THE KANSAS UNION FARMER

Organization Education Co-operation

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Pooled Wheat Handling Costs Are Less Than Old Line Elevator Charges

Wm. J. Brown, President of the American Wheat Growers Associated, in an Open Letter Challenges Statements to the Contrary Made by James R. Howard, Former President of the American Farm Bureau Federation, in a Recent Speech Made in Winnipeg

TO ALL DIRECTORS OF AMERICAN WHEAT GROWERS ASSOCIATION, INC.

Dear Sir:

Some time since, Mr. James R. Howard, former President of the National Farm Bureau Federation ,and now President of the National Transportation Institute, made a speech at Winnipeg and elsewhere in Canada, wherein he made considerable criticism of the possibility of successful co-operative marketing of wheat, and also criticised the expenses of operation of the various state associations, quoting speecific figures. He also criticised the average price paid to grower members.

I wrote a letter to the Manitoba Co-operatives replying to his arguments. Thinking that this matter might be of interest to you, I herewith enclose you a copy of that letter.

If you desire further copies, please advise this office.

Yours very truly,
WM. J. BROWN,
President.

Mr. F. W. Ransom, Secretary,
Manitoba Co-operative Wheat Producers, Ltd.,
103 Victory Building,
Winnipeg, Manitoba,
Canada.

Dear Mr. Ransom:

Your esteemed favor of the 21st inst., enclosing clipping from the Winnipeg Tribune of February 21st, 1924, quoting from address of Mr. James R. Howard, now President of the National Transportation Institute of Chicago, before the Canadian Club at Winnipeg, has been received.

I thank you therefor. I note that you desire a statement from this office in regard thereto. I gladly will comply with your request and will discuss the comments of Mr. Howard separately.

Cost of Operations.

In that speech we note that Mr. Howard is quoted as saying that last year the Texas-Oklahoma pool showed a marketing cost of 16c per bushel, the North Dakota wheat pool 13c and the Nebraska Wheat Growers a total of 23c per bushel.

The North Dakota Wheat Growers Association started operations on the crop of the year 1922, and because of the building of its organization, the costs for the year 1922 were slightly in excess of the costs of any other state association comprising the American Wheat Growers Associated, Inc. so that an analysis of the North Dakota situation furnishes an analysis of the situation as affecting all of the nine principal wheat states composing the American Wheat Growers Associated, Inc.

The books of the North Dakota Wheat Growers Association which have been verified by the auditor of the American Wheat Growers Associated, and which are verified by the books of the American, are open to examination by any person or organization having a friendly interest in the growers themselves. These books show the total charges as follows, except freight, of the handling of grain from the time of delivery by the farmer to the interior elevator, down to and including the selling of the grain and the closing of the pool. In other words, it is the total annual cost of all items of the pool except freight.

These charges are as follows:

Operating Charges.

	Rate Per Bu.
Administration Expense	.01
Office Upkeep	.006
Supervision & Statistics	.002
"The Producer"	.001
Cost of Maintaining Minneapolis & Duluth Sales Offices	.005
Reserve Withheld	.005
Total operating cost (including reserve)	.029

Direct Charges.

	Rate Per Bu.
Interest paid banks	.012
Elevator Handling & Storage Charges	.058
Terminal Handling and Storage Charges	.017
Farm Storage	.019
Insurance and Taxes	.002
	.108

Grand total—13.7 cents per bushel.

You will observe that the total of these two species of charges constitute the total of 13.7 cents per bushel mentioned in the propoganda by the enemies of co-operation. The grain interests are rather hard up for ammunition when they attempt to prove that the direct charges are a part of the MARKETING COSTS for which the MARKETING AGENCY is responsible.

For a long time in the State of Minnesota the various elevator interests have appeared before the Legislature of the state in the matter of storage and handling charges for grain which is fixed by law for the operation of interior elevators and have complained that such charges for storage and handling fixed by law is below the actual cost of operation. The writer is inclined to the belief that the margin is very close and for some time we have been in a sympathetic attitude in regard to legislation creating a higher maximum for interior handling and storage charges.

The cooperative marketing association has paid the storage and handling charges at interior elevators, fixed by law. If the contention of the elevator lines that this maximum charge is below the actual cost of operation, it would then be self-evident that the co-operatives are having this done cheaper than the elevator interests themselves.

Interior Elevator Charges.

The item for interior elevator charges, storage and handling is .058 cents per bushel, and one can readily see that this is an item of cost which must be paid or incurred by any interest handling the grain direct from the producer. In our operations it will be shown as a direct charge, whereas in any statement gotten out by the elevator companies, it would naturally have to be shown under some other heading.

Terminal Storage.

The item of terminal storage and handling amount to the sum of .017 cents per bushel and the same remarks that apply to interior storage and handling apply to this item.

Interest & Exchange.

The item of interest and exchange is .012 cents per bushel. This item likewise is a charge which is applicable to all grain which is moved from the farm to the consumer. The money that is invested by the old line companies earns the interest thereon in some manner, and this item will necessarily be reflected in a dividend or other bookkeeping item in the books of the elevator companies.

Farm Storage.

The item of farm storage is .019cts. per bushel and is not a real charge of handling. This is the amount that is paid back to the members who retain their grain on the farm in place of rushing it to market. Inasmuch as all the wheat is charged with the actual storage charge paid, it is no more than fair that those members who retain their own grain on the farm should receive payment back for storing their own grain, rather than to have the volume of their grain added to that upon which storage charges must otherwise necessarily be paid.

Insurance and Taxes.

The item of insurance and taxes, .002 cents per bushel, is likewise a charge which must be paid, regardless of who handles the grain.

Reserve Under Marketing Agreement

The reservation for contingencies is .005 per bushel. This makes a total direct cost of 11.3 cents per bushel which must be paid by any interest handling grain, regardless of whether it is a co-operative or an old line elevator company. This item, of course, does not appertain to a commission house, because all of these items, except terminal storage charges are paid or incurred before the grain arrives in the hands of the commission house.

Operating Costs

As against this item there are the operating charges and costs of the American Wheat Growers Associated, Inc., and of the state association members thereof.

You will note that the administration expenses and the office upkeep of the state association amounts to .016 cents per bushel nad that the total cost of the American, formerly the Northwest Wheat Growers Associated, is .008 cents per bushel. This incudes .002 cents for the supervision and statistics of the Northwest, and .001 cents per bushel for the publishing of "The Producer," at that time the official organ of the Northwest Wheat Growers Associated, and .005 cents per bushel for the overhead and upkeep of the Minneapolis and Duluth sales offices, and also .005 cents per bushel reserve.

The total of these operating charges, including reserve, is .029 cents per bushel and we can prove by the report of the Federal Trade Commission that this actual overhead and marketing cost is far below the same costs of the old line companies if you include their profit. This item of .029 cents per bushel is the item which must necessarily be compared with the complete overhead and office expenses of the old line elevator companies at the terminal together with their profit.

Texas-Oklahoma.

In regard to the Texas-Oklahoma wheat pooling costs, I take it that Mr. Howard refers to the Southwest Wheat Growers Association, with offices at Enid, Oklahoma, which association markets the pooled wheat of Texas and Oklahoma.

In regard to the criticism of the Texas-Oklahoma wheat pool charges which Mr. Howard quotes at 16 cents per bushel for the 1922 crop, the writer will say that the total pool charges for the year 1922 crop of that pool amounted to 14.6 cents per bushel, consisting of 2 plus cents per bushel overhead, 4.6 cents interior handling and storage and 8 minus cents terminal elevator carrying charges, storage, etc. This charge covers the same total items as is covered in the North Dakota situation. The item of 8 cents per bushel last referred to, includes cleaning, conditioning and mixing at the terminal, which netted back to the association 3 plus cents per bushel so that the total net charges in that association for the year 1922 were 11.6 cents per bushel. This fact can be verified by an examination of the books of the Southwest Wheat Growers Association.

Nebraska.

Mr. Howard is quoted as fixing the marketing cost in Nebraska at 17 cents per bushel, with overhead, plus elevator charges at 6 cents. This makes a total of 23 cents per bushel.

As a matter of fact, Nebraska had a very small delivery under its pool for the year 1922, the association being only recently formed and having a small membership. The total cost of all items for handling the pool in Nebraska for 1922 amounted to 17.4 cents per bushel and that of this sum there was a counter credit which was paid to the growers of 5½ cents per bushel for farm storage and deferred interest, leaving a net expense to the growers covering all items of cost for the 1922 crop of 11⅞ cents per bushel. The 6 cents quoted by Mr. Howard as a charge on the pool, was actually a credit of moneys paid back to the growers themselves.

You will thus observe that the highest total cost of operations of any wheat pool mentioned by Mr. Howard was the sum of 13.7 cents per bushel and also that the highest net cost for actual office overhead and operating expenses was the sum of 2.9 cets per bushel.

Average Costs and Charges of Old Line Elevators.

It might possibly be interesting in this regard to discover what portion of the value of the wheat at the erminal market has been heretofore taken by the old line elevator companies operating in the wheat tterritory.

Fortunately we have a commission in this country which has devoted some attention to the operations of the old line elevator companies and the organized grain trade. This commission is the Federal Trade Commission of the United States which has made several reports to Congress in regard to the grain trade and which made a recent decision involving a complaint against the Minneapolis Chamber of Commerce.

The Federal Trade Commision found that for the period of years 1912-13 to 1916-17, the total average spread between the price received by the producer and the price paid by the miller or exporter was 24.71 cents per bushel on wheat, of which item 13.63 cents per bushel was operating charges and profit, and 11.08 cents per bushel was the average railroad transportation cost. And the Federal Trade Commission likewise found that in 1920 there was a sharp advance in this spread to 33.20 cents per bushel, of which spread 18.89 cents per bushel was cost of operation of the old line elevator companies and the selling agencies, together with profit, and that the balance of 14.31 cents per bushel was the average freight cost paid.

This item of 18.89 cents per bushel quoted in the Federal Trade Commission report is the item that is to be compared to the item of 13.7 cents per bushel analyzed and discussed in the North Dakota situation.

The Federal Trade Commission report in question deals with the different costs and profits of the elevator and terminal companies as compared with the co-operatives. As concerns the cost items above quoted, and as regards the cost spread and charges as applying to country elevators and the terminal middlemen's spread above mentioned, the Federal Trade Commission uses the following language in its report to Congress of date September 26, 1923, page 4:

"Spreads Between Producers and Consumers of Grain.

"For the period 1912-13 to 1916-17 the total estimated average spread between the producers, on the one hand, and the converter-exporter-feed dealer, etc., on the other hand, was 24.71 cents PER BUSHEL ON WHEAT.....These total estimated spreads were divided about evenly between the transportation companies and the middlemen handling the grain. Thus the middlemen averaged 13.63 cents per bushel on wheat as compared with 11:08 cents for transportation companies.....In 1919-20 there was a sharp advance in the wheat spread to 33.20 cents per bushel. The bulk of the increase was due to an advance of over 5 cents in the middlemen's spread to 18.89 cents, but the transportation cost increased more than 3 cents."

Country Elevator and Terminal Middlemen's Spreads.

....."In the five-year period 1912-17, the country elevators spreads on wheat were .....(was) 6.05 cents per bushel, as compared with terminal middlemen spreads of 7.58 cents on wheat..... In 1919-20 the situation was reversed and the country elevator spreads of 11.93 cents on wheat .....was higher than the respective spreads of the terminal middlemen, which had a gross profit on wheat of 6.96 cents per bushel....."

Prices Received by Our Members.

We note that Mr. Howard quotes as a fact that the Kansas Association paid 86 cents per bushel to members, while the state average on non-pooled wheat was 96 cents per bushel.

This statement by Mr. Howard was recklessly made and is not susceptible of proof by Mr. Howard or by the grain interests who have been using this kind of propaganda.

Average Non-Pool Price.

We would like to inquire of Mr. Howard how he arrives at the average non-pooled price of wheat in the year 1922 in the state of Kansas. The figures which Mr. Howard used were apparently given by the grain dealers association of Kansas, which association is opposing the pool. This figure is apparently arrived at by taking the average of the daily, weekly or monthly peak prices of the season and comparing this alleged average with our net figures to the grower. Everyone knows that no grower, nor a majority of growers, nor even a small fraction of the growers can get the peak market price every time, nor a majority, nor even a small portion of the times during the season. As a matter of fact, the average price paid out of the Kansas Pool to growers last year was 90½ cents per bushel, all grades, net to growers. This price compares extremely favorable with the average price generally received in Kansas for the 1922 crop.

Nebraska.

The statement of Mr. Howard in regard to the Nebraska price of 75 cents per bushel, out of which the farmers were required to make a refund, is just about as accurate as all of the rest of the figures quoted by Mr. Howard. As a matter of fact, the only refunds made in Nebraska were a few cases such as ordinarily occur any business. where over-payments were actually made because of errors in shipping from growers.

The "refund" that Mr. Howard speaks of, must apparently be the item of farm storage and deferred interest which was returned to the growers.

It might be advisable for a gentleman of the standing of Mr. Howard to obtain his facts accurately, instead of taking them on trust from well know enemies of co-operative marketing.

A further fact to take into consideration in regard to the price received relatively by a member of the co-operative association and by a grower outside of the pool, is that the volume of grain handled by the co-operatives at this time is not sufficient to constitute the wheat co-operatives a decided factor in the market, yet our presence in the field constitutes such competition that in our opinion every wheat farmer today in the nation is receiving a considerably higher price for his product than he would if the co-operative wheat growers' associations did not exist. This is so because of a narrower spread in price between the terminal value and the station price necessarily fixed by the grain interests to meet our competition.

We have a telegram from the Kansas Growers concerning the 1923 operations in Kansas, which telegram reads as follows:

"Local dealers buying on shortest margin ever known this state account pool operating."

While the co-operative machine is in process of building, and until the volume signed up in the co-operative associations is sufficient to constitute a price factor in the market, no sane man would expect the co-operatives to be able to pay materially more than the elevator price at interior points. This is true for at least two reasons. The first reason is that so far as the physical handling of the produce is concerned, the elevator machinery is handled in an economic manner in the interests of the grain dealers themselves. The more economically they can handle it, the greater are their profits. Their machinery and detail for this physical handling is the growth of a system. In the brief time that the co-operatives have been operating in the wheat market, it could not be reasonably contended or expected that they could improve or perfect this system of physical handling or reduce its cost.

The enemies of co-operative marketing shoots wide of the mark when they assail the co-operatives along this line. If the only object or purpose of co-operative marketing were the possible fractional saving in the physical handling and office costs of the present wheat machinery, the wheat co-operatives could not expect to attract favorable attention.

The purpose of the co-operatives, and this purpose is being rapidly

(Continued on page 3)

Kansas City Hog Prices at Wichita

Since the opening of the branch office of the Live Stock firm in Wichita, the Management and force have been working continuously to bring about a better condition in the marketing of hogs, and have now, by cooperating with the Live Stock Exchange, obtained certain concessions from the Packer on the market that we believe are a beginning toward the better handling of hogs from the territory west and south of Salina.

Some week or ten days ago, a committee, consisting of Mr. Ackerly, head hog-buyer for the Cudahy Packing Company; Mr. Wood, head hog-buyer for the Dold Packing Company; Mr. Horton, traffic manager for the Wichita Stock Yards Company and a committee appointed from the Live Stock Exchange, met to discuss a district along certain railroads where the Packers would with-draw their direct buyers, the feeling being that if the Packing Houses would discontiue their method of purchasing hogs direct that the condition of the market, and to a certain extent all parties interested, would be greatly benefitted. I personally, wish to assure our membership that the representatives of the two Packing Plants gave their hearty assurance of cooperation in helping to develop Wichita as a hog market.

The work of the sub-committee to outline the territory that was to be first opened up, can be best understood by reading a letter addressed to Mr. H. S. Ensign, Chairman of the Territory Extension Committee of the Wichita Union Stock Yards Company. The letter follows:

Dear Sir:

Messrs. Ackerly and Wood state, effective Monday, March. 17, they will discontinue buying hogs direct at any and all points on the Missouri Pacific, Wichita to Geneseo and west of Salina to Kansas, Colorado state line; and will discontinue buying hogs direct at all points on the Santa Fe west of Florence, including Little River and Scott City branches and main line, Florence to Kansas, Colorado state line.

Your very truly,
T. Y. HORTON,
Secretary, Sub-committee.

This letter now places the growth of the Wichita hog market entirely in the hands of the Live Stock Commission men for the Packing Interests are anxious to handle from fifteen to eighteen thousand hogs a week and they have given us their assurance that they will pay Kansas City prices on the Wichita yards, placing hogs sold at Wichita on an equality with the same classes and grades of hogs sold in Kansas City.

Since all of our Union membership understands the evil effects that have come from the direct buying of hogs through the Mistletoe Yards in Kansas City and for that matter the general effect of all direct buying on the part of the Packers, we felt that we will have the hearty cooperation of every member, shipper and Shipping Association Manager on the railroads mentioned in the above letter where the territory is to be thrown open by the Packing Interests.

I wish to urge that all of our members along the main line of the Santa Fe and on the Missouri Pacific, west of Salina and along the Geneseo branch, take an active interest in this movement and that this office be advised of any hog shippers that can possibly be interested in consigning their hogs to the Wichita market. I wish it understood in order that this agreement on the part of the Packers may continue indefinitely, it will be necessary to secure a greater volume of hogs from this district that has been redstricted territory.

It is up to the Farmers Union and Farmers Union Membership to make good their share toward providing the receipts on the Wichita market. I wish to emphasize, also to our membership who have not given the proper consideration thus far, the ideal railroad service to the Wichita market, a lesser freight rate, and the guarantee of the Packers to meet the Kansas City market.

Allow me to urge once more that every man in the district named take an interest in this movement and that he correspond with the management of the Wichita house providing him with whatever information it is possible to give as to conditions of local Unions along the railroads named.

Remember that this is a beginning and an opportunity to do away with the direct buying of hogs that we, as an organization, have fought for so long a time. Friends, as you believe in this as a necessary move toward bettering the conditions of farmers and live stock men, I appeal to you for cooperation and support in helping to put this movement through at Wichita.

Your for a Better Cooperative Market,
THE FARMERS UNION LIVE STOCK COMMISSION,
R. E. BARNES,
Manager.

Take A Good Look At Yourself

Address of John Tromble, President of the Kansas Farmers Union to the Assembled Delegates at the State Convention of the Nebraska Farmers Union.

Mr. President, Brother and Sister Farmers: I did not come up here to take part in your deliberations. I came to listen and learn. I thank you for the honor you have conferred upon me in inviting me to the platform.

The fact is, there never was a time in the history of this country of ours when it was so necessary for the farmers to get together and stick together as right now.

This is no time for boys' play or foolishness. If we farmers are going to retain the deeds for our farms, we must get down to business like business men and stop this monkey work.

State Line Imaginary.

There are not any state lines in this Farmers Union. There aren't any different states. It is only imaginary. The quicker we all get that in mind, the better off we shall be. We should co-ordinate through our different states the same as we do through our locals in our individual states. Because I live in Kansas, there is no reason why I should say Kansas ought not to co-ordinate and affiliate with Nebraska, just as we do at home. We try to do that. My idea is to get together and create more harmony and do business and co-ordinate more than we do.

I am proud of our institutions in Kansas. We have several quite large institutions over there. Every one of them is working in harmony with every other one. Every fellow is boosting them, everyone. Our institutions have done fine this year, everyone of them. I am talking about the statewide institutions. There are some of our local institutions that havenot done so well, but the majority of our local institutions have done fairly well, and we have the most enthusiastic bunch of Farmer Union men in Kansas we have ever had, although in the last three or four years we have lost some members.

The Stickers Are Sticking.

You in Nebraska grew pretty fast for awhile. We did in Kansas. Go out and organize anything and you will get a lot of people who are not stickers. The fellows who are stickers at this time are the stickers for good and they are going to stay, and we are on the upgrade and will build. We are going to increase in numbers, and we are going to increase our business interests. I have never been more encouraged in my life than I am now of what is going to happen to the Farmers Union.

One of the great troubles when we grew so fast was that a lot of people thought we were going to bankrupt them—that we were going to get all the business away from them. They commenced to devise plans and means to stop us. They gave us a big jolt by organizing a lot of different so-called farm organizations, going out over the country and telling them they were "It."

That is past. They have run their race. The people have commenced to find out which have the sound policy and which do not have. They commenced to find out who was behind some of these so-called "farm" organizations, and who was boosting them, and what for. They made up their minds they did not happen to be farmers.

Control Our Own Business.

Now, my friends, we should all work for harmony and good will. They say the farmer can't do anything; that he doesn't control his products. It is the most simple mathematical problem in the world for the farmer to control his own business and use business principles, exactly the same as the other fellows are doing.

In other words, establish your own sales agencies. Quit selling to everybody who comes a along and make them go to your sales agency to buy your products. Then establish your buying agencies. Quit fooling with the other fellows.

You have live stock commissions down there All of you have been complaining about their overcharges on commissions, fees and yardage. You have had hearings galore in regard to those things to regulate and control them. Now you have an agency of your own. If you will send your stock to your own agency, you won't have any other commission men down there to bother with.

Can Stop Speculation.

They absolutely cannot gamble on your stock unless you let them have the stock to gamble on. If you are going to cuss somebody, don't cuss the other fellow. Cuss the fellow who deserves it, and that's yourself. It is impossible for the other fellow to gamble on farm products unless you turn them over to him. He will have to get out of the game if you do not furnish the suff to do business on.

The same is true of your small grain. You have a lot of men gambling on wheat, corn, etc. They cannot gamble on them unless you turn them over to them to gamble on. If you establish your agencies and sell your wheat through your own agencies, those fellows will have to get off the floor. They can't stay there unless you let them have the wheat to stay with. When those things happen, you will control your wheat market. When you stop letting the other fellow have your live stock, you will control the stockyards. Use a little good, sound business sense, friends.

Take Stock of Selves.

I do not want anybody to take offense at what I shall say. I do not mean it personally. It is business. If every man will sit down and take stock of himself, he will make up his mind by the time he is through that he is the biggest fool in the world. You are grumbling about the other fellow. You might be doggone glad he gives you as much as he does, when he has the control of the prices you have to pay for your stuff and the stuff you have to sell. How many of you fellows in this audience would give the fellow any more than you had to if you had the same privilege? (Laughter.) Let us get down to business.

Every one of you knows when you go out to plant your crop that you are not sure what you are going to get. It is a gamble, isn't it? There is one thing you do know; when you get that crop, you will ask the other fellow to buy it, and what he will give for it. Another thing you know is that when you buy any of his stuff, you ask him what he will take for it. You know those things. Can you find anybody else, any other occupation in this country, that does that thing? No, sir! If you will just take stock of yourself and look in the glass, you will see that is true.

They Saw The Goose.

I illustrate it this way sometimes with us farmers. In our town of Beloit, Kansas, they had a fair, with side shows like they always have to get our nickels. They had a platform five feet high with steps. On this was a little box about three feet square. It said in gilt letters: "The Caucasion Goose—the Only One upon Exhibition in the World. Ten Cents to See the Goose." We paid our 10 Cents, walked up and looked over the box and into a looking glass. (Laughter.) We saw the goose.

They did not want us to go back down the same way, because we would tell our friends. We walked around and others came up the steps like we did. One characteristic of the farmer is that if he gets skinned, he does not tell his fellowmen about it. He wants them to get skinned, too. You know that is true.

Should Use Our Brains.

Now, why is it true? What is the matter with us fellows? The American farmer is chuck full of work. Physically he is not lazy. Mentally, he is the laziest man on earth. He does not use his brains. As long as the other fellow can keep you from thinking, he's got you. * * *

Everyone who is born into this world is endowed with some of those brains. It is up to you to use them—not take my word for it, but use your brains. I have spoken from the rostrum a good many times with men of all professions, and we differed very materially on a good many things. I have heard the remark made after we were through by some of the fellows in the crowd, "I do not know. That one fellow was a professional man or a banker or something like that. He has studied the question. He knows what he is talking about. That other fellow is an old farmer. He does not know any more about it than I do." I happened to be the farmer. I do not care anything about that criticism, but what did he admit when he made that remark? He admitted that because he was an old farmer he did not know any more than I did. Which one told the truth, and how in thunder do you know who tells the truth unless you use these brains for yourself? That is what I am geting at. I could get up here and tell you a lot of lies unless you had used your brains?

That's what is the trouble. We have listened to too many fellows and we have not used our brains, and they have us in this predicament. You have to stop depending on the other fellow to run your game for you. I am going to tell you you must do something, or inside of 10 years the great corporations will own 90% of all the real estate in these United States. Use your brains and find out if I am not telling you the truth.

Farmers Pay Others' Taxes.

Another thing is that you cannot tax anybody or corperation or partnership that sets the price upon its own products. Get that, you fellows, will you? I make the proposition to you of a present of $10.00 for any man who will show me where the producer does not pay every dollar of all expense. I will give another $10.00 if you will show where the agricultural people have any say in the matter, or show me the farmer in the United States who does his own business.

You are in independent lot of ducks, aren't you? They pat you on the back and tell you how independent you are, and every doggoned man you talk to wishes he was on the farm. We swell up and believe it.

You can't tax anybody who sets the price upon his own product. What are the other fellows going to do if the farmer gets in position where he can name the price of his own products? Who will pay the tax? The merchant pays a tax, but he has it added to the price of his goods to get the money. No one else pays a tax who does not produce it.

Suppose you have one thousand bushels of wheat and the right to set the price on it, and your tax is $500.00 You will add that to the price of the wheat. To whom will you pass it on? Did you ever stop to think of that? There is not anybody to pass it on to. No, sir! There is no way for anybody to pay a tax only that way.

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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 seven days before the date of publication. Notices of meetings can be handled up until noon Saturday on the week preceding publication date.

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, MARCH 20, 1924.

THE WICHITA HOG MARKET.

An agreement has been reached between the the Cudahy Packing Company The Dold Packing Company and the Wichita Stock Yards Company whereby the packing companies will discontinue their method now in force of purchasing hogs direct from shippers in certain trritory. This territory comprises that section of the state as follows: At any and all points on the Missouri Pacific, Wichita and Geneseo and west of Salina to the Kansas-Colorado line; all points on the Santa Fe west of Florence, including Little River and Scott City branches and the main line Florence to Kansas-Colorado line. This ruling is effective Monday, March 17, 1924.

This agreement will have a very far-reaching effeect on the Wichita Live Stock Market as a hog terminal. The packers have agreed also to pay Kansas City prices at Wichita on an equality with the same classes and grades sold in Kansas City. This will give the shippers in this territory the advantage of Kansas City prices for their hogs without the long haul to Kansas City and will save them many dollars in freight charges.

It is hoped that the Farmers Union membership in this territory will take advantage of this ruling and do their share to help provide the volume of hog receipts for the Wichita market. Your assocination together with the other commission firms on the Wichita Exchange hope to handle a volume of at least 15,000 to 18,000 head per week.

Get behind this movement, write your firm at Wichita and advise Mr. Barnes, the manager, of any shipper in your neighborhood who might be interested in shipping to the Wichita market. By doing this you will be helping your own livestock commission firm, you will help your neighbor save money in freight rates, you will help him to receive Kansas City prices for his hogs without the long haul and last but not least you will be living up to your obligation which you took when you became a member of the organization.

Be sure to read a full explanation of this agreement on the first page of this issue. —D. C. E.

FIGURES ON WHEAT PRICES.

The Voss Grain and Seed Company of Downs, Kansas claims to be a staunch friend of the wheat farmer. In a paid advertisement which that concern recently printed in the News and Times it sets up the claim that it paid an average of 89.7 cents per bushel for wheat during the same period that some pooling association that it does not seem to be able to identify paid its members only 80.63 per bushel. No one not familiar with all the facts can reach a conclusion of value from such a statement.

In the first place who knows whether the comparison is made for the same period? If the Farmers Union Wheat Marketing Association is referred to it should be understood that its first settlement on about 40,000 bushels of pooled wheat covered the period from July 15th to October 15th. For more than one third of that time the average country elevator price for No. 2 wheat was barely 70 cents a bushel. The price advanced twoards the end of the period and was around 90 cents on October 15th. As the pool had to be sold during the three months and as most of the deliveries were directly from machines threshing grain from the shock it is quite certain that the bulk of sales was made made before the middle of August when the prices began to advance. That a considerable portion was sold at higher prices is proved by the fact that the average paid to members was nearly 81 cents a bushel.

Also it should not be overlooked that the pool average of 81 cents a bushel was for all grades delivered in all sections of the state. These deliveries of course included much very low grade wheat, many cars weighing less than fifty pounds to the bushel. On the other hand the wheat bought by the Voss Grain Company was all produced in one neighborhood, was practically uniform in protein content and was probably all of good grade. If this company wants to make a fair comparison it should set its average paid to growers at Downs against the average pool settlement at Downs. What did the pooler get who delivered his wheat at the station where Voss and Company are such friends to the farmers? Then of course, it is just possible that our friends at Downs, anxious to convince the farmers of the foolishness of cooperativee marketing, may have over-paid the market at that point. Their statement is worthless unless they will accompany it with an auditors report showing whether they lost any money in the wheat business between the 15th of July and the 15th of Octobeer.

In the same advertisement are reproductions of statements of marketing costs of the Oklahoma, North Dakota and Nebraska Wheat Growers Associations. The object of printing those statements was to show that cooperative marketing is more costly than the services of the grain traders. It is set forth that such costs were as follows for 1922:

Southwest Wheat Growers marketing and administration costs per bushel ....14.6 cts.
Nebraska Wheat Growers, for same period ..... 17.14 "
North Dakota, operated by American Wheat Growers Associated .....13.7 "

Admitting these figures are correct although as a matter of fact they include some organization expense in each case and cannot all properly be charged to marketing they have no meaning as they stand. They can have meaning only when the grain growers prove that they are rendering identical services for less money. Unfortunately for the wheat merchants their best showing is much worse than that of the co operatives. The Report of the Federal Trades Commission issued September 26th, 1923, states that for 1920 the average grain trade spread between the farmer and the converter or the exporter was 18.89 cents per bushel which is two and one half cents more than was charged against the grower by the small Nebraska pool and more than six cents greater than the spread between the farmer and the converter in the North Dakota pool.

But after all the matter of a cent or two a bushel in cost of marketing is of minor importance. The cooperatives are already operating on a smaller margin of marketing cost than the grain trade and will do better as they gain experience and volume of transactions. This particular point, however, is hardly worth an argument. The purpose of cooperative wheat marketing is to make the business of wheat farming profitable. The old grain trade which claims to be a perfect marketing system must show that it has rendered real service to the farmers if it expects their continued support. What has the organized grain trade ever done for the wheat farmers?

It is not hard to answer that question. According to government reports it costs an average of $1.23 to produce the American wheat crop in 1922. In that same year the government reports that the average farm price of wheat was 93 cents a bushel. That means that the farmers lost an average of thirty cents a bushel on all the grain marketed for them that year by the wheat merchants or a total loss on the crop of approximately $250,000,000. If that is the best service the system of marketing that boasts that it is practically perfect can render to its patrons it is worthy of no defense and should be destroyed.

Under the system of marketing for farm products of which the Voss Grain and Seed Company is a part the farmers of the United States have lost title to FORTY PER CENT of the agricultural lands of the republic; have mortgaged the farms to which they retain a nominal title for $10,000,000,000; have gone into debt to banks, stores and other concerns more than $7,000,000,000; and according to an official report from the Department of Agriculture have an unprovided for depreciation account of some where between six billions and ten billions of dollars. If the Voss Grain and Seed Company and the thousands of other component parts of the old system of marketing can do no better than that for agriculture it is not strange that farmers are figuring how they can best merchandise their own products.

This is a matter that is so serious that the farmers are justified in getting a little rough about it. The proper reply to make to grain traders who are criticising cooperative marketing, slurring the farmers abilities, and deriding his just demands for profitable prices is,

"What in hell has the old marketing system ever done for the farmers of the United States?"

LEGISLATIVE CANDIDATES

The importance of nominating the right sort of men and women for the legislature cannot be over estimated. There are a dozen good Union women in Kansas who should be members of the next legislature. They can be nominated if the farmers will get busy on the job right away.

Mrs. E. M. Hall of Junction City, Mrs. Farrar of Marshall county, Mrs. Williams of Nemaha county, Mrs. John Frost of Marshall county and scores of other farmers wives and daughters throughout the state would make splendid representatives or senators. Why not send some of them to Topeka to assist in a legislative program that will mean something for agriculture?

Political affiliations make no difference. Members of the Union who go to the legislature will be there to represent agriculture. The locals throughout the state should get busy in this matter. There are at least sixty counties in Kansas in which the Union can select legislators for the next session. Why not get started on the job right away.

PUTTING WORDS INTO OTHER FOLKS' MOUTHS.

The Voss Grain and Seed Company of Downs is worried over the growth of the wheat pooling movement in this state. In doing its share of propaganda work in the interest of the old and very thoroughly discredited marketing system it recently printed the following advertisement in the Downs News and Times:

"LIARS WILL FIGURE—BUT FIGURES DON'T LIE"

"On January 17, 1924, a report was sent over the State, alleging to have come from John Tromble, President of the Kansas Farmers' Union, in which statements were made that, unless given careful studying, tend to be misleading, inasmuch they throw a cloud of doubt upon the methods employed by privately owned and operated elevators. This report goes to show that the Kansas "Wheat Pool" Association, for the crop year beginning July 1, saved to the members of the Pool Association a certain sum of money. The report further showed that the average net return to the grower on the figures submitted was 80.63 cents for ordinary No. 2 wheat. The outstanding feature of this report was made to show that by becoming a member of the Pool Association the Kansas wheat grower would make a larger profit off his crop than he would under the old system of selling to local elevator men. We take exceptions to the veiled report and submit to the wheat growers of this section OUR FIGURES ON PRICES PAID FARMERS FOR THEIR WHEAT DURING THE SAME PERIOD MR. TROMBLE'S REPORT COVERS.

"DURING THE SAME PERIOD AS MENTIONED ABOVE

"We Paid, Net 89.7c Per Bushel to Our Patrons for Their Wheat

"IF THE WHEAT GROWERS' POOL IS SUCH A GOOD THING FOR THE FARMER, HOW DO YOU ACCOUNT FOR THE SHOWING MADE BY OTHER LIKE ORGANIZATIONS IN NEIGHBORING STATES? LOOK OVER THE STATEMENTS PUBLISHED BELOW, M R. WHEAT GROWER, AND THEN GIVE US AN ANSWER."

Tromble is perfectly willing to take the responsibility for anything that he does, writes and reports but he objects to anyone putting words into his mouth and then proving that he is wrong. He may be wrong once in a while but when he is it is because of something that he has done or said not on account of the inventions of others. In reply to the Voss Grain and Seed Compan's misrepresentations President Tromble has addressede the following letter to that Downs News & Times.

Feb. 28, 1924.

Downs Times & News,
Downs, Kansas.
Gentlemen:

I have read an article in your paper headed with large headlines, "Liars will figure but Figures don't Lie." Then you set out statements supposedly by myself.

Now, the statements are false as I have never publicly stated the figures. The facts of the matter is a lot of this propaganda being put out is misleading.

It seems that this article has been put into your paper by the Voss Grain & Seed Co. of Downs, Kansas. It seems they are very much disturbed because of the farmer going into a Wheat Pool.

If I am not badly mistaken, for a great many years the grain men have been buying the farmers grain as cheaply as they could. They have never been so disturbed over the welfare of the farmer as they are since he has taken up a pool to protect himself in the market.

It seems they have had a great change of heart in the last year and they are terribly concerned now to keep the farmer from bankrupting himself by trying to take care of his own business. That alone, it seems to me should be enough evidence to the farmer that he is pursuing the right course or they would not be putting out this propoganda fighting the wheat pool as they are doing.

Now, it is laughable to read some of the propaganda those fellows are putting out. If you throw a stone into a bunch of curs the one that is hit is always the one that hollers and they are sure putting up a holler.

It seems that the Secretary of the Grain Dealers Ass'n is very much in evidence in putting out this propaganda. I wonder if he remembers the actons of the Secretary of the Grain Dealers Association in Kansas for the last 20 years. I think he had better stop and think back a few years before he goes to putting out a great deal of propaganda he is putting out in regard to helping the poor farmer. It would seem to me the advisable thing to do.

Very respectfully,
JOHN TROMBLE

It would be well to remember that only those who believe in the merits and value of the speculative system of marketing are opposed to the pooling movement.

Farmers Union Insurance is saving the people of Kansas a good many millions of dollars a year. If you doubt this statement nd out what the rates for insuring farm property are in states where there are no mutual companies.

COMMENT ON WORLD'S NEWS FOR WEEK

Mulvane
Has Defeated his Political

Opponents and for at least four years more will be Kansas member of the National Republican Committee. Men who would have it otherwise schemed, conspired and conferred with each other to no purpose. When it comes to scheming, conspiring and conferring none of Mulvane's enemies are in the same class with him.

Just why any republican should object to Mulvanee as national committeeman for his party is a mystery. He has never abused his position. He has never used whatever influence goes with the place for any selfish purpose. He has paid his own expenses while on the job and has done more than his share in paying those of the party.

Borah
Is Presidential Size

But he will never be president. He cannot make himself over. With him team work is so repugnant that it impossible. He always plays a lone hand. So it comes about that one of the very ablest men in the republican party is receiving no consideration as a candidate for the presidency should Coolidge's availability shrivel up in the heat and glare of the "merciless publicity" that beats upon all in public office in Washington.

In learning, in character, in integrity, in experience in public life there is no republican better qualified than Borah for the highest office.

Pinchot
Is not a Candidate

For the republican nomination for the presidency. That does not mean, however, that he does not cherish a perfectly laudable ambition to spend a term or two in the White House. Nor does it mean that events may not force the party to accept him this year.

If Coolidge should be set aside by the machine, which loves victory better than it does any man, Pinchot is the one leader that all sections of the country and all factions of the republican party can unite in supporting. The governor of Pennsylvania is not running for the presidency but is ready if his country and his party call him.

Just to make sure that he may not be barred from opportunity Pennsylvania should send a Pinchot delegation to the convention. Every state can afford a little decency once in a while.

Capper
Is Clever and Lucky

As a politician. That our junior senator has fine qualities of mind and soul is true. The voters believe in his sincerity and have confidence in his integrity and ability. These things being true it is only natural that his supporters should outnumber the party of which he is a member. Just the same it must be admitted that he also is more than a little lucky.

The economic distress of agriculture and the political unrest of the masses of the voters would indicate that Senator Capper might have a contest for re-election if he were opposed by a democrat of real senatorial stature with actual vote winning ability. Here is where Capper's good luck comes in. It now seems certain that the democrats of Kansas must choose between Ben Gaitskill of Girard and Ed. Sapp of Columbus for a candidate.

Gaitskill is a man of some ability, a fine lawyer, a fairly good platform speaker and is honest and clean. As a candidate for senator against Capper he is absolutely impossible. His election would be possible only through the support of organized labor and organized agriculture. Gaitskill cannot hope to secure the votes either of the farmers or the wage workers of the state in sufficient numbers to enable him to make even a respectable showing at the polls in November.

As for Sapp, the less said about him the better. The only argument in his favor is that he is the brother of the late William F. Sapp who was democratic national committeemen for Kansas for so many years. Individually he is a repulsive, sneaking, unsavory political nonentity. He cannot carry his own county, city, or ward in the democratic primary. If by any chance he should be nominated for senator such a result would be an indictment of the good sense of the democrats of Kansas and his election would throw a serious doubt on the sanity of the people of this state.

Still you never can tell. The democrats of Kansas once nominated that incomparable natural curiosity, William Harold Thompson, for senator and the voters of Kansas elected him.

Griffith
Deserves Re-election

As attorney general of Kansas. He may not be greatest lawer that ever held that office but he is an honest, conscientious, highminded man who has fearlessly done his duty in circumstances certain to impair his popularity with large numbers of his own party voters.

As a member of the legislature Griffith worked and voted for the cooperative banking bill; as a member of the state charter board he voted to issue a charter for the Farmers Union State Bank at Kansas City. The farmers of Kansas should support their friends for office regardless of party affiliations.

Straw
Voting is the Favorite

Pastime of a considerable section of the American citizenry. The Literary Digest loves to appeal to that particular weakness of the voters. Just now it is taking the "Voice of the People" on the Mellon tax proposition. The results so far published indicate a majority in favor of the measure.

While the Digest is collecting ballots from its readers congress is engaged in hilariously slaughtering Uncle Andy's precious little pet. By the time the people have expressed themselves through the Digest congress will have definitely and finally killed the Mellon income tax proposals.

It is almost impossible to be wrong all the time but the Literary Digest, the Kansas City Star, and Senator James A. Reed approximate perfection in that way about all the time.

Stubbs
Was a Good Governor

Even if he has proved himself to be about the poorest business man that ever lived in Kansas. He might do pretty well again but it is not at all likely that he can come back. They seldom do either in politics or pugilism.

Still the republican party has to nominate some one for the governorship of Kansas and may pick out Stubbs at this time. He seems to be the sort of man that should be nominated in a year when there is no hope of electing anyone.

Sinclair
Is Back from Europe

But has not yet been summoned to Washington to discuss Tea Pot Dome affairs with the senate investigating committee. Doheny is within easy reach of the sergeant at arms of the senate. The whereabouts of Albert B. Fall is no mystery.

With no thought of criticising any of the grea or near great searching for the truth at Washington and denying all prophetic powers this writer ventures the prediction that neither Fall, Doheny nor Sinclair will be called again. Those old boys know so much about so many public and private men that it would never do to put them where they might conclude to tell the truth, the whole truth and nothing but the truth.

The Chippewa
Indians are a Numerous

Tribe for these days of disappearing aborigines. They number some 15,000 perhaps more and live in scattered villages and on reservations in the northern sections of Minnesota and Wisconsin. They are not very good looking. The men are sullen, slow and lazy. The women are fat, dirty and ragged. They practice none of the modern arts with success. In agriculture they are even more inefficient and unsuccessful than the tenant farmers of those unlovely sections of the south where landlordism is an incurable affliction of the land.

The men do some guiding for wandering sports in the summer. The women and children pick blue berries in the summer which they sell to white folks. In the early winter they strip the wild rice which grows on the shallow pickerel feeding grounds of lakes. Their domestic animals, like themselves, are scrubs.

A squalid and unlovely almost worthless group of human beings they are indeed human and their lives are their own not to be lightly taken either by outlaws or the negligent agents of the law. The Chippewas are starving. They are wards of government but their guardian has turned them over to cheap hirelings who are permitting the Indians to starve, to freeze and to perish in the rigors of the cold nothern winter.

The Chippewas have money of their own, some $6,000,000, held for them in trust by their guardian, the government. From the income of their own funds they are allowed only $13 a year each and a small allowance of mouldy rations. It is said that more than a thousand politicians employed by the government are paid out of the funds of the Indians are busy all the time neglecting their duties, robbing the wards of the Great White Father, and abusing those whom they are sworn to look after.

The present distress of the Chippewas is only another black chapter in the shameful record of our treatment of the Indians, a long history of greed, bad faith and exploitation.

Forbes
Has Been Indicted

By a Chicago grand jury for stealing from the sick and wounded soldiersand from the government while he was chief of the Veterans Bureau. The administration promises a rigorous prosecution of the thieves who have been robbing the service and taxpayers in a single operation.

The administration of the Veterans Bureau under Forbes and the other frauds that have been practiced on the men who fought for the republic in the greatest of all wars is the blackest page in the history of our country. If Colonel Forbes lacks the grace and courage to shoot himself the government should find a way to attend to the urgent business of ending his dirty career.

Caraway
Of Arkansas Has

The sharpest tongue and the keenest wit in the senate. Neither is he any respector of persons. He is always ready to pot a few of his political enemies. Nor does he hesitate to take a shot at his own friends if any of them get overly gay and lordly.

In a speech which he recently made before a farmers meeting in Washington Senator Caraway declared that he was so astounded, not to say paralyzed by the action of a fellow senator that he was unable to leave the chamber even when Senator Hefflin of Alabama started to speak.

Money
Lending by Usury Sharks

Has become quite a hazardous occupation in Kansas City. Three or four benevolent gentlemen charged with no more serious offense than lending needy working folks money at twenty per cent a month have been arrested and may be required to defend their business in court. The interest rate charged is pretty high but there is something wrong with any society in which men in need can borrow to buy bread and pay doctors bills only by paying twenty per cent a month.

The usuary sharks should be put out of business. So should the middle men whose extortions rob both the producers and the consumers of food. The utter extinction of these two groups of parasites must wait, until society learns how to create substitutes for them.

Germany
Can Pay Reparations

And must be required to do so is the verdict of the Dawes Committee that is now studying the European financial situation. There are no internal debts in Germany. The depreciation of the mark enabled everyone to pay up. It was tough on the creditors and the owners of interest bearing securities but it was done.

The restoration of production in Germany and the earnings of industry should enable Germany to proceed at once to make reparation payments. The Dawes Commission estimates that the Germans can assess taxes that will enable them to pay about a billion dollars a year on reparations with less difficulty than the English or the French now pay their taxes.

Another piece of interesting news that has filtered through from General Dawes is that the German state owned railways are now in better physical condition than any similar property in the world and that they are wholly out of debt except for a small sum due for new equipment not yet received from the manufacturers. That compares very favorably with the privately owned railways of the United States that owe about $12,000,000,000 and are asking for the privilege of selling more bonds.

YES, THEY SIGNED.

Governor Davis signed the contract to become a member of the Kansas Cooperative Wheat Marketing association and to pool his wheat for the next five years with the thousands of other farmers of the state. The picture on the front page of this paper last week showed the governor signing the contract.

W. M. Jardine, president of the Kansas State Agricultural college, signed a contract and voluntarily sent it to headquarters this week. He will pool his wheat with the other wheat growers of the state.

H. E. Witham, general manager of the Farmers Union Wheat Marketing association, signed his contract for the 44,000,000 bushel pool.

Simon Fishman, who controls 30,000 acres of wheat in Greely county, —the largest grower in the state,— has signed a contract. He will be satisfied to receive the average price along with his neighbors.

From down in Sumner county came a contract, signed by a man who has sown only 10 acres of wheat. He thinks it is a real privilege to be able to sell his wheat on exactly the same basis and to receive exactly the same price per bushel, as will Simon Fishman with 30,000 acres or as will the governor of the state of Kansas.

Senator Frizell with his 700 acres out in Pawnee county has signed.

C. E. Cox, president of the Kansas Wheat Growers association, with 720 acres, has signed.

Yes, they are signing. Men of national prominence and men unknown outside their township; men with thousands of acres and men with only a score of acres; they are all signing,—signing their Declaration of Independence from market manipulation, and putting their occupation of farming on a business basis and for the first time in their lives really having something to say about how their wheat will be handled after it leaves their bins or their threshing machines—Wheat Growers Journal.

WHY? HOW? WHEN?

With some who have not been closly affiliated with the pooling organizations, a little confusion exists as to the exact status of the different organizations. At the present time there are two pooling organizations in the state,—the Farmers Union Wheat Marketing association, and the Kansas Wheat Growers association. Each organization realized that the volume of wheat was essential if the pools were to become a dominant factor in the price of the wheat, and so steps were taken to combine their organizations and to get new members. In order to bring this about an entirely new organization is proposed. The name of the proposed organization is the Kansas Cooperative Wheat Marketing association.

Members of the present pools will join the new pool without the payment of any membership fee. Entirely new members will come in and if the 44,000,000 bushel minimum is secured by Ma. 24, all the members will meet in their respective districts and nominate and elect directors who will have absolute charge of the pool through their executive committee and general manager.

So the new organization, which will be incorporated upon the completion of the sign-up, will be a consolidation of the two present pooling organizations, along with thousands and thousands of other new members.

The new pooling organization is being endorsed by the present pooling organizations and by many of the leading men of every farmers' organization in Kansas.—Wheat Growers Journal.

Growing better crops at less cost is better than growing more products at any cost.

If your cows chew old bones or horns it is a sign that they need lime or phospherous in their ration.

Pooled Wheat Costs Are Less than Old Line Elevator Charges

(Continued from page 1)

achieved, is the combination of a sufficient number of growers in one association or correlated associations, with a sufficient volume of wheat to constitute themselves a determining price factor in the market, and then, through orderly distribution, in place of dumping, to be a dominating price factor to the extent that the grower may receive the cost of production, plus a fair return, taking into consideration the hazards of the business. In other words, we aspire to secure the same treatment for the agricultural producer as is accorded manufacturing industry, labor and transportation companies of the nation.

The other statements quoted by Mr. Howard in his Winnipeg address are about on the par, so far as accuracy is concerned, with his statements are hereinbefore discussed and I will not go further into detail in regard thereto.

If there is any other statement which you desire to have discussed, we will be pleased to analyze it in the light of our experience if you so desire.

Apparently a studied and poisonous propaganda is being spread throughout all of the wheat states of the nation concerning the alleged excessive cost of operation of the cooperative wheat growers associations, and of the alleged average price received by the growers. This propaganda is being constantly carried by the Market Reporter of this city. We do not know whether or not this publication is officially connected with the Minneapolis Chamber of Commerce, but it carries the official quotations of the Chamber and is considered authentic from the standpoint of the grain dealers.

This propaganda which has been spread in all of the states, takes the exact form in which it was presented by Mr. Howard in his address.

It might be interesting to discuss Mr. Howard himself and his connections for a few moments. During the year 1922 Mr. Howard apparently did not have such ideas concerning cooperative marketing as he disclosed at the Winnipeg meetings. If he had those ideas, he certainly successfully concealed them.

In a speech at a recent meeting of the American Acceptance Council, Mr. Howard is quoted as making the following statement:

"A co-operative marketing association is an organization of producers for the purpose of selling or distributing their individual productions through the single agency of the co-operative society, rather than through the individual efforts of the various members. It implies the holding of the profits in the hands of the association until such time as they may be apportioned to the membership. Co-operation does not apply in principle or practice to ANY PARTICULAR KIND OF PRODUCTION....."

"I have no fear but that as a co-operation proceeds upon a sound basis, and no other deserved to exist—adequate financing may be secured from some source or other. Neither do I doubt that when all factors are understood our present existing financial agencies will be found adequate and willing to co-operate with the farmers' marketing agencies....."

"No subject is more in the mind of the farmer than the co-operative selling of his product. Definite progress has been made over a long period of years and in many commodities. Business principles must be adhered to and economic laws observed if it succeeds. Honest goods must be marketed and united farmer support obtained, else it fails. CO-OPERATION ALWAYS succeeds. The form of organization may be at fault. It often is. The membership itself may fail. It often does. But REAL CO-OPERATION DOES NOT FAIL. NEVER has, NEVER will. IT IS THE VERY ESSENCE OF SUCCESS IN EVERY ENDEAVOR. It is the WELLSPRING OF our homes, OUR SOCIETY, our democracy....."

"We are entering a new era of national life and development. It must be an era of permanent adjustments and adaptations. The success of the coming years in agriculture, in industry, in finance, in Americanism is dependent on cooperation. THE AMERICAN FARMERS, believing in the principles of that larger cooperation of which marketing is but a part, challenge American business to a steady pull on the doubletree which rolls the wheels of grogress....."

This argument that Mr. Howard made at that meeting only reflects the opinions and ideas of all of the leaders of the nation except the grain trade itself, and those interested closely affiliated or connected therewith.

Mr. Howard may say that his endorsement of co-operation was qualified and only applied to "real co-operation." We are unable to determine how Mr. Howard obtained his information in regard to the acts, actions and results of the wheat cooperatives. All of the information he disclosed is that constantly repeated by the adverse grain interests themselves.

For instance, prior to the time that Mr. Howard made his Winnipeg address, we would have been glad to have disclosed to him in detail the information above set forth. The report of the Federal Trade Commission was available to him. All avenues of information were open to him, but he apparently preferred to quote the adverse, misleading and poisonous propaganda that is being put out by parties out of harmony with the best interests of the producers themselves.

It is remarkable indeed that Mr. Howard since he became connected with this National Transportation Institute has seen a greater light in regard to co-operation among farmers than he did before.

We do not know the composition of the National Transportation Institute but we are advised that it is a combination of big interests adequately and wonderfully financed to make a research into transportation problems. We are not advised as to whether this is in the interests of the railroads or in the interests of others and probably this question is not important in any event.

Because Mr. Howard, prior to the time that he became connected with this powerful national transportation question, was President of the National Farm Bureau Federation, his opinion and statements will be quoted in every state to the damage and detriment of the farmers' co-operatives, and will, of course, cause considerable damage, we feel very sorry that Mr. Howard has seen fit to inject the National Transportation Institute into the scales against the interests of the wheat producers of the nation. We realize that the wealth back of the National Transportation Institute makes it a formidable adversary for the farmers' cooperative associations, which coopertives can only be financed out of the meager resources of the farmers themselves.

We think it extremely unfair that the National Transportation Institute and Mr. Howard, its President, with all the vast resources behind it, should lend itself to an attempt to throttle what we know and believe to be a worthy movement of the producers, which movement is on the high road to success.

Respectfully,
WM. J. BROWN,
President
AMERICAN WHEAT GROWERS ASSOCIATED, INC.

The Farmers National Bank
SALINA, KANSAS
Solicits Your Business
Oldest Bank in Saline County

$5.00 A THOUSAND LETTER HEADS OR ENVELOPES
Printed and Mailed You the Same Day as Order is Received.
CENTRAL KANSAS PUBLISHING CO., Salina, Kan.

Attention Members

The referendum ballots are being sent to local secretaries with a request that they be returned to the state secretary's office prior to April first.

The amendments voted for and adopted at the annual meeting at Emporia were 8 in number.

AMENDMENT NO. 1
simply means that the delegates shall, at each meeting, determine the next meeting place.

AMENDMENT NO. 3
simply provides that the money now in the building fund shall be invested as the board of directors determine, and how the income from same shall be used.

AMENDMENT NO. 5 and 6
do not change the amount of dues and fees, but mean that the local secretary shall remit to the state secretary all but such portion of dues and fees as is now retained by the local secretary, and local secretary need make no report or remittance to the county secretary. The state secretary shall remit quarterly to the county secretary the county Union's part of the dues and fees.

AMENDMENTS, 2, 4, 7 and 8
are self explanatory.

C. E. Brasted, state secretary.

YOUR OWN FIRM
Will Give You
BETTER PRICES
BETTER FILLS
BETTER SERVICE
Try Them
Farmers' Union Live Stock Co.
406-8-10 Livestock Exchange
Kansas City, Mo.
Wichita, Kansas

SUCCESS BRAND **BUY TANKAGE** SUCCESS BRAND
AT PRE-WAR PRICES
See your Dealer
Or write
FARMERS UNION JOBBING ASS'N.,
Car Lot Dept.,
106 New England Bldg., K. C., Mo.

Local Presidents

This organization made up mainly of officers of the Farmers Union and the Grange, is anxious to have on its mailing list the president of every local in the state.

Send name and address and number of local and receive our third annual report containing our platform and other tax information.

THE KANSAS STATE TAXPAYER ORGANIZATION
217 West 21st., Topeka, Kansas,
J. M. Kessler, Secy.
(President Shawnee County Union.)

THE BEST FOR LESS
Three Million Pounds of Standard Farmers Union Twine are booked for season delivery. Mail your order to—
Farmers Union Jobbing Assn.,
Car Lot Department,
106 New England Bldg.
Kansas City, Missouri.

A BUY N SELL D YOUR A CORN N OATS D THRU FARMERS UNION JOBBING AASN.
Kansas City, Mo.

Planters State Bank
Salina, Kansas
By the decision of the Supreme Court of the United States upholding the Guaranty Law, your deposit in this bank is made as safe as a
Government Bond
OFFICERS AND DIRECTORS
Fred H. Quincy, Pres.; Guy T. Helvering, Vice-Pres.; T. W. Roach, Vice-Pres.; W. T. Welch, Vice-Pres.; E. E. Gemmill, Cashier; B. F. Ludes, Assistant Cashier; E. H. Sudendorf and R. P. Cravens

LEADERSHIP
The FARMERS UNION LIVE STOCK COMMISSION leads all firms on the Kansas City Yards in volume of business.
The Reason
Our salesmen know values—know when to sell and are anxious to please you. Our Yard Boys know their line and never stop working for your interest.
The Result
Our customer gets the full market value for his live stock—gets first class service in the care of his shipment—our co-operative plan returns to the customer every cent we make in the handling of his consignment.
Is That a Fair Deal?
Let us have your answer in the billing of your next shipment to this market.
FARMERS UNION LIVE STOCK COMMISSION
Stock Yards, Kansas City, Missouri

INSURANCE
Farmers' Union Member—
Your own Insurance Company gives you absolute protection at lowest cost.
Your own Company has greater resources, in proportion to insurance in force, than any other state-wide mutual company in Kansas.
Your Hail Insurance Company is the biggest and strongest Mutual Hail Company in Kansas, and the lowest in actual cost.
Get in line.
The Farmers' Union Mutual Insurance Company of Kansas
FRANK D. BECKER, Secretary
SALINA, KANSAS
C. E. BRASTED, President GRANT BLISS, Treasurer.
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Watson's Best Berries are just what the Brand Indicates—They Are the
BEST
WATSON WHOLESALE GROCERY
SALINA, KANSAS

PRICE LIST OF LOCAL SUPPLIES

Application cards .....20 or 5c	Farmers' Union Song Leaflets, per dozen 10c
Credential blanks.....10 for 5c	Business Manuals, now used instead of Ritual, each.....5c
Dimit blanks . . . . .15 for 10c	Farmers' Union Song Books
Ode cards .....12 for 20c	published by Jobbing Assn. 20c
Constitutions 5c	published by Hackney 25c
Local Sec'y's Receipt Books 25c	published by Texas 30c
Secretary's Minute Books....50c	
Farmers Union Buttons.....25c	

Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor
WRITE
C. E. BRASTED, Box 51, Salina, Kansas
for above supplies. He is the only one you can get them from.

KANSAS UNION FARMER WEEKLY EXCHANGE

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

FARMS WANTED

FARMS WANTED IMMEDIATELY Send particulars Mrs. Roberts, Box 91, Roodhouse, Illinois 33*

FARM WANTED FROM OWNER: Write immediately, Raymond Smith, Maplewood, Mo. 33*

SALESMEN WANTED

WANTED—A GOOD STEADY GENTLEMANLY salesman to handle a Ward's wagon in Saline county. No experience needed. For full particulars write promptly to Dr. Ward's Medical Company, Winona, Minnesota, Established 1856. 33

WE PAY $200 MONTHLY, furnish car and expenses to introduce our guaranteed poultry and stock powders. BIGLER COMPANY, X673 Springfield, Ill. 38

FEMALE HELP WANTED.

WOMEN — GIRLS—WANTED. LEARN Gown Making at home. Many spring openings. $35 week. Learn while earning. Sample lessons free. Write immediately Franklin Institute, Dept. J 560, Rochester, N. Y. 34*

BABY CHICKS.

QUALITY CHIX—9c UP; 12 KINDS. Guaranteed delivery. Valuable chick information FREE. Quality Poultry Farms, Box 215 B, Windsor, Mo. 33*

BABY CHICKS FROM HEAVY LAYERS. The laying kind are the paying kind. Rocks, Reds, Orpingtons, Leghorns, Anconas, Brahmas and Langshans. Prices reasonable, postpaid; 100 pct. delivery guaranteed. Circular free. PORTER CHICK CO., Dept. D, Winfield, Kansas. 33*

PUREBRED CHICKS 15 VARIETIES BEST laying strains. Lowest prices, free catalog. BOOTH FARMS, Box 574, Clinton, Mo. 33*

BABY CHICKS—SEND FOR OUR VALUABLE free chick book and exceptional 1924 prices. RUSK BROTHERS, Box 120 Windsor, Mo. 33*

PURE BRED BUFF ORPHINGTON CHICKS exclusively, 14c each. W. J. Kulp, Route 1, Ogallah, Kansas. 32*

HATCHING EGGS

BARRED PLYMOUTH ROCKS: Purebred, farm raised, egg tested stock. Eggs 5c each, postpaid. Mrs. Will Bocker Solomon, Kansas. 37*

SHEPPARD'S ANCONAS. State Prize winners, Cockerels $1.50, $2.00. Eggs $5.00 per hundred Barred Rocks hatch March 26th, 14c Della Sheppard, Lyndon, Kansas. 32*

FISHEL STRAIN WHITE ROCK eggs. High egg type flock. $6.00 per 100. Roy Mick, Bloomington, Kansas. 32*

PURE BRED SINGLE COMB BROWN Leghorn eggs. Prize winners, heavy layers. $5.00 per 108, prepaid. John M. O'Connell, Logan, Kansas. 35*

FOR SALE—WHITE WYANDOTTE Eggs Martin Strain direct, bred to lay, guaranteed fertility, fifteen, $1.25; hundred, $6.00. Homer Fleury, Concordia, Kansas. 35*

PURE BRED BUFF ORPINGTON eggs. 15 eggs $1.00; 100 eggs, $5.00. Ralph Chapman, Hackney, Kansas. 34*

PURE BRED BUFF ORPINGTON EGGS 3.50 per 100. Arthur Anderson, Vliets, Kansas.

IMPERIAL RINGLET BARRED ROCK EGGS. Pen stock $3.00 per setting; range $5.00 per 100. Clara Phillips, Carlton, Kansas. 34*

PURE BRED BUFF ORPINGTON EGGS fifteen, 75c; hundred, $4.00 at farm. Mrs. E. E. Bowersox, Route 2, Belleville, Kansas 34*

BUFF ORPINGTON EGGS. FLOCK culled by Poultry Association, W. H. Chapman, Arkansas City, Kansas. Rte. 5. 34*

PURE BRED BUFF ORPINGTON EGGS $1.00 setting; $4.00, 100. R. Vanhorn, Carlton, Kansas. 33*

CHOICE SINGLE COMB BUFF ORPHINGTON eggs. Healthy farm flock. Good type. Heavy winter layers; 15, $1.00, 100, $5.00. Mrs. W. L. Boethin, Logan, Kansas. 32*

PURE BRED BUFF ORPHINGTON EGGS $5.00 hundred. Mrs. Gertrude Crawford, Clements, Kans. 32

FOR SALE—PURE BRED R C R I RED, also White Langshan eggs $5.00 per hundred, $1.00 per 15. Mrs C. E. Blades, Rte 1, Minneapolis, Kansas. 32*

PURE BRED SINGLE COMB WHITE Leghorn eggs hundred, $4.00. Lyman Mun, Galva, Kansas. 33*

ROSE COMB RHODE ISLAND Reds—Eggs $4.00 and $6.00 per 100. Farm raised. Joel Strahm, Sabetha, Kansas. 35*

BUFF ROCK EGGS — STATE FAIR Winners. Prices reasonable. Satisfaction guaranteeed. E. H. Kelly, Stafford, Kansas. 33*

SINGLE COMB REDS — EGGS FROM blue ribbon winners. Fairview Farms, Stafford, Kansas. 33*

STOCK

FOR THE BEST HOLSTEIN OR GUERNSEY grade dairy calves, write EDGEWOOD FARMS, Whitewater, Wis. 43*

ARTICHOKES

HEAVY YIELDING CROP FOR HOGS. Jerusalem Artichokes. Twelve, $1.00, prepaid. Also Barron Leghorn chix, $12, hundred, prepaid. Fred Pacey, Miltonvale, Kansas. 35*

TOBACCO FOR SALE

TOBACCO—Superior quality leaf. 10 lbs. chewing $3.50; 10 lbs., smoking $3.00; 10 lbs. second grade smoking, $2.00. Pipe, $1.00 value, free with every ten pounds. Sent C. O. D. plus postage. FARMERS UNION, Hawesville, Ky 32*

YOU ARE READING this classified advertisement. Which is just what thousands of other folks are doing. It's a great way to carry your wants to sell something, buy or exchange. Only four cents per word if ad runs 4 or more times to tell the story and certain to bring returns. If you try it you'll be sure of it.

PLANTS FOR SALE.

FROST-PROOF cabbage and onion plants ready for shipment; one-hundred-fifty acres strong, well-rooted plants grown in open field at Texarkana; fifty plants to bundle, labeled separately with variety name; damp moss to roots. Cabbage, early Jersey Wakefield, Charleston Wakefield, Succession, Copenhagen Market, Early and Late Flat Dutch; Parcel post prepaid, 100, 40c; 300 $1.00; 500 $1.25; 1,000 $2.00; 5,000 $9.00; Express collect 5000 $5.00; 10,000 $9.00. Onions; Crystal Wax, Yellow Bermuda; Parcel Post prepaid, 100 30c; 500 80c; 1000 $1.50; 5000 $6.00; 10,000, $11.50. Full count, prompt shipment, safe arrival; satisfaction guaranteed. UNION PLANT COMPANY, Texarkana, Arkansas. 29

SEEDS

SUDAN $4.00 bu.; Caneseed 80c; Millet $1.00; alfalfa $8.00; sweet clover $8.00 sacks free if you need carlots ask us for delivered prices. If you have any seeds to sell send us samples and let us bid you. Meier Grain and Produce Co. Salina, Kans. 32-tf

RECLEANED AND SACKED SUDAN 10c Black Hull, white kaffir $1.20 bushel. George Schemm, WaKeeney, Kansas. 34*

FOR SALE—SUDAN GRASS SEED $3.50 per bushel. A. Schweitzer, Rte. 2, Ransom, Kansas. 33

PURE CERTIFIED KANOTA SEED OATS. Certificate with each sale. Sacks 85c over ten bushel lots. Henry Lohse, Breman, Kansas. 32*

MISCELLANEOUS

PIANOS
ATTENTION CHURCHES, SCHOOLS. MUSIC-TEACHERS—I have twelve high grade standard make pianos from a bankrupt stock that must be sold at once—five used, five new pianos, and two new player-pianos—Terms to responsible parties—Organs taken as part payment. I deliver anywhere in Kansas. Write JOHN B. TERRY, Box 141 Salina, Ks. for prices and information. Mention whether interested in new or used instrument. —32.

FOR SALE—$500 Farmers Union Jobbing Association Stock K. C. Mo. Inquire J. S. Sourk, Goff, Kansas 35*

VEIL MATERNITY HOSPITAL FOR confinement. Ethical, private, homelike, reasonable. Babies for adoption. 1111 Euclid Ave., Kansas City, Mo. 26½

KANSAS CITY HAY MARKET

Receipts of hay this week were:
Prairie, 177 cars.
Alfalfa, 382 cars.
Timothy, 108 cars.
Clover Mixed, 22 cars.
Clover, 1 car.
Straw, 15 cars.

A total of 705 cars as compared with 753 cars last week and 488 cars a year ago.

Prairie hay is quoted fifty cents lower this week, Alfalfa was unchanged to fifty cents lower, generally unchanged, and both Timothy and Clover Mixed and fifty cents down. We would suggest that you ship your hay within the next few weeks, as we do not look for much advance in prices in the near future.

Nominal Quotations.

Alfalfa:
Sel. Dairy—$28.00 @ 30.00.
Choice—$25.50 @ 27.50.
No. 1—$24.00 @ 25.00.
Standard—$18.50, @ 23.50.
No. 2—$ 14.00 @ 18.00.
No. 3.—$9.50 @ 13.50.

Prairie:
No. 1—$14.00 @ 14.50.
No. 2—$11.00 @ 13.50.
No. 3—$8.00 @ 11.00.
Packing—$7.00@8.00.

Clover Mixed:
Light—$18.50@19.50.
No. 1—$16.50 @ 18.00.
No. 2—$12.00 @ 16.00.

Timothy:
No. 1—$19.50 @ 20.00.
Standard—$17.50 @ 19.00.
No. 2—$16.00 17.00.
No. 3—$12.50 @ 15.50.

Clover:
No. 1—$18.00 @ 20.00.
No. 2—$12.00 @ 17.50.

Straw—$6.50 @ 7.00.

FARMERS' UNION DIRECTORY

NATIONAL OFFICERS
C. S. Barrett, Pres. ..... Union City, Ga.
E. L. Harrison, Vice Pres., Lexington, Ky.
A. C. Davis, Secretary ... Springfield, Mo.
W. C. Lansdon, Lecturer ... Salina, Kan.

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W. C. Lansdon ..... Salina
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Farmers' Union Jobbing Association, 106 New England Bldg., K. C. Mo.

Farmers' Union Live Stock Commission 406-8-10 Yive Stock Exchg. Bldg. Kansas City, Mo.

Farmers' Union Mutual Insurance Co. Salina, Kansas.

Farmers' Union Auditing Association Thomas B. Dunn, Salina.

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

Kansas Union Farmer, Salina, Kansas.

Hearing Restored Often In 24 Hours

Amazing Results Secured in One Day By Use of Virex Formerly Known As Rattle Snake Oil

Deafness and Head Noises need not be dreaded any longer since the discovery of a widely known physician. Now it is possible for some of the most obstinate cases of deafness to be relieved in a day's time by the application of a prescription formerly known as Rattle Snake Oil. This treatment is meeting with wide success all over the country.

Mr. D. Dey, a Nebraska resident, 67 years old, says, "I have used the treatment for only two weeks and my hearing is restored perfectly. The relief was almost instantaneous and now the head noises have disappered. My catarrh, a case of many years standing, is improving wonderfully."

Mr. Ben Jackson, who lives in Indiana says, "Before I used Virex I could hear nothing. After ten days I could hear my watch tick."

Angeline Johnson, a Mississippi resident had been stone deaf for eighteen years. She says, "Virex has stopped my head noises and I can hear the train whistle 3½ miles away."

Roy Fisher, Iowa man, says, "I hadn't heard a watch tick for eleven years—now I can lay my watch on the table and hear it plainly."

Mr. W. A. Lumpkin, of Oklahoma, says, "After being deaf 38 years, I used your treatment only a few days and hear fairly well."

Mr. Anthony Chapman, of Michigan, says, "The terrible head noises have stopped entirely and my hearing is practically back to normal.

Deaf Baby Now Hears.

Mrs. Ola Valentine, of Arkansas, says, "My little boy, now 5 years old, had been deaf since about 4 months of age. Now he hears very well and is learning to talk."

Mrs. Mather Pelleys says, "My young son, deaf for years, has used Virex for only three days and he hears almost as well as ever before."

Such amazing reports come from all over this country and Canada. The prescription which is known as Virex, is easily used at home and seems to work like magic in its rapidity on people of all ages.

So confident are we that Virex will restore your hearing quickly, and to introduce this remarkable treatment to a million more sufferers, we will send a large $2.00 treatment for only $1.00 on ten days' free trial. If the results are not satisfactory the treatments costs nothing.

Send no money—just your name and address to the Dale Laboratories, 995 Gateway Station, Kansas City, Mo. and the treatment will be mailed at once. Use it according to the simple directions. If at the end of 10 days your hearing is not relieved, your head noises gone entirely, just send it back and your money will be refunded without question. This offer is fully guaranteed, so write today and give this wonderful compound a trial—Advertisement. 32

Opportunities to learn vary greatly. The only ones who deserve criticism are those who refuse the opportunity.

FARMERS CLASSIFIED AD

USE THIS FORM—IT SAVES DELAY

Mail This To
THE KANSAS UNION FARMER
Salina, Kansas

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

Fill This Please!
Your Count, of .....Words
No. Times to run .....
Amount Enclosed $.....
Place under
heading of .....

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(Your Name) (Route)
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(Town) (State)
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NOTE: Count your name and address as part of advertisement

Department of Practical Co-Operation

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.

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.

UNION LOCAL NO. 273.

Regular meetings on second and fourth Thursday each month.

Charles Crossardt, Sec.

SILVERDALE LOCAL NO. 2051.

Silverdale Local No. 2051 meets every second and fourth Wednesday in themonth at the Silverdale School House.

J. F. Lewis, Sec.

NEWBERRY LOCAL NO. 1922.

Newberry Local No. 1922 meets regularly, the first and third Monday nights of each month. The members make the union what is is. You help make it a success in every way by doing more than your part and attending these meetings.

R. J. Muckenthaler, Sec'y-Treas.

UNION LOCAL NO. 2019.

Regular meetings on the second and fourth Fridays of each month, at 7:30 p. m.

Geo. Speed, Pres.
Alice Kendall, Sec.

CARLETON LOCAL NO. 1911.

Regular meetings on the 2nd and 4th Wednesdays of each month.

J. Humbarger, Pres.
R. J. Logan, Sec.

CLEVELAND LOCAL NO. 364.

Cleveland Local No. 364, Neosho County, will hold their regular meetings on the third Tuesday of every month. Come out and boost. Don't stay home and kick.

George J. Schoenhofer Sec.

PLEASANT VALLEY LOCAL

Pleasant Valley Locay Union No. 1309 meets every first and third Wednesday evening of each month.

E. J. Kissinger, Pres.
W. T. Flinn, Sec.-Treas.

NEOSHA COUNTY QUARTERLY MEETINGS

The regular quarterly meetings of the Neosha County Farmers Union will be held in the I. O. O. F. hall in Erie, Kansas on the second Saturday of the following months: March, June, September and December.

E. G. Clark, Pres.
J. O. Foust, Sec.

DOUGLAS COUNTY MEET.

The first quarterly meeting of the Douglas County Farmers Union will be held March 22nd, at Hopewell school house, 10 a. m. The delegation is requested to make a special effort to be there on time as several very vital problems will come before the meeting.

The Hopewell ladies are noted for their culinary ability and are going to be instructed to serve lunch early.

C. C. Gerstenberger, Co. Pres.

MARSHALL COUNTY QUARTERLY MEETING.

The first quarterly meeting of the Marshall County Farmers Union will be held at Marysville, Friday, March 21st commencing at 10 a. m. All locals are requested to send a full delegation to help us start the new year right. There will be a big basket dinner at noon and in the afternoon will have a speaker from the state organization to deliver an address.

Richard H. Mackey, Sec.-Treas.

AT CLEMENTS APRIL 12th.

The Chase County Farmers Union will hold their regular quarterly meeting at Clements, Kansas on Saturday, April 12th. This will be an all day meeting and there will be a big basket dinner at noon. Pres. John Tromble of the State Farmers Union and Manager E. E. Woodman of the Live Stock Commission will be with us on that day to deliver addresses. It is earnestly hoped that all members will turn out for this event.

M. W. Greene, Co. Sec.

NEOSHA COUNTY MEETING APRIL 5.

Neosha County F. E. C. U. of A. will have a special meeting Saturday April 5 in Erie I. O. O. F. hall commencing promptly at 10 a. m.

Business of vast importance. Every member in the county is requested and urged to come. A special committee of two is requested from every local. To meet with G. C. Peak as chairman in Erie Mar. 24 at 8:30 or as soon as can get in town to complete an investigating committee which is of vast interest to the members in general and on April 5th they will be able to make their report.

A basket dinner will be held in dining room at noon. All ladies are requested to bring such as they wish The county will furnish coffee and sugar.

J. O. Foust,
Co. Sec. & Treas.

AT WASHINGTON MAR. 20.

Washington County Farmers Union will hold a meeting at Washington. ursday, March 20th. President Tromble will be the principal speaker and all members in the county are urged to attend. Meeting will be called to order at 2 p. m.

By order County President.

LIVINGSTON LOCAL NO. 1984.

Livingston Local No. 1984 meets regularly on the first and third Friday nights of each month at Livingston School House. A short program is prepared for each night.

Clyde B. Wells, Sec.

Notice of Quarterly Meeting.

The first quarterly meeting of Riley County Farmers Union No. 45 will be held at Riley, Kans. Saturday, March 29, 1924 beginning at 10 o'clock a. m.

President John Tromble will be the principal speaker of the day.

All delegations and Union members should be present.

Gust Larson,
County Ses'y.

GIRARD LOCAL NO. 494.

Girard Local No. 494 meets in Union Hall over the Crawford County State Bank in Girard, Kansas on the second and fourth Tuesday of each month at 7:30 p. m.

W. D. McClaskey, Pres.
Roy W. Holland, Sec.

OTTAWA COUNTY MEETING MARCH 25.

The Ottawa County Farmers Union will hold its first regular meeting March 25th at 2 p. m. (Tuesday) in the basement of the I. O. O. F. hall in Minneapolis. All locals are requested to have full delegations present. The officers for the ensuing year will be installed at this meeting. All members are invited to come out and present any business they have on their minds. A. E. Watts, Co. Pres. president

SHAWNEE COUNTY MEETING MARCH 22

The first quarterly meeting of the Shawnee County Farmer's Union will be held in the court of Topeka room, third floor Court House, at 1:30 p. m. sharp, Saturday, March 22.

As usual the Jobbing Association has to have its twine orders in early, and it was necessary for us to order a car of twine in December. Some locals have already arranged to get their twine from this car and we are anxious to get all Farmer's Union orders together.

In-as-much as the Grange has since ordered a car of twine, it will be necessary for us to see that we get our share. If it is absolutely impossible to have some one from your local at this meeting, please write us as soon as you can get the information and tell us approximately how much twine you can use. Orders can be changed any time before twine is shipped. Price has not yet been announced but will probably be about the same as last year.

Now let's make this meeting a success by having every local represented, as we cannot expect a large attendance at the June meeting.

Fraternally yours,
J. M. KESSLER, President,
MRS. E. N. SMITH, Secretary.

HONOR ROLL.

The following secretaries of Farmers Union Locals have reported to the state office every member on their rolls paid up in full for the year 1924.

Bellview — 2042—John T. Anderson, Sec. 52 paid for 1924 — 100 per cent.

Burmeister — 943 — Roy Hunter, Ellsworth sec. 24 members paid for 1924 — 100 per cent.

Athelstone Central—1171— Ralph Heikes, Wakefield, Sec.—12 members paid for 1924.—100 per cent.

Summit—1574—Mrs. Alice Ames, Madison, Sec. — 30 paid for 1924—100 per cent.

Pleasant Valley —1804 — Frank R. Erbert, Ellis, Sec. — 18 paid for 1924 — 100 per cent.

Fairdale — 927 — Carl W. Mayer, Brewster, Sec., 13 members paid for 1924 — 100 per cent.

Rydal — 763 — G. S. Duncan, Belleville, Sec. 22 members paid for for 1924 — 100 per cent.

Prairie College — 1227 — I. P. Bruening, Robinson, Sec. 29 members paid for 1924 — 100 per cent.

Catherine — 884 — Wm. R. Staab, Sec. 7 members paid for 1924 — 100 per cent.

Hays — 1130 Mrs. Everett Alquirst Sec. —76 members paid for 1924—100 per cent.

Sylvan Grove—1555—J. A. Reichard, Minneapolis, Sec. — 11 members paid for 1924 — 100 per cent.

Point Lookout, 1072, Jno. Hoffhines, Esbon—all members paid for 1924—100 per cent.

Neutral, 303, John Costello, McClure —11 paid for 1924—100 per cent.

Independence, 1419—Hugh Winslow Sec., Wellington, Kans.—19 paid for 1924—100 per cent.

Liberty, 925 — Ed. Mog, Sec. — 42 members paid for 1924. 100 per cent.

Twelve Mile, 2002 — R. L. Pearce, Sec., Downs—12 paid for 1924—100 per cent.

Walnut Grove — 1308—Robert J. Meyer, Girard, Secretary—100%.

Victor—1516 —W. G. Harris, Burrton, Secretary, 5 members—100%.

New Hope—1834—S. Tibble, Cedar Point, Secretary, 8 members— 100%.

Gem—1689—G. E. Weir, Pittsburg, Secretary, 10 members—100%.

Survey —34 —Grant Bliss, Woodston, Secretary, 9 members—100%.

Star—831—Willis J. Billings, Linn, Secretary, 6 members, 100%.

Olve Hill—1120—A. F. Braun,—Clay Center, Sec.—36 members, 100%

Coin—1657—S. M. Beason, Orion, Secretary—7 members, 100%

Bushong — 579 — H. C. Harder, Dunlap, Secretary, 10 members, 100%

Hunt — 1107 — J. L. Kongs, Corning, Secretary — 19 members 100%.

LYON COUNTY UNION NOTES.

The next county union meeting will be held at Wheeler, Wednesday night March 26. Will Nelson, Herman Nielson, W. B. Stead, Chas. Hurst and Bros. Yost, Sisson, Laughlin, Brown and several other, all of them boosters and stickers, will entertain us. With these Wheeler folks as hosts an unusually profitable time is assured.

If Admire, No. 8 Allen, Bushong, Americus and Olpe will each send one or more loads of enthusiasts, and it can be done easily, Unionism will receive an impetus to be felt all the year all over the county.

The membership will be pleased to learn that Admire local has a good strong list of paid up members. May their tribe increase.

Allen F. U. Mercantile Co. is continually growing stronger. More customers and more business. Audit shows a profit of $1,500.00 for 1923, not so large, but much better than a deficit. The elevator company also has every indication of winning. Deflation took a disheartening toll from both institutions and but for brave sacrificial hearts and true our business would have been wrecked. With the slogan "Don't give up the ship," we're winning and "O there is joy in the victory."

A mass meeting of farmers has been called for Tuesday, Mar. 18 for the purpose of nominating farmers for the House and Senate on all tickets.

The movement is backed by leaders of all farm organizations, 500 personal letters have been sent out to all sections of the county and the newspapers are printing the call. Will try to send report of result for next week's Union Farmer. Chas. Day, County President, Allen.

CRAWFORD COUNTY MEETING MARCH 25.

We will hold our next county meeting Tuesday, March 25, 1924 in Workman hall, Girard, Kans. Our delegate to State Meeting has a good report to make showing what our state business associations have done in the past year, which should be of interest to every member.

A cordial invitation to all members. Meeting called to order at 1 p. m.

A. C. Brown, Pres.
G. W. Thompson, Sec.

AT KELLY MARCH 22.

The Nemaha County Farmers Union will hold the first quarterly meeting at Kelly, Kan., March 22, 1924 at 10 a. m. sharp. Social secretaries will please select a full delegation to attend this meeting. Mr. W. P. Lambertson will be with us to give us an interesting talk on the present produce marketing system. Mrs. Alice M. Williams will also be with us to entertain the ladies. Everybody invited.

Joel C. Strahm,
Co. Sec. Treas.

DOUGLAS COUNTY MEETING POSTPONED.

Our Douglas County quartely meeting has been postponed from March 15th to March 29th at Union school house No. 34. Mr. E. E. Woodman and a representative from the new produce organization are expected to be with us. Meeting called promptly at 10 a. m. Locals are expected to finish membership drive before that date.

C. C. Gerstenberger, Co. Pres.

Take A Good Look At Yourself

(Continued from page 1)

Don't think you will ever get out of paying the tax, because it can't be paid any other way.

Here is what you are up against. The problem is whether you will get the price on these goods so you will be able to pay it, or whether you will put a mortgage on your farm and finally go into servitude because you have not organized to protect yourself to get profits yourself.

Pay for Town Improvements.

There is another dangerous thing. Every little town in this country can incorporate and establish its boundaries. Only those who live in a city can vote on the bonds promulgated in that city. They can vote bonds to amount to a certain fraction of their property. The people in that town do not pay a doggoned cent of those bonds. There is no other way to put it.

The danger is there is getting to be so many of these municipalities issuing bonds. It is making a burden for agriculture that agriculture cannot stand. Then they sell those bonds and they are non-taxable. The only way you can keep out of paying those bonds is not to patronize the business interests of that city or town, and they would last 24 hours. Don't take my word for these things, but use your brains. Those are some of the things you are up against.

Your total indebtedness, public and private, in the United States amounts to about 130 billion dollars. The total money is about eight billion dollars. That leaves a difference of about 122 billion dollars between the amount of money and the credit. It can't be anything else, because there is no money to put up against it. That means the people are paying interest on 122 billion dollars to somebody who has not a dollar up against it. Figure out to me how the profits on the products of this country, over and above the cost of living and expenses, will pay the interest on that money. You will find what you are up against.

Stick to Co-operatives.

Let us quit this foolishness. You have an institution started, and it is the duty of every man, I do not care whether he is a Farmers Union man or not, to patronize that institution, because you admit it has saved you on wheat alone in the last seven years 15 cents on every bushel raised in the state of Kansas by having our own institutions in that state. Our average crop is about 110,000,000 bushels. On binder twine we have saved in the last three years about 7 cents a pound—enough on 100 pounds to pay membership dues for two years and over in the Farmers Union.

You have done the same thing here. You have not only done it on those articles, but on others. Yet we say about the dividend, "What will you do with the doggoned thing?" Leave it in your business. You are in this game to control your own business and ultimately to fix the price upon your own products.

When you don't maintain your business, it means failure. What did you start it for if you did not intend to stay by it? Do you see a merchant start a business and go on and trade with the other fellow? Not on your life! The farmer is the only man who does those foolish tricks.

Hired Man Not Boss.

I hear talk about our hired help. Some fellow said, "As long as you keep that clerk in there, I can't trade with you. I don't like that son of a gun;" or "That manager hasn't sense enough to run that business." Suppose I hired you and give you a team and we both go out to plow. You do something I do not like and I go to plowing in a neighbors field because I do not like my hired man.

What would your neighbor call me? Don't tell me. They would have a right to, wouldn't they? They surely would! Let's stop and look in that glass. I am not saying this to criticise It is the truth. That is just what we do—a lot of us. We do not do it to be mean. We do not use our brains That's the trouble. Let's take stock of ourselves and put ourselves in the other fellow's position and argue from the other side of the game once.

You select your business managers and go off and help the other fellow kill them off, and then you cuss your managers because your business does not prosper! Oh, it is an awful thing when we stop to look in the glass!

Save Your Insurance Money.

You have an Insurance Company that is saving, I expect, about 60%. I heard your manager of that company say only about 15% of your farm risks are insured in your own company. Hadn't you better use your brains a little more? Think about it, boys. Are you doing the right thing?

We have an Insurance Company in Kansas. Two years ago the farmers of Kansas sent $3,500,000 outside the state for insurance. Since 1916 we have laid away over $200,000 in reserves. The farmer gets everything back over and above the expense of running it, plus the surplus which the state laws provides we must maintain in the company. Suppose the farmers had taken that insurance out in their own company—had left the $3,500,000 in their own company—10% would have gone into reserves and the balance would have gone back to them, and the reserves would belong to them.

How long would it take—we only charge 20%—until you could organize one of the big trust companies of your own and furnish money to yourselves? Why men, it is the plainest thing in the world! Why don't you do it? Because you do not get together in your little red schoolhouses and discuss these things and find out what is the matter, and apply the remedy.

Need Confidence In Each Other.

We have no confidence in one another. That's an awful thing! When I was a boy and you met a stranger and asked him a question and he told you, you believed it. Now you meet your best friend and he tells you something, and I will be doggoned if you know whether it is so or not! It is brought about by the other fellow scheming all the time to get the profits of agriculture by any means he the only way to increase is by getting it off you fellows who produce it, and everybody is after your dollar. They have us scared. We are afraid of everybody who comes along, and we are so doggoned afraid that we are afraid of one another!

This organization was organized to educate and build up and regain this confidence. You aren't all thieves, and you know it. There is not one of you who would get up and say the other fellow was a thief, but you will intimate it. Let's quit that. Put in men you have confidence in. These office-seekers scare me to death. You have men in your organization in whom you have confidence. Go hunt up your men. The same is true of your representatives in congress and the legislature. Hunt your men. Draft them. and put them in. Then for God's sake stand behind them! Don't go off and kick them.

We are getting along nicely in Kansas. I am mighty proud to head that organization. That is the main thing I want to say to you. I had the opportunity a good many times to run for president of the Kansas Farmers Union. I doubted my ability and never wanted the office. I refused time after time to get in the race.

All Should Work Together

Let me tell you people here that you have a man in this state, I do not care where you find him, who is big enough to run this Farmers Union by himself. You never will find one. He must have his cabinet. He must advise with the members and with the other officials of your organization. I get our different boards all together—our lectureers and all. We go over these things.

I told the fellows when they elected me, "We must quit this monkey business." We had a lot of trouble over there. You have your opinion and I have mine and the other fellow has his, as is just and proper. The only way you can build up is by the interchange of ideas.

Let us get together and discuss these matters, and let the majority rule. When it says, "We will do a certain thing a certain way," it makes no difference whether I think it is right or not, if the majority thinks it is right, let is get in and boost, or get out of the game and keep our mouths shut. The majority is usually pretty close to right when they deliberate and take up all the angles and technical principles that enter into these things.

We had some fellows that went out over the state, and said this fellow wa a thief and some other fellow was a crook. I said, "If I hear any more of that, I will call you fellows in and expel you from the Union. If you can't work with the majority ,you can't work at all."

Help Your Officers.

Your president and your board of directors cannot do anything unless you help them do it. If you have not the right kind of men, get them out and put men who are. Don't run after men who are seeking the job. I am not reflecting on anybody. This is God's truth I am talking about.

If they have a man who can fill my position better than I can, they are not doing their duty to themselves if they don't get that man. It is not a personal friend to me. It is whether he is the best man for the general welfare of the people of the country; that's what it is. * * *

I am glad to be here. I like to meet you people and the people everywhere. It is a great inspiration to me to meet with a bunch of men who are trying to do something — to better conditions. I am glad I have had this opportunity to be with you here. I thank you.

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