowded condition. We could not get to the scales until the alleys were cleared of the hogs. It was the condition of every firm that had any business that day.

The cattle yards should have two more scales to handle the cattle. We have been censured for being slow in getting the cattle to the scales. Conditions down there are such that no firm can handle business as cheaply as they can in other yards. When we went into the yards we were compelled to take a place at the foot of the line. Down at the south end of the line. We could not go in there and say that an old line firm should be moved and we be given that good location. We moved up gradually as other firms were eliminated. We have 50 as good cattle pens as there are in the yards. In July when they agreed to build additional pens, the President said, are you satisfied with your location and allotment of pens. We were then but since then we have developed the trade we never had before. We had sent a country boy from western Kansas down into the south-west to get acquainted with the cow men and he had done so well getting acquainted with them that we are now getting from 25 to 40 loads of Panhandle Texas cattle every Monday and Tuesday morning. We get a lot of New Mexico stuff too. Now we are just as short of pen room as we were a year ago. We have got to get more pens. We are not complaining about that. What we are short of and what every other firm is short of is weighing facilities. I began to complain we were having to work too long hours. Having to work late at night. They asked if we had help enough.

We began to get the government interested. We are under the supervision of the government. I went up to Dr. Miller and said we need more time at the scales and we have to have it. He notified us day before yesterday that we had been allowed about 4 more time than we had before. I have given you these figures to show you we have an efficient organization. We used to have the jack pot scales 50 minutes. Now we were handling 35 per cent of the cattle in 21 per cent of the time and had 32 per cent of all the cattle that went over those scales. We were doing it a little faster and a little better than any other firm. No other firm does as large a percent of work in

Continued on page 3)

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W. C. LANSDON Associate Editor
DON C. ESTES Director of Advertising

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Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the 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, DECEMBER 13, 1923.

LIVE STOCK COMMISSION COMPANY GAINS PRESTIGE IN RECENT CONTROVERSY

The Farmers Union Live Stock Commission is drawing to the close of a significant year in its history, a year in which a great many things have been accomplished that will make firmer the foundation of this house and be of benefit to both the commission firm and its patrons in the future; among them the agreement reached with members of the Live Stock Exchange and the Traders Exchange.

This agreement was the direct result of the Government hearing begun here October 23, 1923. After this hearing had been in progress two days an adjournment was asked for by Mr. J. H. Mercer, Live Stock Commissioner of Kansas, in order that the complainants and respondents might endeavor to meet on a common ground and adjust their differences. The adjournment was granted by Secretary Morrill, a committee of seven was appointed, three from the members of the Live Stock Exchange, three from the cooperative groups, Assistant Secretary of Agriculture Chester Morrill, who was conducting the Government hearing making the seventh member of the committee.

After several days deliberation a final agreement was reached between all members of the Live Stock Exchange, all members of the Traders Exchange, and the Farmers Union Live Stock Commission, it being the only cooperative commission company to sign the agreement. This agreement provided for the setting up of what is known as The Market Practice Committee consisting of one representative from the cooperative house, namely: E. E. Woodman, the Live Stock Exchange represented by Mr. Frank Witherspoon, the Traders Exchange by its Secretary, Mr. George Addison, the Stock Yards Company by its Vice-President, W. H. Weeks and the Department of Agriculture by the Kansas City Market Supervisor, Dr. Butin.

It might be well to call your attention to the different groups engaged in business at the Yards. The three principal groups engaged in the actual handling of live stock are: Members of the Live Stock Exchange, generally known as the old line commission firms, members of the Traders Exchange, that is traders and order-buyers on the Yards, and the Cooperative Commission Company group. The Stock Yards Company furnishes the facilities for handling of live stock, has charge of the allotments of pen room, etc. The Department of Agriculture through its representative supervises not only the general market practices as to buying and selling, but also the administration of the Stock Yards Company in its dealings with the different groups on the Yards.

With these facts in mind you will see that each factor having direct bearing on the successful carrying on of business here at the Yards has equal representation on the Market Practice Committee.

Inasmuch as both the Live Stock Exchange and the Traders Exchange, already had, and still have rules and regulations governing its members, have their own Board of Directors and Arbitration Committee to settle any dispute among members of the respective exchanges, the primary object of the Market Practice Committee and the reason for its establishment is to regulate the relationship between the old line commission companies and the cooperative commission group, and has nothing to do with disputes among members of either exchange.

The Market Practice Committee set up rules and regulations governing the relationship between the cooperative house and other marketing agencies; and in the taking in of the Stock Yards Company and the Government representative, all ground for any discrimination is removed, and the committee given the power to settle any dispute that might arise. In writing the rules and regulations the committee followed largely the market practices as adopted and found efficient here on the Yards by other marketing agencies.

In order to make this agreement binding on all parties the principal signers of this agreement put up assets as a guarantee of good faith,

amount being based on the amount of business handled, but in no case to exceed \$10,000.00. The Farmers Union Live Stock Commission putting in the hands of the Trustee liquid assets in a measure equal to the value of memberships owned by members of the livestock exchange doing on equivalent amount of business. The Live Stock Exchange and Traders Exchange have ratified this agreement and bound its members to the terms of the agreement, and they are subject to the same penalty for violation of either the Live Stock Exchange or Traders Exchange rules.

The Farmers Union did not surrender any of its cooperative principles. This agreement recognizes the legality of cooperative marketing, and that it is a factor to be considered. Our business will be carried on in exactly the same manner so far as pro rating of all profits to our stockholders is concerned. The concessions made by the Farmers Union Live Stock Commission are: To limit the time spent in the country by our field men to 15 days each month in what is known as restricted territory and thirty consecutive days in outside territory—Not to pay for telephone or telegraph messages not pertaining to shipments, nor to buy a customer or prospective customer meals or any gift. However, the Farmers Union Live Stock Commission did not take out membership in the Live Stock Exchange.

For these concessions on our part we were given the service of the Clearing House, the official hog checker and blanket insurance policy which protects all old line commission companies here in the Yards.

A copy of the agreement as signed appeared in the Drovers Telegram, issue of Nov. 12, 1923. By reading this agreement you will see that no mention is made of any change in our cooperative and profit-sharing plan, and none has been made.

This matter was gone into very thoroughly by the Board of Directors of the Farmers Union Live Stock Commission and its legal advisors, and nothing agreed to but what in our opinion, would add strength to the position of this firm both in the country and here in the Yards. FARMERS UNION LIVE STOCK COMMISSION, E. E. WOODMAN, Manager.

GRAIN DEALERS AND COOPERATION.

The organized grain dealers are greatly worried over the losses that Farmers may suffer as a result of cooperative marketing. Garbled extracts from the final settlement statements of wheat growers cooperative associations are being sent to local elevators and in many places are being printed, with critical comment, as paid advertisements in the local papers.

The grain exchanges, the national associations of grain dealers and the state organizations of privately owned elevators are spending a lot of money in their effort to save agriculture from the perils of cooperation. If this campaign, now practically nation wide, is disinterested and unselfish it is highly commendable. If its real purpose is to save farmers from costly experimentation in matters in which success is impossible these gentlemen are entitled to gratitude for kindly interest. But before any vote of thanks is extended it may be well to inquire into the motives back of this activity and to analyze the facts.

It should be fairly evident that the wheat merchants are not so much concerned over the failures to secure immediate results from cooperation as they are over the prospects of the final success of the movement. If cooperative marketing fails the grain traders will have the entire field to themselves for many years and therefore should not be greatly troubled over the small losses that farmers in small pools none too well managed may suffer. It is the galled jade that winces. Wheat growers should understand that the grain dealers have combined to destroy the cooperative movement not because it threatens the farmer with losses but because, if successful, it will ultimately put them out of business.

In the statement of the North Dakota Wheat Growers Association which marketed 2,981,763 bushels of wheat for its members last year these items appear:

Interest paid banks	per bushel, 1.2 cts.
Elevator handling and storage	5.8
Terminal handling and storage	1.7
Farm Storage	1.9
Insurance and taxes	2

Total " 10.8

There is nothing alarming in these figures nor are they new items of marketing cost chargeable to the cooperative plan. No matter how wheat is handled it must carry all these charges to be deducted from the farm price.

The interest of 1.2 cents a bushel is surely reasonable. Reduced to rates on borrowed money it does not amount to more than two per cent any way it can be estimated. Under the old system no wheat was moved with borrowed money at less than eight per cent interest.

The local elevator handling and storage deduction of 5.8 cents a bushel is not too high. In the bulletin on cooperative wheat marketing recently issued by the Kansas State Board of Agriculture is an analysis of the operating costs of 78 cooperative country elevators in Kansas which shows a total cost per bushel of 6.8 cents which is one cent more than was charged to the deliveries of the North Dakota cooperators. The local elevator charge is a constant cost in wheat marketing on any plan. For the most part these charges are paid to elevators owned by the farmers themselves and constitute a substantial part of the income of such service associations that must be maintained not only for shipping wheat but for handling many other lines of business essential to agricultural prosperity.

The terminal handling and storage charges of 1.7 a bushel include weighing, testing, inspection, elevation and other costs that must always be paid by the farmer in the long run whether he markets his grain through his own cooperative agencies or pays the grain dealers for that service. There is no overcharge in this item.

The item of 1.9 cents a bushel for farm storage is interesting. Under the old system the farmer who held his wheat in his own bins absorbed the shrinkage himself. Under the cooperative system it is an association charge and the individual farmers who hold their grain in their own farms are paid for that service. Last year they were paid 1.9 cents a bushel in South Dakota and that money went back to the farms and is a saving rather than an expense. The deduction of two mills a bushel for insurance and taxes instead of representing cost of marketing was probably an absolute saving of a cent a bushel for the cooperators.

The total operating charges other than ordinary expense of the North Dakota Association for 1922 including all items for the upkeep and operations of the state office and of the terminal agencies at St. Paul and Duluth amounted to only 2.4 cents a bushel. Although omitted from the advertising of the grain dealers it is certain that profits from mixing and conditioning grain in storage more than absorbed that charge. The Farmers Union Wheat Marketing Association made a net profit of two cents a bushel during the first quarter of this marketing year on a small volume of wheat and it is fair to presume that the American Associated with much larger quantities passing through the terminal elevators was able to do much better than that.

There are other facts in connection with the North Dakota statement that should not be overlooked. The quantity of wheat handled, a little less than 3,000,000 of bushels, was too small to carry the unabsorbed organization expenses and the other unavoidable costs out of the profits of mixing and selling. With fifty per cent or more of the wheat of the country in pools the costs of operation would be much more than paid out of the profits of mixing and the distribution of high protein premiums from which the farmer receives no benefits under the old system.

Fair-minded farmers and fair minded business men should be willing to concede that no new machinery for marketing can be perfected in one year. The North Dakota Wheat Growers doubtless made some mistakes. It is evident from the statement that they carried too much wheat in stock during the latter part of the year when prices were declining and doubtless heavy losses resulted from that policy. These losses were not the result of cooperation but of car shortages and the denial of credit by banks controlled by the traders.

The farmers appreciate the interest and sympathy expressed by their friends the grain merchants but most of them will find that the North Dakota statement if rightly analyzed and understood justifies their confidence in cooperative marketing.

WHEAT MIXING AND PROTEIN PROFITS.

The final settlement statement of the Farmers Union Wheat Marketing Association contains two items that should be very interesting to farmers. It appears that the profit from mixing wheat in the terminal elevators amounted to two cents a bushel plus the shrinkage. This alone is sufficient, given adequate volume, to pay all possible operating costs of cooperative marketing.

Mixing or conditioning wheat in terminal elevators has long been one of the biggest grafts in the grain business and one that made profits for wheat merchants only. The records of all big elevators will show that the average grade of wheat going in is lower by at least two grades than the average for outgoing shipments. It takes only a small percentage of high test wheat to raise the grade and value of a considerable body of much inferior grain. The dealers' profits from this one process has run into millions of dollars annually for a long time. None of this gain is reflected back to the farmer under the old system of marketing.

Scarcely less heavy is the loss that growers have had to bear in marketing high grade milling wheat. The protein content of wheat in samples of the same weight and paid for at the same price at the local shipping point often makes a difference in price of as much as twenty cents a bushel. Under the old system premiums for high grade milling wheat determined by the percentage of protein have all gone to increase the profits of the grain merchants. In cooperative marketing the premiums are credited and paid to the farmers who produce the wheat that shows a high protein percentage.

Mixing profits and protein premiums are two of the big reasons why the grain dealers of the country are opposed to cooperative marketing. The wheat merchants have worked out a marketing system that they like because it is highly profitable to them and they cannot be blamed very much for spending a lot of money in fighting a plan that will deprive them of such a fine chance to make money without risk or investment.

About half the failing cooperatives in the country are in a mess because their managers are not able to tell the difference between expense and investment. The reasonable fee required by a first class auditor is a high class investment that will return a big rate of income.

If the members of the Union will resolve to do half as much for the Union as the organization is doing for them most of our troubles will be over right away.

Football

Finished the Season

On Thanksgiving Day. The followers of the sport say that this has been the most successful year in the history of the game. It was reported that more than 27,000 tickets for the Kansas-Missouri game at Lawrence were sold in advance. That meant receipts of more than \$50,000. The cost of tickets was only a small part of the expense of the game to those who attended. It is safe to say that people of Kansas and Missouri spent a half million dollars in seeing the three to three tie on the Stadium Field at Lawrence.

In the east the attendance was greater than ever before. Several games were played before more than 60,000 spectators. Probably not less than \$25,000,000 was spent on the gridiron sport during the season just closed. The patrons of football spent more money to see and support that game at the University of Kansas than it costs to run all the instructional departments of that great school for the entire year. The same thing is true of most of the higher institutions of learning that maintain intercollegiate teams.

One of these days the people who support the great state universities with taxes that cut deep into their incomes will require an accounting.

Scholarship

Takes a Back Seat

In most of our colleges while athletic prowess occupies the places of honor and distinction. A red-headed boy of the name of Grange who played football on the team of the University of Illinois received far more newspaper publicity during the past few weeks than was accorded to the president of the United States.

Just before the annual Thanksgiving Day game between the football teams of the Universities of Kansas and Missouri the result of the annual selections for Phi Beta Kappa was announced at Columbia. Five students attained that distinction which for a hundred and fifty years has been coveted as the highest decoration for scholarship conferred by American Universities.

The Kansas City Times carried the Phi Beta Kappa story in a fifteen line telegram printed in an obscure corner on the ninth page on November 30. In that same issue the Times carried four entire columns of space in reporting football matches.

Phi Beta Kappa

Scholarship Honors

Were won at the University of Missouri five students—three women and two men. Those who were given the privilege of wearing the emblem of knowledge were Elizabeth Agee, Columbia, Mo.; Miss Jewell Antel, St. Louis, Mo.; Miss Margaret Milton, Sedalia, Mo.; John Henry Vossbrink, Union, Missouri; and Tasuke Yamagata, Kealakekua, Hawaii.

The three young ladies have names that indicate American blood but the two young men who are now appraised as the best scholars in a great University that enrolls more than five thousand students a year are plainly of alien blood. There is doubtless a very fine human interest story in the ancestry and the home and school record of the young man of the name of Vossbrink who does not play football and outstrips all the other youth of Missouri in the contest for academic distinction.

Tasuke Yamagata shares with John Henry Vossbrink the distinction of being the best scholar of his years in Missouri. How comes this? What story of ambition, self sacrifice, toil and privation, or of romance and high aspirations makes up the life record of the Japanese boy who won the gold key of scholastic accomplishment while so many of his fellow students—natives of Missouri and of the native blood—were satisfied to strive only for the "M" that bears witness to athletic prowess?

The Farm Bloc

In the New Congress

Has announced a program that includes lower taxes for the poor man,

AN ANSWER TO MR. SMILEY.

It seems that the Kansas Grain Dealers Association are becoming very much wrought up lately and are "viewing with alarm" the present growth of real cooperative marketing the 100 per cent compulsory pool.

Mr. Smiley even deposes and offers to promise to handle the farmers wheat through their 1100 elevators that they say they control. Now Mr. Farmer what do we know about the Kansas Grain Dealers that pose so openly as a champion to the farmer in his recent growth in marketing lines. Did they ever offer any such inducement before to get the Farmers to market their wheat through these said elevators.

What is the Kansas Grain Dealers Association's principal function, the one big thing they do is to draw a yearly membership fee from the Farmers elevators over the state who see fit to join their association. Now if Mr. Smiley and Mr. Russell Lawrence of the other so-called cooperative association of Kansas were so much moved and desire so much to patronize the Farmer's needs then they might as well dissolve these so-called cooperative associations as they have already passed their stage of real usefulness if there ever was any real need for such an organization. Mr. Smiley, I know just exactly who you are really concerned, 1100 times \$25 equals \$27,500.

The Kansas Farmers tribute to your organization is what you are

COMMENT ON WORLD'S NEWS FOR WEEK

higher rates for the rich, reduction of railway freight charges on agricultural products and the repeal or the substantial amendment of the Commins-Esch railway law. In fact the agricultural representatives at Washington seem to be pretty fully committed to the Farmers Union legislative program.

Fine thing about it is that it can be put through. All that is necessary is for each member of the Union to write to his representative and both of his senators and tell them at one and the same time just what he wants and what he means to do if he fails to get it.

Virginia

Voted Against Road Bonds

By a majority of more than two to one. The people of that state want good roads but are not willing to charge the cost of construction up to their children and grandchildren who by that time may be wanting a whole lot of things that this generation has never dreamed of. Besides no bonds were needed for roads in that state. From a gasoline tax of three cents a gallon and from licenses and other sources Virginia has a current income that may be applied to road building that amounts to more than ten millions of dollars a year and that is more than any highway department has yet learned how to spend without waste or graft.

The good roads of the future will be built for the most part from current revenues. This will give our babies a chance to use their money to supply their own needs a generation hence.

Curiosity

Once Killed a Cat

Unless tradition is much in error but the fate of one unlucky feline depends on no effort to learn new truth. It is now reported that a group of powerful republican politicians want to know whether Calvin Coolidge proposes to be a candidate for the presidency of these or this United States. They have a right to know but it is not likely that they will get very much definite information until the president has had a few weeks experience with the new congress how in session for the first time in Washington.

Hiram Johnson, conceals nothing from his party brethren. He is a candidate and his manager, the astute Hitchcock, is busy lining up votes in the states that have presidential preference primaries. Robert M. La Follette does not need to announce himself. He is always in the race supported by loyal delegates who go down with their colors flying. Gifford Pinchot does not attempt to conceal his belief that he would be a good candidate and many citizens not only agree that he would run well but that he would make a mighty fine president.

With so much political information of all the people that they have a right to know what President Coolidge has in mind. Perhaps the whole story was told when Bascom Sloop was snatched away from his business interests in Virginia to serve as secretary to the president. There is a general belief in Washington that Sloop is the republican party south of Mason and Dixon's celebrated line and that he can deliver all the delegates from that section. What would the president want with a secretary known to have all his pockets filled with delegates if he proposed to retire to that hillside farm in Vermont in about a year?

Unity

Is Very Essential

To great achievements. Organizations that divide the citizenship of our country along racial and religious lines can only result in dissension. The republic has been well served by men and women of all religions and of many races.

The Seventy Seventh Division of the A. E. F. was made up almost entirely of Jews from the east side of New York but no outfit in the Amer-

ican Army fought more gallantly and effectively for victory in France. Four hundred thousand negro soldiers served the Union in the great war between the states and proved their Americanism and their courage on scores of bloody battle grounds. The colored regiments in the regular army have upheld the high standards of that service for nearly two generations and whether fighting Indians on the plains, Spaniards in Cuba, Insurrectos in the Philippines, Boxers in China or the foes of democracy in Flanders and France have proved themselves as Americans.

Sherman and Sheridan are two of the greatest names in American military history. Their services were none the less acceptable and valuable to the republic because they were members of the Catholic church. The men who would divide America into jangling racial and religious groups should give a little more earnest attention to the history of their country.

Wheat

Fails to Gain

In price although the best information obtainable indicates that not only is there no surplus but that it will be necessary to import thirty millions of bushels to supply domestic needs between now and next threshing time. If congress wants to give the farmers of this country dollar and a half wheat right away all that is necessary is to double the existing tariff rate and repeal the drawback clause under which about seventy millions bushels of Canadian wheat has been brought into this country this year and entirely duty free has been milled and sold abroad in competition with domestic grain.

The way to help the farmer is to double the tariff and repeal the drawback clause. Congress can do those two little things in fifteen minutes. Let's go, congress.

Crop

Reporting Costs

American farmers huge sums of money every year. The cotton reports begin early in the spring before the boll weevil appears, before there is any damage from either wet or cold weather and of course a large crop is indicated. The first started out this year with an estimate of 15,000,000 bales which has now dwindled to less than 10,000,000 and will be a great deal less when the final reports of the ginners are received.

Wheat estimates usually run along in about the same way. The first guess on this year's Kansas crop was 130,000,000 bushels which sent the price tumbling down about 24 cents a bushel and cost the farmers of the state at least \$13,000,000. The last guess was 70,000,000 bushels but that was too late. A great deal of the crop was sold while the country was talking about a surplus. Now that a deficit is certain and importations necessary it is in order for some one to estimate that next years wheat crop will be the biggest on record.

Crop reporting has cost the farmers of the United States more than enough money to construct eight-foot deep water channels from Omaha to the Gulf and to improve the St. Lawrence for ocean going trade loading at Duluth and Chicago. One of these days the farmers will declare an open season on all crop reporters.

The Value

And Possibilities

Of cooperative marketing are pretty well indicated by the sort of opposition that the system has met. If the grain traders are in favor of anything it is pretty sure that the farmers should take the opposite side and contrarywise. The traders are spending a lot of money fighting cooperation. They are not afraid it will fail; they know it will win if it has a fair chance and that if it wins they are out in the cold, cold world with no place to go except to work.

Southwest Farmers Must Organize.

If the states of Oklahoma, Kansas and Texas were as well organized for cooperative marketing as California the farmers of those states would be more prosperous, is the belief of Lee Shorter, member of the Oklahoma Wheat Growers' association, who recently moved to Whittier, California.

"I have talked with many of the actual producers of the various commodities in California and so far have failed to find one that would give up his present cooperative association for the old-time method of 'dumping' his crops. They are real believers in cooperative marketing and the general prosperity of California is credited to the fact that the producers themselves have become so intelligently organized that they get the cost of production plus a reasonable profit for that which they produce. The farmers of the Southwest are not organized so solidly and therefore are not in a position to get cost of production plus a reasonable profit. Shorter declared.

There are three state-wide cooperative associations in Oklahoma marketing wheat, broom corn and cotton. They are trying to get a majority of producers in the pools.

The man who continually takes crop after crop from the soil and gives nothing back to the land in return ought to be a coal miner. He is neither skilled in agriculture, nor is he a wise manager of property.

Department of Practical Co-Operation

ATTENTION! FARMERS UNION MEMBERS

If you have not paid your 1923 dues, your Kansas Union Farmer will stop coming in a few days.

If you have paid your 1923 dues to your Secretary, and he has not handed you your card, ask him why? It may be that he has failed to send the dues in to this office.

You can avoid missing two or three issues of your paper if you give this your attention.

C. E. BRASTED, Sec'y.

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 Constitutions for 1922, containing the Amendments as adopted, ready for distribution at 5c 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. F. Root, Pres.
Poy W. Holland, Sec.

UNION LOCAL NO. 2019

Blaine O'Connor, Sec.
Regular meetings on the first and third Tuesdays 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.

DOUGLAS COUNTY MEETING DECEMBER 15TH.

The Douglas County Farmers Union will meet December 15th at Blue Mound school house commencing at 10 a. m. to elect officers for the coming year and to transact other business that may properly come before the meeting.

The subject of taxation will be discussed from every angle by men who have the subject well in hand. A big dinner will be served. All locals in the county are urged to be represented.
C. C. Gerstenberger, Co. Pres.
G. W. Pitts, Sec. Treas.

MARSHALL COUNTY'S ANNUAL MEETING.

The annual meeting of the Marshall County Farmers' Union will be held at Blue Rapids Friday, Dec. 21, at 10 o'clock a. m. Let us have a full delegation and a large attendance, as this is the time for you to choose your officers for the ensuing year. Don't leave it to the other fellow. Basket dinner.

RICHARD H. MACKREY, Sec. Treas.

AT MANKATO DECEMBER 13.

The regular meeting of the Jewell County Farmers Union No. 26 will be held in Mankato Thursday, December 13th. All locals are requested to be represented as we will elect officers for the ensuing year.

G. E. SHOOK, Sec.

AT WESTMORELAND DEC. 22.

The last bi-monthly meeting of the Pottawatomie County Farmers Union will be held in Westmoreland Saturday, December 22, commencing at 10 a. m.

T. O. HEPTIG.

MITCHELL COUNTY MEMBER- SHIP CONTEST.

The Mitchell County Union is offering a prize of \$15.00 to the Local Union that gets the most points in a contest for new members and delinquent members by Dec. 31st.

In this contest, new members secured will count for ten points each and delinquent members secured will count for five points apiece.

A prize of \$10.00 is being offered the Local Union that gets the largest per cent of its 1924 dues paid by Dec. 31 based on 1923 dues as shown by County Sec'y's books.

Your fraternally,
C. L. HENDRICKS, Co. Sec.

JOHNSON COUNTY FARMERS' UNION ANNUAL MEETING

The Johnson County Farmers Union No. 62 will hold their fourth quarterly and the annual meeting of 1923 at the Olathe Grange hall Saturday, December 22 at 1:30 P. M. Reports of officers for the year 1923, election of officers and state delegates for 1924, also some speaking. All Union members are urged to attend and help plan the work for 1924.

J. C. DUIGUID, Co. Pres.

J. L. CHANEY, Co. Sec.

NOTICE OF ANNUAL MEETING.

The regular annual meeting of the policy holders of The Farmers Union Mutual Hail Insurance Company of Kansas will be held in the office of the company at Salina, Kansas on Thursday, January 10, 1924 at ten o'clock A. M. to transact such business as may properly come before the meeting.

C. E. BRASTED, Pres.
F. D. BECKER, Sec'y.

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C. E. BRASTED, Pres.
F. D. BECKER, Sec'y.

PROXY.

THE FARMERS UNION MUTUAL
INSURANCE COMPANY
OF KANSAS

I, the undersigned, hereby certify that I hold policy No. _____ in the Farmers Union Mutual Insurance Company of Kansas; and I do appoint _____ as my representative and authorize him to vote for me in the annual meeting of the stockholders of the above named insurance company of Salina, Kansas, January 10, 1924.

Signed _____

This proxy must be in the office of the company on or before December 31, 1923 with a ten cent revenue stamp attached.

CLAY COUNTY ANNUAL MEETING

The Annual meeting of Clay county Union No. 40 will be held Saturday, Dec. 29 at the Court House. All Local secretaries who have not sent in their reports to the county and state secretaries should have their reports ready by that date. Local secretaries must submit complete lists of all members in good standing. Come to the Annual meeting whether you are a delegate or not. The membership contest is causing a good deal of interest.

THOS. E. LARSON, Sec.

15 NEW MEMBERS AT BATTLE CREEK

Battle Creek Local held their regular meeting Tuesday evening, Nov. 27th. About seventy-five were in attendance. This closed the membership drive which the local was having the losing side were to furnish the supper. Fifteen new members were added to the local by this drive of them being taken in at this meeting.

The county shipping association and the Woman's Auxiliary were the chief topics for discussion. At the close of the meeting sandwiches, doughnuts and coffee were served. The rest of the evening was spent in music and visiting.

Corresponding secretary.

LOCAL NO. 1419 FINDS ITSELF.

Wellington, Kans.
12-23.

Mr. C. E. Brasted,
Salina, Kans.
Dear Sir:

I am sending to your office the second report of the year. As our local revived up this year they just paid their dues any time. There are so many that have paid their dues up and never appreciated anything, so they didn't want to pay any more unless they received some return.

At close of business the last of this year we will do about \$3,000.00 business. We have handled one car of potatoes, one car of coal, 5900 pounds of twine, and about \$350.00 in repairs and implements, and several hundred in groceries.

We are having election of officers December 20th, 1923. In making this report I didn't understand if I wanted total number paying members on the report or the total in the local. We have nineteen paying members now including the three that I am mailing you.

Yours very truly
RAY L. BEHRINGER, Sec'y.

Local No. 1419, Independence.

OTTAWA COUNTY MEETING.

A very interesting meeting of the Ottawa county Farmers Union was held Saturday, December 1st in Odd Fellows hall. Five locals were represented. Interesting discussions on the membership drive and plans for a poultry meeting but action was deferred.

The resolutions committee composed of Paul E. Wilkins, Pete White and Ross Johnson submitted the following resolutions which were adopted:

Resolved, that a committee on roads and bridges be formed consisting of one member elected from each local in order that the Farmers Union may work as a unit.

We also favor the county union taking an active part in the game distribution.

We also favor the investigation of the salary of the County Health Officer.

Steps were also taken at this meeting to form a live-stock shipping association but the directors have not been appointed.

Officers for the coming year were elected viz: president, vice-president,

secretary, treasurer, doorkeeper, conductor. The executive committee for the ensuing year is composed of the following members: L. S. Hamilton, L. J. Hart and Pete White. A. O. Rice was elected delegate to the State Convention at Emporia with A. E. Watts as alternate.

W. E. HARDER,
County Sec.

STAFFORD COUNTY UNION HOLDS GREAT MEETING

The Ohio township Local Union was hostess last Thursday night to other Stafford County Locals the officers of the County Union and a few invited friends. The meeting was held in the Christian church tabernacle here, instead of at the regular meeting place in Ohio township, as the officers of the Local knew that the regular meeting place would not come near holding the crowd—and they were right, for a "count of noses" disclosed the fact that 427 were in attendance. Union Local had the distinction of having the most members and their families present—138. Livingston Local was second, with 112 present; Ohio Local third, with 70 present. Valley Center, a Local over on the Stafford-Pawnee county line, with a membership in both counties, had 36 present. Then there were a number of other Locals represented. The Stafford County Union is now conducting a "Booster Campaign" and the county officers were present—W. J. Spencer, president; E. E. Gard, secretary-treasurer, and Joseph E. Guyer, organizer. These gentlemen, with Ray Toland, local president, and Fred J. Curtis, secretary-treasurer of the Ohio Local and a number of officers of other Locals, among them W. W. Gillespie, president of the Livingston Local; George Speed, president of the Union Local; Chas. P. Johnson, president of the Valley Center Local; W. T. Buckle, president of the North Star Local, and Earl Hartnett, president of Liberty Local, occupied the platform and most of them made short talks.

President Ray Toyland presided and did a good job of it. A very good program had been prepared. It follows, but not in the order in which it was given:

Reading Lulu Wright
Musical Readings Ursula Nesbit
Miss Wanda Hall, Accompanist
Reading Winnie Smith
Violin Solos Melba Curtis
Marguerite Lickiss, Accompanist

Vocal Duet Radke Twins
Mrs. Radke at the Piano
Vocal Quartet Union Little Folks

Reading Merle Southern
Reading Ross Nelson
Reading Lula Waters
Reading Billie Reynolds
Reading Hazel Glowers
Reading Adada Clowers
Chas. Simpson, a representative of the Farmers' Union Insurance Department, was here from Salina and made a short, but interesting talk.

The St. John Municipal Band played several selections.

The Ohio Local people furnished a splendid cafeteria lunch at the close of the program, which was enjoyed by all.

A very large per cent of the farmers and others of the county interested in farming belong to some Local Union and the News believes this getting together by the farmers for their mutual benefit is a splendid thing. Up to the present time the benefits received have been principal.

Thursday night was the first time the News Man has had the good fortune to be present at one of these farmers' meetings and, after being privileged to be present, and note the splendid time our farmer friends have at these meetings, we can say, and say truthfully, that we are for them, good and strong.—St. John's News.

VOCATIONAL EDUCATION KEEPS BOYS ON FARMS DECLARES FEDERAL REPORT

More than 59 per cent of the boys who have received vocational education in agriculture in the public schools are now engaged in practical farming, reports the Federal Board for Vocational Education in a bulletin just issued.

In addition, 6 per cent are engaged

in occupations related to farming, while 9 per cent are enrolled in agricultural colleges, making a total of 74 per cent who are utilizing their agricultural training. These figures are regarded by the Board as a convincing proof of the practical value of agricultural vocational schools.

The report is based on questionnaires which were sent out to States under the auspices of the Federal Board. Replies were received from 35 of the States. These replies gave data on 7,552 boys who have left school with one or more years of vocational instruction in agriculture.

Rural high schools which do not give agricultural instruction show a much different result, according to the report. A survey of the graduates of 271 rural high schools in the State of New York who had not studied vocational agriculture showed only 3.6 per cent now engaged in farming. On the other hand, 45.2 per cent of the graduates of schools giving vocational courses in agriculture in the same State are reported engaged in farming. This figure is based upon a survey of 910 graduates. The same difference obtains in the other States, it is declared.

Another gratifying result from the teaching of vocational agriculture has been to encourage pupils to continue in the high schools for a longer period than they would otherwise have remained, says the Bulletin. The school "mortality" rate for students of vocational agriculture is only two-fifths as great as is the rate for all high school students. The result is greater efficiency and economy in the administration of the rural high schools, it is declared.

Since the passage of the Federal Vocational Educational Act in 1917, there has been a ten-fold increase in the number of pupils annually completing courses in vocational agriculture in the high schools, it is announced.

PLAN A COMMUNITY HOUSE.

Liberty Local No. 1938 of Stafford County held their regular meeting Monday P. M. December 4th as there were no cats nor program only a small per cent of the members were present.

An oil man reentering the Winters Oil Company explained and tested oils which took up most of the evening. A short business session was held, an executive committee was elected and instructed to canvas the membership for pledges for money to build a meeting house; a community building has been talked of and land offered to build on, but will not be undertaken unless sufficient money is pledged to justify.

A vote carried to change our meeting night from Monday to Friday, the change to start with the new year, our meetings to be the second and fourth Friday nights of each month. A drive for new members was suggested, to choose sides and the losing side furnish an oyster supper but no definite plan made.

North Star Local challenges Liberty Local for a rabbit hunt but scarcity of gunners and rabbits made it necessary to decline, other business was transacted and at a late hour we adjourned to meet Dec. 17th.

CONGRESSMAN LITTLE SCORES FALSE WHEAT CROP REPORTS

Instead of the farmers of the United States producing too much wheat they are actually not producing enough to take care of the domestic demand, according to Congressman Edward S. Little in the First Kansas district.

In a public statement Congressman Little says that when the farmers began marketing their wheat this year "it was authoritatively declared" there would be a surplus of 200,000,000 bushels in this country and 400,000,000 bushels in the world at large.

The farmers were, therefore, told they must accept from 70 to 80 cents a bushel for their wheat.

"As a matter of fact there was no surplus of wheat and wheat would have brought \$1.25 a bushel if the law of supply and demand had ruled instead of this wheat bubble," is Congressman Little's contention.

Congressman Little presents figures to show that the world crop this year will be 512,000,000 bushels below normal.

So far as domestic production is concerned he says this year's crop will amount to 781,000,000 bushels. Of this 86,000,000 bushels will be needed for seed 50,000,000 will be fed to stock, and we have already exported 500,000,000 bushels for domestic consumption.

The people of this country eat

about six bushels per capita. To satisfy this demand 670,000,000 bushels will be needed.

Therefore, the Congressman says the country is actually facing a deficit of 80,000,000 bushels of wheat, a situation which should mean high prices for the farmer.

The farmer will fail to get these high prices, however, because he has been deceived by the lying reports sent over the country and has been induced by the middlemen to dispose of his crops at a great loss.

CLUB BOY DIVERSIFIES

Valuable training and a lot of experience is being obtained by Kenneth Blythe, a club boy, in Arkansas, who is carrying out ten projects this year: Registered Jersey heifer calf, registered Jersey bull calf, registered Poland China sow pig, White Leghorn chickens, corn, soybeans, cowpeas, cotton, peanuts and sweet potatoes. He is growing Acala cotton to pay for his heifer calf for which he gave a note for \$116 in the spring and is growing crops to feed the calves, pigs and chickens.

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(F. U.) If Not Why Not? (J. A.)

The Murray Garsson Membership Prize Contest

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

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

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

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

Conditions of the Great Prize Contest

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

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

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

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

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

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

FOURTH—All County Unions contesting for the Murray Garsson Prizes must mail their reports to the State Secretary before midnight of December 31, 1923, and the post mark on the enclosing envelope will determine the date of mailing.

FIFTH—The award of Prizes will be made by a jury composed of the Officers and Directors of the Kansas State Union and shall be announced and the prizes paid not later than January 17, 1924.

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

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

C. E. BRASTED, Secretary.

JOHN TROMBLE, President

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