



THE KANSAS UNION FARMER

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Education

Co-Operation

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REPORT OF A. W. SEAMANS AT THE ANNUAL STOCKHOLDERS MEETING, FEBRUARY 2ND, 1927

MR. CHAIRMAN AND STOCKHOLDERS: I assure you it gives me great pleasure to come before you at this time and view the large attendance at this, the Third Annual Stockholders' Meeting—the largest attendance I believe ever witnessed at any similar meeting since the organization began to function.

It was about five years ago when the question of organizing a department to handle the dairy and poultry products of the Farmers Union members of Kansas was presented to the delegates at the Farmers Union State Convention. The action of that Convention, followed by organized effort on the part of Kansas Farmers Union State officials and those selected to assist in the establishment of the Farmers Union Co-operative Produce Association.

You have just listened to the auditor's report of the past year's operation of this organization. We hope it has met with your approval. Whether or not it has been a success is for you to determine. If it has been successful, you have had a part in it. Likewise, if it has not been successful, you have had a part in it.

I have made the statement before a number of other groups and I repeat it here again today that your Produce Association has had the advantage over some of your other state wide business activities in that it has had the benefit of their experiences. They have served as a signpost—a guide as to where—and thus aided in avoiding many costly mistakes. We have had valuable counsel from the leadership of these organizations. We have had the full support of these sister state-wide activities and their field representatives. This I think applies to all the state-wide business activities for the field men of each organization have gone out and boosted for all the other activities. The Produce Association has come in for its share or recognition in this line and it has helped very materially.

I believe you are all familiar with the relationship that exists between the Produce Association and the Jobbing Association and the reason for this affiliation. In fact, had it not been for the Jobbing Association, the Creamery might not have been in operation yet for, as pictured in Mr. Dunn's report, the Produce Association had only about \$15,000 of stock paid up at the time the Creamery operations were started. Had this been the only source of revenue, little could have been accomplished compared with the business actually done by your organization during the past year. It was thru the good will of the Board of Directors and the Jobbing Association management and their confidence in the Board of Directors and membership of the Farmers Union Co-operative Produce Association that the Creamery could be set in operation.

My report on the activities of the past year is going to vary somewhat from the type of report given at other meetings. The reason for this is that many of the delegates here today have attended the district meetings where they received quite a complete and detailed report of the activities of the Association either from one of the representative field men or a member of the Board of Directors.

I shall deal with the Produce Association and Creamery as one, dividing into departments and, if time permits, shall call on each one of the men in charge of the various departments to report on their particular phase of the work.

First, is the Organization and Educational Department the work of which is carried on principally by field men. A year ago at this time there were about ten men in the field. Later in the year that number was reduced to four. This field work has incurred a great expense. The fact that these men have been in the field accounts for the deficit that was incurred in organization expense. I refer to it as a deficit—in a sense it is, in the sense that it is not as it has meant building the program which has enabled the making of the profits which were made on Creamery operations. It was that course of reasoning that prompted Mr. Dunn to recommend spreading this organization deficit which had accrued over the contract period. However, there is quite a great possibility that in the next few months a good portion if not all of the deficit which has accumulated on organization expense can be cleared up. We have at the present time and have for the past several months only three full-time men in the field.

Our plan has been to increase where we could the membership at the stations where there is already a sign-up. This has not progressed as well as it might the past few months for the reason that people have been somewhat skeptical. They have heard the Creamery accomplished certain things but they did not know. There are a lot of "Doubting Thomases" who say, "We will wait and see what happens. If this venture should prove successful, we will become members late on." So in many cases our men have driven on thinking it useless to endeavor to increase the membership at those points.

However, there has been a growing demand on the outside from a number of stations where no work

along this line has been done asking for representatives to come in and establish a Farmers Union produce station. Some of them where there were no Farmers Union activities at all. Others where there was a Farmers Union but no produce station.

During the past year the membership of the Produce Association has been increased 955 members. At this time, therefore, there have been about twenty new stations established. By that I mean stations where there were no Farmers Union activities at all or stations where there was a Farmers Union Store or Farmers Union Elevator and a Produce Station was established in connection with that business. At the present time, there are at least a dozen very inconsistent demands for representatives to come out into the field and help in building the membership.

Second, is the Procurement Department. That is the department which has to do with collecting, concentrating and bringing in products. Our problem along this line up to the present time has been for the most part confined to cream. This department, so far as field work is concerned, has been in charge of Mr. Hatch, Field Superintendent of the Creamery. Being in charge of the field work in this department, Mr. Hatch's work is installing equipment; coaching operators; checking up on stations to see that they comply with the dairy law of the state and setting new stations into operation.

With the installation of the several new stations and the various difficulties that have arisen in the stations changing from the policy of the old line creameries to conform to that of the Farmers Union Co-operative Creamery, Mr. Hatch has been very busy. Keeping a number of stations running along harmoniously is not an easy task; however, many of the stations are well pleased. Some of them have shown very substantial net earnings and will be in position to pay patronage rebates from the handling charge received. Anything which is received from this source is in addition to what will be received from the Produce Association.

Of course, other stations are not so fortunate. There are a few stations at the present time which would like to see an adjustment made on the handling charge. I doubt if we will ever reach the point of one hundred per cent satisfaction. This would be an ideal condition but is not likely to be brought about.

We started out in this work a little over a year ago with only a limited knowledge of this phase of our problem but, after getting together with boards of directors, a number of the managers and working out what we thought would be a satisfactory arrangement, we started out to effect a uniform handling arrangement at all stations; viz., allowing the station—a handling charge of three cents per pound butterfat on the volume handled. The day operation began, twenty-four stations reported in with cream. At present, there are eighty-one stations under contract, all delivering, and we believe that, for the most part, the local station arrangement is proving satisfactory.

Third, is the Manufacturing Department. This department is under the supervision of Mr. Augustine. That he has proven his ability I think is self-evident. While he has been very successful in handling this department, he has had his problems and difficulties to cope with.

One of the major problems in the Manufacturing Department was securing the services of men who knew the Creamery business and in whom he could place trust and confidence. It was not hard to find men but it was to get men who did not think more of a dollar than they did the cause for which they were working. If my memory serves me correctly, five people who were employed during the past year have gone to other creameries because they were offered a larger wage. In some instances, these men have been gone but a short time before they returned and wanted employment again. We feel that the services of competent people are worth as much to the Farmers Union as they are to anybody else but, on the other hand, we cannot afford to get in position where the employees can dictate the policies. Therefore, when people come and make demands, unwilling to listen to reason, we have seen fit to replace them. On a whole, I feel we have a competent, trustworthy group of employees. This applies not only to the manufacturing department but thru out the organization.

The increase in volume has also presented a problem in the manufacturing department. At the beginning of the flush production season, it became necessary to add one additional churn, one additional vat and some other minor items of equipment. This necessitated increasing the floor space by making alterations in the buildings. Right at the present time we are confronted with the problem of having to make still further alterations to provide space for handling the increased business efficiently.

This department, like any new business, has had to pass thru the experimental stage. The first few cars of butter produced were not up to stan-

dard but now a very high quality of butter is being produced and sold at the market or above the market quotations. Just yesterday morning, we received a sales report on a car of butter shipped East showing that we had received one-half cent premium on, in other words, one-half cent above the market quotation. This has not been accomplished in a week or a month but over a period of a year. Mr. Augustine has been in the eastern markets, studied conditions and knows what the demands are. While there he met some of the prominent butter men in the trade and, as a result, obtained suggestions and information that has helped him in building a product to meet their demand. In endeavoring to do that, he has appealed to producers to produce a better grade of cream in order that they might get a better price. This call has been responded to very well but there is still a vast opportunity for improvement. As time goes on, we hope this condition will improve more rapidly and that, during the coming year, there will be a smaller percentage of off grade butter manufactured.

Fourth, is the Purchasing Department. We have co-operated with other existing co-operative organizations since the beginning in this department. The first equipment purchased for the Creamery was from the Minnesota Co-operative Creameries Association. On that purchase we received a return of some fifteen or sixteen hundred dollars. This last year we purchased tubs and such other supplies as were obtainable thru the same source which will also effect a considerable saving. We are endeavoring to purchase all supplies such as tubs, churns, etc., in quantities to effect the greatest saving.

Mr. Dunn mentioned to you the necessity of a healthy reserve to carry on the business successfully. This is indeed essential. I believe last year has made the fellow in the front line trenches "sweat blood" because of lack of finance to handle the increased volume of business. Fifth, is the office which has not been a small problem. It was not possible to get down to Dunlap's or any supply house and get a set of records built to meet our needs. Some ideas were obtained from other co-operatives, some from old line concerns and, from that information, in conjunction with information obtained from Mr. Dunn and his co-workers and Mr. Jarrett, office manager of the Jobbing Association, a set of records was set up which has been accepted and approved by Mr. Dunn and his men. From time to time we have been able to shorten the meter and several of the present records have the office work down on about as good a basis as we can get it under the present system. It is very possible we could use some machines advantageously, for instance, the posting machine, which would save several hundred dollars, might replace several people but that again brings up the problem of investment. However, as we continue to grow those things will have to be taken care of.

The office has been under the supervision of Mr. Schell and Mr. Stevens. Mr. Stevens, as assistant secretary of the Produce Association, has handled practically all the records such as stock and membership fees, etc. Mr. Stevens has been relieved of that work now and is placed in charge of the Egg Department.

Sixth, is the Sales Department which is presenting one of the most difficult problems with which we have had to cope. The first butter produced was shipped to commission merchants and very little butter until we realized we could not hope to make any headway on that kind of a sales policy. As has been explained at numerous other times, the commission charge is 18 per pound. On a minimum car of 15,000 pounds, the commission charge is \$2,700.00. By shipping to a commission merchant, we could not establish our identity either as to organization or quality. We had no way of knowing whether we were getting justice or not. In fact, we experienced some difficulty in getting men who did not think more of a dollar than they did the cause for which they were working. After analyzing matters very carefully from both the production and consumption standpoint, it was decided that we would place representatives in the eastern markets. I might say that has been one of the biggest problems for the Board of Directors to decide, I believe, for they were in session two days and part of three nights discussing the most part the sales program and sales policy. That was about the first of April. At that time, we employed Mr. McDaniel who is now representing Creamery interests in the East. He is there not only to represent the butter department but is going to handle eggs. In addition to that, he expects to be able to place a considerable quantity of flour for the Farmers Union mills of Wamego.

Seventh, the Egg Department, is just beginning to start operations. The first call was issued on January 10. Very few eggs were received that week. I think, to be exact, up to the present time we have shipped only four cars and received returns on only two of them. I am not in position to tell you at this time what the egg department is accomplishing. I don't anticipate that we are going to make anything for the first thirty or sixty days. We have been working under the handicap of a falling market. That is one thing that was adverse to starting out but we had to start sometime—why not now?

We might have waited until the

flush production and called in the eggs but, without the opportunity of working into the markets gradually, it might have been very disastrous. We have the consolation of knowing our grade is improving and, on the last car we shipped, we obtained a good grade and the top of the market. I have confidence in the people in the department; our salesman in the East; in the willingness of the operators at the stations to co-operate with us in putting up the eggs; and in the producers to produce better eggs. I believe we will soon be able to report the Egg Department as being on a paying basis.

Eighth is the Board of Directors. We have held our regular quarterly meetings during the year and, in addition to that, a number of special meetings to consider various problems as they came up. I want to say, however, that we have a group of leaders in which I have had any more confidence and got along with any better. We have endeavored at all times, from the management standpoint, to lay our cards on the table, taking into confidence the members of the board of directors on all problems we have had to solve. We have had some big problems and didn't all see alike but we have always come out together in the long run.

Ninth is the Poultry Department. I won't say much about that here but have a chart I want to show you. This department is not in operation; no steps have been taken to call in poultry. I don't know just how soon we will be able to do that. It depends upon financial conditions. At the present time, we have a building in view which can be obtained on a very reasonable basis. It is a question of being able to gain of our poultry until we can actually receive settlements on them.

Tenth, the Publicity Department. Mr. Webster, who is an employee of the Jobbing Association but who has had considerable experience on the outside in newspaper work has been writing a piece each week in the present columns at a very nominal sum. There hasn't yet been much publicity but we hope as time goes on take up more of that paper or establish some sort of a monthly bulletin. That is a matter for the board and membership to decide later on.

Now I want to present some charts which I believe contain facts and information that will be of interest to you.

(Presentation of Charts)
I don't know whether those figures mean anything to you or not but we discussed the matter at the last Board meeting and decided if you could get figures on a chart so that you could get the information without having to help you to understand what is being done. We expect to publish that information in the paper so you will be able to get it later on.

I just want to lay a little stress on that last chart—that of membership. We can see what has been accomplished. At the end of 1926, we had 955 members during the past year for 3,000 people. If every member here could go back and get an additional number of signers or be instrumental in increasing the membership at his station, we would soon have a membership of about 10,000. By enlarging on your own imagination, you can get some idea as to the possibility for the coming year if the membership were trebled.

I believe we can expect a very decided increase in membership in the next few months. The contracts were handed to me this morning by one of the delegates. We are going to make an appeal to the managers, operators and the membership to help increase the membership at their own stations. I don't mean by that that we expect to ask you to work night and day and work for nothing. We have no more right to do that than you have to ask us but, at the same time, such publicity as you can give among your neighbors and at your meetings, will be very helpful. I want to thank you, representative to your annual meeting. How much easier it would be to go out and put a sign-up campaign over in a few days if everybody helped a little than for two men to go out there and drive and see everyone individually. That is what we have had to do.

I want to thank you one and all for the splendid support which you have given during the past year.

A. W. SEAMANS.

APPESSIMISTIC GROWL.
"Man wants but little here below." This silly quotation always affects my brain cells so I'm filled with agitation; man wants the earth, and wants it fenced to keep his humble neighbor from taking his back against the glory of his labor. He wants to be the subject of the strongest admiration; he wants a place high up above the world's great congregation; he wants to be the richest man, also the greatest preacher; he wants to regulate life's plan for every fellow creature. Man wants to be the great I am, the lord of all creation; he does not care a tinker's damn what brings him to this station; he tramples on his neighbor's toes but tries to do it lawfully and if he's met with angry blows he thinks it's something awful. He wants to leave ten million bucks to found some dinky college, for educating worthless dunks in some new fangled knowledge; and when at last he leaves the earth, he wants the gold city to open wide with floods of money and since his praiseworthy ditty.

Of course these foolish lines may be a little pessimistic, but probe your heart and you will see that they are realistic.

A. M. Kinney.

WHAT'S IN A NAME?

There is no business where the name or style of a firm means so little as the livestock commission business. Brands or names of manufactured articles, if they have merit and are properly advertised and demand created for them, have real value. A commission firm sells service only, and as there are countless changes in the personnel of commission concerns, the service, of course, varies. So, there is really no value to be placed upon the style of a commission firm, regardless of pretty letterheads, big type literature, etc.

The Farmers Union Live Stock Commission sold more cars of hogs in 1923, 1924, 1925 and 1926 than any other firm on the Kansas City market. Four straight years of leadership. We did not do this because of our name. In total cars cattle, hogs and sheep handled every year we are right around the top, which also is not because of our letterhead.

We believe we carry over less live stock than any firm in business doing the volume we do. Our salesmen possess the faculty of sensing down markets and are not afraid to sell cattle, hogs or sheep billed to us. In other words, they have confidence in themselves and are natural traders. We have to have mighty good reasons for carrying over any stock as we know very well the market the following day has to be a good deal higher in order to establish the wisdom of such an act.

We never resort to circus advertising, neither do we exaggerate our capabilities in any sense, but do feel that an organization such as ours is deserving of our undivided support, not altogether from a co-operative viewpoint, but because by consigning to us you simply avail yourself of a type of service unexcelled on this or any other market.

Those who ship to us know of our ability as they have made the test, but to the feeders who have not yet availed themselves of the high-class work of the Farmers Union Live Stock Commission, it would be nothing short of good business to make that test. We are not at all afraid to have you make comparisons, but shall rely solely upon your own decision.

We welcome a line from you at any time, and will thank you for any information given us regarding your plans.

Market news from us is always conservative and of value to you in judging conditions from time to time.

We can better inform you if we know just the kind of stock you have and about when you plan on shipping. So, if we have no information as to the kind, age, weight of your live stock and how long fed, etc., a line from you will not only be appreciated by us, but you will be impressed with the advice received from us as they are always dependable.

Write to: U. S. A. LETTER, FARMERS UNION LIVE STOCK COMMISSION

Stock Yards Kansas City, Mo. Your Own Firm.

WHAT THE PEOPLE SAY

Opposes City Participation in Gas Tax

(Huron, Kans., Feb. 11)

Editor Daily Globe,

Dear Sir:—

"I have been much interested in the arguments appearing in recent issues of the Globe, in favor of allotting part of the money from the gasoline tax to the cities for the upkeep of the streets. Someone made the statement that 54 per cent of the gasoline tax was paid by residents of the cities. This is, in my opinion, a rash statement and one which is not borne out by facts.

"It is a well known principle, and is quite well understood by business men, that all expense of selling merchandise is part of the cost of doing business and is added to the selling price of the goods. A man or company in business buying and selling merchandise, or a manufacturer making merchandise for sale can not be taxed, for they pass on this tax to the consumer in increased prices for their goods.

"I believe a large per cent of Atchison's business is manufacturing or wholesale business, and of course they have a large expense of traveling men who buy and use a great deal of gasoline; but the gasoline tax as well as the cost of gasoline itself in the end, is paid by consumers who in this instance are mostly farmers.

"This principle holds good to some extent with the retail business; but here competition is stronger and has some effect in holding down prices, and retail dealers are not always successful in passing along all of the tax assessed to them. Doctors, lawyers, dentists and other professional men are very successful in slipping from under taxation and passing it along.

"About the only people in cities who are unable to escape taxation are the ones who sell their labor direct, or the ones who are living from fixed incomes.

"Now the farmers, when they are taxed, because they are unorganized, are unable to fix the price either on what they buy or what they sell, so they have to dig down in their ragged overalls and pay.

"It seems to me that it is a selfish attitude for cities like Atchison to try to grab part of the gasoline tax when it is needed so badly on the country roads, and these country roads nearly all lead into these same cities which are facing the farmer immediately.

Another fault of the bill is, we are told, that the firm producing will be sold cheaper in Europe than at home. In other words, farmers will get a premium on their export. All the big manufacturing corporations of America, however, are exporting and selling their products abroad cheaper than in America.

I have seen a list of 57 big corporations that are selling their products

TEXT OF BERGERS SPEECH ON THE FARM RELIEF BILL

Farmers Had to Pay for U. S. Going Into War.

Following is the text of the address delivered by Congressman Victor L. Berger on the floor of the house on the McNary-Haugen farm relief bill.

Mr. Berger.—Mr. Chairman and gentlemen, I have listened to the arguments and have read the literature on the various bills intended to remedy the sore plight of the American farmers, and I admit that it was not an easy task to make up my mind.

You see, it is this way: Whenever I heard the critics of the McNary-Haugen bill point out the weaknesses of that measure and prove that it is economically unsound, that it is hard of execution, and that it will help very little, and even that it could be only temporary, I felt that I had to agree with the critics.

And then when I listened to the arguments of the proponents of the bill, showing up the shortcomings and impossibilities of the other two bills before the house—the Aswell and the Crisp bills—I was in the same position. I could not help but agree.

Recalls Case of Justice.

In short, I found myself in the position of that "Pennsylvania Dutch" justice of the peace who listened to the lawyers in a damage case. He agreed at first with one of them and then with the other. And finally he said that they were both right, and decided that the constable had to pay the costs. (Laughter.)

In this case the critics on both sides seem to be right, and the people will have to pay the cost. (Laughter and applause.) Thinking the matter over, however, I thought that of the various evils before us it might be wise to choose the smallest. And I believe that the McNary-Haugen bill in its present form is the least dangerous. (Applause.) And it also possesses a virtue which none of the speakers has so far pointed out.

Requires No Subsidy.

Mr. Chairman, I admit that when the McNary-Haugen bill was up last year I voted against it. I was not quite sure at the time that I did right. I am going to vote for it now, and I am not any more certain that I am right now.

The fundamental differences in the bills before us are as follows: The Crisp and the Aswell bills require a direct subsidy from the United States treasury while the Haugen bill does not. (Applause.)

The Crisp bill makes it directly and definitely a price-fixing measure. The Haugen bill does not. (Applause.) All the farmers' friends are opposed to the Crisp and Aswell bills. They prefer no legislation at all to those. It is not more credit that they want; they want to dispose of their surplus. (Applause.)

Policy of Orderly Marketing.

The Haugen bill makes for continued policy of orderly marketing. The Crisp bill wants to function in certain emergencies only. The Aswell bill will turn it over to a government corporation. The Aswell bill is the most "Socialistic" bill, but it is the devil's own Socialism. (Laughter.) Complete political control is established by both the Crisp and the Aswell bills. In the Haugen bill the farmers' organizations will control. And if they make a failure of it they can not blame anyone else. (Laughter and applause.)

Neither the Aswell nor the Crisp bill provide for a restraint on overproduction through an equalization fund. The Haugen bill does.

Of course we must admit that a great deal of logrolling has been done by the adherents to the Haugen bill. Considerable swapping of votes has taken place. Cotton was taken in, Tobacco and even rice are considered as farm products. (Laughter.)

Logrolling in All Big Bills.

But, logrolling takes place in the passing of all big bills.

I can understand why even the country bankers should be so interested in this measure, especially in states like Iowa, Kansas and Nebraska, where the farmers can not pay up their mortgages and can not even pay interest on them, and where bank failures have become epidemic.

Mr. Howard, Not in Nebraska.

Mr. Berger. Some of them are in Nebraska. I have a list here. The Haugen bill will undoubtedly also get some Democratic support, for the simple reason that the Democrats will want "to put the president in a hole." The president will either have to sign the bill and thereby repudiate the position he took in the past, or he will have to veto it and face that great Panman farmer, Frank Lowden, of Illinois, who farms the Pullman porters, as the farmers' favorite son. (Laughter and applause.)

Sell Cheaper Abroad.

The greatest danger of the Haugen bill is that if it should be successful it will still further encourage overproduction of the staple products. Of course, that is not a danger that is facing the farmer immediately.

Another fault of the bill is, we are told, that the firm producing will be sold cheaper in Europe than at home. In other words, farmers will get a premium on their export. All the big manufacturing corporations of America, however, are exporting and selling their products abroad cheaper than in America.

I have seen a list of 57 big corporations that are selling their products

cheaper in Europe than they are here, so if the farmers will do this, I will forgive them.

Mr. Wefald. Especially the Harvester Co. The gentleman is right.

Mr. Berger. Especially the Harvester Co. The gentleman is right.

Besides, in the case of the Haugen bill, this fault is in reality a virtue, as I shall show later on.

Why the Present Overproduction.

Everybody agrees that the present overproduction of 30 per cent in wheat, of about 30 per cent in cotton, and of more than 20 per cent in other farm products is caused mainly by the fact that since the war we have lost our European markets, especially the English and the German markets. As a matter of fact, there were less foodstuffs produced in 1925 in the world than there were produced in 1913.

So these people need our grain and our farm products as much as ever, or more than ever, only they can not buy because the war has ruined their buying power. And both in England and in Germany the working class now must exist nearer the starvation line than in hundreds of years in the past. Our farm problem is simply a question of finding a market for the surplus of our farm products.

Make Them Good Customers.

By making it possible for these working people of Great Britain and Germany and other European countries to buy their flour and their meat cheaper we not only enable them to get on their feet again, and in course of time become good customers again, but we are also doing a very humane and Socialistic thing. And that is the main reason why this time I am going to vote for this bill, especially since it has been improved.

The following thought also deserves attention:

We had no real cause for getting into the World War. Without our help and interference—which practically took place the very first day the war started, because we sold munitions and war materials—the war would have ended about three years sooner, and it would have ended in a "draw."

We got nothing out of our interference in that war, except 123,000 dead, about 200,000 maimed, and a war expense of about \$40,000,000,000. Our reward was prohibition and the "flu." And we earned the hatred of every nation.

Pay for Sin of Interference.

All participants would have gone back to work in 1915 if our munition makers and profiteers had not kept them in, and Europe would have been in its feet a long time ago. And our farmers would not have lost their markets.

It is only a matter of plain international justice that we should pay for the sin of our interference. (Laughter.)

Now, who is to make the profiteers pay? They are the real patriots—they own the "patria." And they did not make us go into the war to pay out a part of their profits again. They are "patriots" because they can make other pay.

The American working class, at least as far as it is organized, will all resist, although the profiteers are very willing to have the workers pay in the form of lower wages and longer work days.

Farmers Had to Pay.

Under these conditions, as a natural consequence, the farmers, who are very poorly organized, had to pay through the loss of their markets for the sin of America going into the war.

Mr. Sabath. When the gentleman says the farmers were not patriots—

Mr. Berger. Oh, no. I say they were patriots.

I think that it is very unjust to make the farmers alone pay for that sin. I am willing that we should help to atone for the war sin by paying the farmers the export premium. I am willing that the European working people shall have bread cheaper than we have ourselves. I am for the Haugen bill.

We are always told that this is the richest country in the world. According to the conservative estimate of the commerce department, we have accumulated more wealth in the last 12 years than all of England accumulated in the whole 1,000 years of her existence.

U. S. Wealthiest of Nations.

The national wealth of England is \$100,000,000,000; of Germany, \$40,000,000,000; of France, \$52,000,000,000; of America, \$321,000,000,000. The United States today boasts of as much wealth as England, Germany, France, Italy, Belgium and Japan combined.

Now, what is the use of being the richest country in the world if you can not be charitable?

I shall vote for the Haugen bill as a measure of charity and justice to our European workers and justice to our American farmers.

Nor is the giving of legislative aid to certain classes a novel procedure. It was always given to the manufacturers. In fact, the tariff walls that we have erected since the very beginning of our national existence were simply put up as a protection to the manufacturers.

Charitable to Railroads.

It was always given to the railroads in innumerable land grants, subsidies, and other forms of government bounty.

We have always given liberal aid to the bankers; hardly a session passes but what we exact some bills for their benefit.

(Continued on page 4.)

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

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

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

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



THURSDAY, MARCH 3, 1927

MORE MILLIONS FOR JUNK

The president has asked for a conference or reduction of naval armaments. It is now almost certain that his proposal will be politely and diplomatically turned down. This will be taken as an argument for building more ships and for larger appropriations for the navy. In existing conditions building more war ships is merely entering into contracts to make future deliveries of junk to the scrap iron merchants of the world. Of course this will be done by men who regard themselves as extremely patriotic and doubtless believe that national security depends on increase in naval strength.

In discussing the president's proposed conference the Washington Post, always an advocate of a greater navy, says:

The four powers invited by President Coolidge to negotiate for limitation of naval armament are preparing to send in polite replies, in which, while praising his effort to promote peace by disarmament, they will severally demonstrate that further curtailment of armament is impossible. The Japanese premier has told the diet that Japan can not reduce her present naval armament. His words were: "Japan's present military and naval forces are necessary to maintain and protect Japan's existing position and rights."

Premier Briand of France is expected to reply that it is not practicable to separate the elements of defense by entering into an agreement to limit naval armaments. The French government has repeatedly stated its position. It holds that national defense consists of many factors which must be considered together and with relation to each other in order to determine whether or not a nation is properly protected. In this position France is supported by a majority of the nations of Europe.

The British government has not yet fore-shadowed the nature of its reply to President Coolidge, but it is known that Britain will not consent to the scrapping of existing and authorized cruisers. Hence, if an agreement is to be reached, the United States must be allowed to build more cruisers if it is to equal Britain's cruiser strength. And if Japan is to retain her present strength, the United States must build many more in order to reach the ratio strength of 8 to Japan's 3.

Italy is behind the other four nations in naval strength. The Italian program roughly contemplates a naval strength equal to that of France. Therefore Italy would claim the right to build more, rather than less, if a naval limitation treaty were negotiated.

The net result of the proposed negotiation, if successful, would probably be enlarged building programs on the part of the United States, France and Italy, to reach a proper ratio with Great Britain and Japan.

In 1922 the British delegates at the Washington conference would not agree to Secretary Hughes' suggestion that the status quo be fixed. In order to reach an agreement, the United States was compelled to scrap several hundred thousand tons of ships. Now that British naval strength is greater than that of the United States, it is intimated from London that the British government would be willing to agree to fixing the status quo. That would mean, of course, the permanent superiority of the British fleet over any other.

It is beginning to be apparent that if the powers concerned escape from the difficulties raised by Mr. Coolidge's proposal without increasing international tension they will be very fortunate. Two of them do not intend to reduce their naval armaments, and two others intend to increase them. In each case the government is supported by its people, and the United States has no reason to find fault with their policy.

In every instance the idea of naval competition is disclaimed. Each government contends that it is providing solely what is necessary for its national defense. Inasmuch as it is not the duty of the United States to prescribe what another nation shall do in providing defenses, it may be that the net result of the conversation will be the wise conclusion that the United States should do what other nations are doing—that is, build ships according to its needs. Let all nations be taken at their word when they say they are not trying to outbuild others; but at the same time, let this government take care that no nation outbuilds the United States.

IOWA ASSOCIATION TO GO ON A POOLING BASIS

About 450 members attended the annual meeting of the Des Moines Co-operative Dairy Marketing Association, held in Des Moines, January 11. The report of the general manager showed that the membership had increased during the year from 1,260 to 1,711, a total increase of 451, and one of the present problems of the organization was to control the membership, as applications were being received every day.

The quantity of market milk sold to distributors in 1926 was 28,368,940 pounds, compared with 20,671,114 pounds in 1925, an increase of 7,697,826 pounds, or one-third, sold as market milk. The remainder of the milk was sent to the surplus plant for manufacture into various products. During the ten months the plant has been in operation it has handled a total of 7,513,444 pounds of milk. It is estimated that this plant has paid the producers \$15,026 over and above what they received in the past. All the distributors to whom the association sells milk now buy their supply of market milk from the association.

The auditor's report showed that the association had a net worth of \$32,746, represented by surplus of the same amount.

After much discussion it was voted unanimously that the association should be put on a pooling basis.

Among the new undertakings of the Farmers' Equity Union for 1926 was the launching of the Illinois Equity Exchange Company at Effingham, Ill., which receives and markets eggs, poultry and other products for its members. It occupies a new building 48x96 feet in size, two stories in height with a full sized basement. Modern cooling and refrigerating equipment has been installed, that eggs and dressed poultry may be kept in proper condition while awaiting shipment to the consuming centers.

WE, US AND COMPANY

The organized farmers and co-operators of Kansas and the country must learn to say "ours" when they talk about the various enterprises that we have established and that we are conducting with such fine results. There is not a porter, messenger, janitor or scrubwoman employed by the Armour Packing Company that does not employ the possessive in talking about that great concern. From section hands to executive officers, the employees of the Santa Fe, the Union Pacific and the other great railways of the country use the first person, plural possessive, whenever they refer to the business with which they are connected.

Co-operators acquire the habit of using the possessive only after years of experience. Farmers constantly speak of their own elevators, stores and other enterprises as "theirs" and of the directors and managers as "they." This is all wrong. As members of the Farmers Union we should constantly bear in mind that we have a great bank, a helpful live stock commission company, a successful jobbing association and a very profitable creamery and produce marketing agency at Kansas City. We should keep constantly in mind that we have a state Union with headquarters at Salina, that we have our own auditing association, and that operate the most successful, the largest and most profitable pair of mutual insurance companies in Kansas and that we have our own rapidly growing life insurance company. In every locality in which there is a chartered business association in Kansas, and there are around 500 such places, we are engaged in a business that is our very own and that it is a singular and discouraging lack of pride to refer to as "theirs."

This is a matter that should be discussed in our locals. Every member of the Union should realize that he is a partner in every one of the co-operative enterprises that we have established in Kansas. And above all members of our organization should learn to speak of the Kansas Union Farmer as "our" paper. Let us watch ourselves in this matter. It might be a good thing to arrange that every member of the Union who refers to the state official family, the directors of our state-wide co-operators or of our local enterprises should be taken out and shot at daylight.

If the McNary-Haugen bill fails to become a law, as now seems certain it should have the good effect of solidifying the organized farmers of this country into a more effective effort to solve their problems by co-operation.

FARMERS FEDERAL AGENCIES

The federal farm loan system and the federal intermediate credit banks have no reason for being unless they are able to do things for agriculture that cannot be done through local credit and financial institutions. No one at all familiar with the facts will for one moment deny that both of these great agencies have rendered and are rendering services of inestimable value. There are some things, however, that are badly needed that have not yet been undertaken by the Federal Farm Loan Board which is the governing body of both of these agencies.

Here in Kansas and in every other agricultural state there are elevators, creameries and mills that have been built and are being conducted by the farmers. To a very large extent the capital invested in these enterprises has been borrowed from local banks. Such loans are not good banking service even for the farmers who seem to be the beneficiaries thereof. The interest rates are higher than the business justifies. The paper has to be constantly renewed. It must be endorsed individually by men who can ill afford to jeopardize their own interests. It absorbs capital that should be available for use in farming operations in the community. It freezes up a considerable volume of banking resources into non-liquid paper.

President Tromble of the State Union and President Trull of the Farmers Union State Bank have both been active in trying to get the Federal Farm Loan Board to work out some method that will enable the intermediate credit banks to handle loans that represent the cost of elevators, mills and creameries. They have been met with the objection that the service of the credit banks can be rendered only for agricultural purposes and that building and operating an elevator or a creamery is not an agricultural function. This position is palpably wrong and unjust. It has its roots in the old idea that the farmers business is production only

ly and that the business men of the country will attend to the distribution of the crops after they are made. All wrong, of course. An elevator as a delivery station for marketing grain is just as necessary as a part of farm equipment as a granary for storage at home or as a combine for threshing.

A co-operative creamery is an agricultural agency and the money invested in it is being used for agricultural purposes just as truly as are the investments in milk cows and dairy barns.

Brother Trull has just returned from Washington where he spent several days in a very persistent, intelligent and we hope successful effort to show the Federal Farm Loan Board its duty and start it to doing it in several matters now very important to the farmers and bankers of Kansas.

The effort to transfer elevator paper from local to federal land banks or federal intermediate credit banks is in the interest of banks to as great an extent as it is to farmers. There are several millions of dollars of good banking resources in Kansas now tied up in non-liquid loans to elevator associations. The federal agencies should use their financial power to thaw out that frozen credit and restore it to circulation in Kansas. We all believe that Brother Trull and Brother Tromble have accomplished the purposes of their visits to Washington but we cannot be sure until we know just what the Federal Farm Loan Board proposes to do about it.

WASHINGTON WAS A FARMER

Very few people know that in addition to the many other callings that he followed George Washington was always a farmer and always took the greatest pleasure in managing his farm, the best work in the country at that time, in such a way that it always returned a profit. In discussing this phase of the life of our first president our last president recently said:

"When 16 he became a surveyor and for four years earned a living and much experience in that calling. Although considerable has been written about it, not many people think of our first president as an agriculturist. He prepared a treatise on this subject. Those who have studied this phase of his life tell us he was probably the most successful owner and director of an agricultural estate in his day. A visitor in 1785 declared 'Washington's greatest pride was to be thought the first farmer in America.' Toward the end of his life he wrote:

"I am led to reflect how much more delightful to an uneducated mind is the task of making improvements on the earth than all the vain glory which can be acquired from ravaging it by the most uninterrupted career of conquests."

"He always had a great affection for Mount Vernon. He increased his land holdings from 2,500 to over 8,000 acres, 3,200 of which he had under cultivation at one time.

"His estate was managed in a thoroughly businesslike fashion. He kept a very careful set of account books for it, as he did for his other enterprises. Overseers made weekly statements showing just how each laborer had been employed, what crops had been planted or gathered. While he was absent reports were sent to him, and he replied in long letters of instruction, displaying wonderful familiarity with details. He was one of the first converts to the benefits of scientific fertilization and to the rotation of crops, for that purpose making elaborate tables covering five-year periods. He overlooked no detail in carrying on his farm according to the practice of those days, producing on the premises most of the things needed there, even to shoes and textiles. He began the daily round of his fields at sunrise, and often removed his coat and helped his men in the work of the day."

TWO BIRTHDAYS CELEBRATION

Washington and Lincoln were each born, in February, one on the 22nd, the other on the 12th. One of the big weekly magazines has been discussing the relative greatness of these two men. Here is a question for debate in your locals that is always interesting:

Resolved that Abraham Lincoln was a greater man than George Washington.

And here is another of the same sort: Resolved, that Benjamin Franklin contributed more to the spread of scientific knowledge than any other man who has yet lived in America.

ADVERTISE IN OUR NEWSPAPER

For quite some time we have not said a word about the value of advertising space in our paper and the obligation that rests on members of the Union to make use of such space for selling and buying. There are not half enough advertisements of Farmers Union enterprises in Kansas. Every chartered co-operative association that uses our name should carry a card of some sort in the columns of our paper. The expense would not be great. Five dollars a month will buy ample space and space that can be profitably used. If our own institutions would support the paper with a reasonable amount of advertising all would be helped. The readers would get a better paper, the advertisers would build up a broader market and the members of our organization would soon learn just where to buy and sell through their own agencies.

Then there are the members of the Union all over Kansas who have one thing or another to sell to their fellow members. Eggs for hatching, poultry and hog breeding stock and scores of other things are now being bought by wide awake farmers who study the classified advertising columns of the big so-called agricultural press. We have room for many more classified ads in this paper. Fill up all the available space and make the Kansas Union Farmer a market place for members of the organization.

QUESTION FOR DEBATE

Mutton and wool nearly always bring high prices. Resolved, that every Kansas farmer with as much as twenty acres of pasture should keep a band of at least 30 sheep.

CLIPPINGS AND COMMENT ON NEWS OF THE WEEK

Policies

Becomes More Costly

With each succeeding year. We were told that savings in the administration of criminal laws and economics in keeping place and order would much more than compensate for the losses of revenues resulting from prohibition. The reverse situation is presented in the following editorial from a leading Washington daily:

"The census bureau in a survey taken in 274 representative American cities found that they spent more than \$220,000,000 in 1925 for the maintenance and operation of police departments, courts, correctional institutions and the agencies connected with them. Of this sum police departments required \$157,000,000, per capita expenditure of \$3.86. The administration and maintenance of the District police department cost slightly more than \$2,400,000, or a per capita of \$4.96, almost double the cost in 1915.

"The deductions may be drawn from the fact that the local per capita expenditure for police is \$1.10 above the average for other cities throughout the country; first, that the Washington force is larger than the average, or second, that it is better paid. Either condition should tend to place the District toward the bottom of the list of crimes committed. Furthermore, Washington should not be a difficult city to police properly, for the streets are wide and, in comparison with those of other cities, well lighted. During the past few weeks, however, Washington has stood near the top of the list of crimes committed per 100,000 population.

"Possibly, of course, the per capita police expenditure figure for the country as a whole is reduced considerably by the number of smaller communities listed in which an extensive police force is not needed. Washington stands so far above the average, however, that this excuse apparently would not hold water. Something is out of line somewhere, and an explanation would not be out of order."

Thomas A. Edison celebrated his eightieth birthday by taking a ride in the tin lizzie recently presented to him by Henry Ford. It is certain that the old gentleman is still vigorous in body even if his mental powers are waning.

Japan Is Willing to Talk

Over the possibility of cutting naval expenses by curtailing the construction of new war ships but wants it understood in advance that she will agree to nothing that requires her to reduce her strength. The following dispatch from Tokio states the Japanese position:

Premier Wakatsuki told the upper house of the diet today that Japan's "present military and naval forces are necessary to maintain and protect Japan's existing position and rights."

"Unless there is a marked change in Japan's international position in the world's general condition in other similar circumstances, Japan must maintain her present strength on land and at sea."

The premier's statement was in reply to interpellations in the diet concerning the proposal of President Coolidge to world powers that another conference be held to consider further reductions of naval armament.

Particular interest was attached to the premier's statement because of the interview given yesterday to the press by Minister of the Navy Takarabe, in which the minister said:

"One thing may be justly emphasized, and that is that the Japanese naval force is at present at a minimum for defense purposes, and there fore can no more menace other powers than can American land and air forces, such as President Coolidge assured in his memorandum."

But, said Minister Takarabe, the naval authorities will not hesitate to participate in conference for further limitation of armament, "provided the agreements are to be concluded on fair principles and in such way to guarantee the safety of the empire's state of defense."

The most convincing arguments in favor of the McNary-Haugen bill continue to be made by the opponents of that measure. Measures, like men, are sometimes best known and most fortunate in the enemies that they make.

France Is Not Receptive

To the presidents proposal to hold another international conference for the purpose of further checking the construction of warships. It is the opinion of the rural of that republic that nothing should be done to enlarge her supremacy as a military power. England, America and Japan may dominate the seas but France proposes to lead on land and catch up at sea as soon as possible.

The French position is fairly well outlined in the following dispatch from Paris in which faith in the League of Nations is expressed:

France's reply to President Coolidge's naval armament memorandum will reject the proposed method of procedure. It is said that the best informed circles. Foreign Minister Briand and his collaborators are working on the reply to have it ready for the cabinet meeting tomorrow.

The reply will omit reference to the merits of the disarmament question, being limited to a discussion of the complication which, it is contended, would result from taking the matter out of the hands of the League of Nations, and objections to

separating naval disarmament from the general disarmament scheme.

If the legal fraternity has enough votes no one but a lawyer will be eligible for the office of probate judge in Kansas after this session of the legislature is through with its work.

England Unlike France

Appears to be willing to meet President Coolidge at least half way in his proposal to further restrict and limit military strength. Of course our British friends are more receptive than the French to suggestions for reducing expenses. England is paying her debts to this country while France is only making idle gestures in this direction. The militant French republic can maintain a good many regiments and ships with the defaulted annual debt payments due to this country.

It seems, however, that the English government needs just a little prodding in the matter of the armory and the following story by wire from London indicates that, as always, the prodger's in parliament are on the job:

"President Coolidge's proposals for further naval reduction brought out numerous questions in the house of commons today regarding the British government's attitude, but the questioners had to be content with Premier Baldwin's reply that the proposals were 'receiving most earnest consideration' and that it was too early to make a statement."

"Capt. George M. Carro-Jones labor, asked whether Premier Baldwin did not realize that a prompt and wholesale acceptance of President Coolidge's idea would be much more valuable than a tardy reply."

"The premier pointed out that the communication had been received only last Thursday night and added that there were many considerations which had to be borne in mind over which the cabinet had no control. Rennie Smith, also a laborite, asked whether the premier would not consider restricting cruiser construction in this year's estimates in view of the fact that such 'pressure is being brought to bear on the American side to induce President Coolidge to embark on increased cruiser construction.'"

"Premier Baldwin replied that reduction in cruiser construction was under consideration."

The proposal to give the governor of Kansas a four year term should be adopted with a provision for ineligibility for re-election. Our present two year plan requires the governor to use most of his first term playing his politics necessary to secure a re-nomination.

Professors

Are Studying Farm

Marketing problems and agriculture should not decline any ad offered by these closest co-operators and library learned doctors of political economy. Here are some comments that may be interesting:

"The Southern rural credit system based on crop mortgage has been the farmers' greatest stumbling block, according to N. D. Bonham, assistant professor of business administration at the University of Alabama. Prof. Bonham declares co-operative marketing has shown remarkable results in Alabama, but believes it has not had sufficient time to demonstrate its ability to solve the cotton growers' credit problem."

"Holding that farm marketing organizations can control price only as they control acreage and production, C. E. Roloff, assistant director of extension work in the College of Agriculture at the University of Tennessee, declares farm relief legislation, the next experiment, is an artificial method to correct an artificial situation."

"The hope of the American farmer lies in self and co-operative marketing rather than attempts to secure Federal aid by means of price fixing or loans or purchases of surplus crops, in the opinion of W. E. Roloff, professor of economics at the University of New Mexico."

"F. B. Bomber, of the University of Maryland, credits co-operative marketing with wielding a powerful influence on commodity prices. Its chief value, he finds, is in stabilizing rather than boosting prices."

"Marketing associations are having little effect on maintaining a fair price level for Texas crops, according to V. P. Lee, head of the department of marketing and finance at that State's A. and M. college. Prof. Lee believes however, that farmers selling through pools gain over a period of years."

"Discussing results of withholding crops from the market, Prof. George McCutchen of the department of economics at the University of South Carolina, says the commodity price is not affected thereby. As the speculative interests know that the cotton will be available during the crop year, the price for the year's supply is made on the basis of that knowledge, he adds."

The Kansas legislature has not yet realized that the men who make the state constitution turned out a job that was planned to last forever. The old document may not mean very much among friends but it is here to stay.

Fisticuffs

Have so Little Standing

As arguments are useful in debate that only one professional prize fighter has ever been elected to con-

gress. The Hon. John Morrissey, a heavy pugilist just before the time of the late lamented John T. Sullivan represented a New York district in the house of representatives for several terms but he used no striking arguments in debate.

Amateur fighters, however, have never been barred from the halls of our national legislature and not a few bouts between belligerent members have been staged in the cloak rooms and corridors of the capitol. Nothing funnier ever happened than a couple of encounters that were pulled off last week. Here is an eastern comment on the now historic mill between Strong and Tinscher of our peaceful state:

"In the senate on Saturday, Senators Glass, of Virginia, and Wheeler, of Montana, tried to fight. The Virginian flung at the man from Montana that ugly little word, Peacemakers happily prevented black eyes and broken noses. In the house, almost at the same hour, that same little word was passed by Tinscher, the huge-bodied of Kansas, to Representative Strong, also of Kansas. Peacemakers again intervened. There were no casualties in either chamber. So history repeats itself. Yet is there a way of varying a little with the years. In 1841, when the question of slavery rose in dramatic fashion between Representatives Wise, of Virginia, and Stanley, of North Carolina, these hot-blooded Southern gentlemen were allowed to fight it out on the floor, to the great delight and applause of their colleagues. Now there is always a sergeant-at-arms or some peacemaker around to interfere. Congress is not what it used to be when the House was less tamed, and before the Senate became one of the most comfortable and exclusive 'clubs' in the world."

The world is not in such dire moral straits after all. The best selling books last year were the Bible and the Prayer Book of the Episcopal church. Bruce Barton's "Man That Nobody Knows" and "Book that Nobody Knows" out sold any novel that was published in the United States.

Disarmament Is Still On a Hope

Cherished by men who know that force is futile and that in the last analysis all disputes between sovereign nations must be settled around conference tables and that such conferences are much more likely to yield good results if held before any of the participating powers have been humiliated by defeat or made ever so great by victory. Commenting on obstacles in the way of the arms parley proposed by the president the Philadelphia Public Ledger says:

"Great Britain is expected to make a favorable reply to the memorandum on naval limitations sent by President Coolidge to the great naval powers. So is Japan; but France intimates the invitation will be accepted unwillingly and with 'very serious reservation.' Italy's comment thus far is wholly critical, hostile and wholly unfavorable. If the great proposal fails, the blame must rest first upon France and then upon Italy."

"Its fate now swings in the balance. The opposition of the two Mediterranean Powers is the greatest obstacle to the naval conference. The Italians insist that their right to build submarines not be restricted. They may be willing to limit cruisers, but not destroyers or submarines. It was the French insistence on submarine-building that prevented the Washington Conference of 1921-1922 from restricting auxiliary ships. The French insist there must be a general disarmament applying to land, sea, air, industrial and economic forces if any action is taken."

"If the French and Italians will listen to reason, the conference can succeed. If not, the inevitable result will be another armament race. That is evident in the American Congress. When the President's memorandum was made public last week, the cruiser-building program stopped. If France and Italy delay or defeat the proposed parley, that program will be pushed with vigor and determination, regardless of White House opposition. If Rome and Paris wish to bring the United States into a building race, they are using the right tactics."

War will never go clear out of style until all the fighting nations agree that the age for compulsory military service shall be from 50 to 65.

FARM TO CITY

Going up the street just now is a chap who five years ago was a likely looking lad on his father's farm. The farm was lost. The boy wanted to live somewhat as the town boys lived. He finally left his day and today he is a bootlegger, breaking a basic law of the land, corroding the stomachs of the human family with poison, causing the weak to forget some of their troubles, but above all, he has become a parasite on the community. It all happened by reason of an unjust system. Some of the dross and driftwood caused by this maelstrom of human experience which leads men from the paths of service into a desire for profits—Colorado Union Farmer, E. T. Howard.

NOTICE TO MEMBERS.

The latest constitutions are for sale at this office. You can settle many arguments if you carry one in your pocket. Write to C. E. Brasted, Salina, Kansas, Box 51 enclosing 5c for the copy that is waiting for you.

