

## Observations on Cultivation and Care of Tobacco From Seeding to Marketing

No. Non Employment. Tobacco Farmer Has All Year Around Job and Practically All Work Must Be Done by Hand.

By W. C. Landon

If those amazing agricultural experts who are so greatly worried over the deplorable and distressing results of non employment on the farms of this country will take time out for the consideration of the all year around job of the tobacco grower there will be forced to admit that there is one group of agricultural producers in this republic whose opportunities for profit are not interfered with by too much leisure or by easy living conditions to sap any of the back bone out of the rural toiler. There are many of our best folk who really believe that tobacco is an invention of the devil. They are strong for amendments, laws or whatever else may be necessary to prevent the use of the weed by human beings.

Reformers who would banish tobacco doubtless mean well but they are all wrong if they hope thereby to spike the devils guns and interfere with his plans for the spread of damnation among human beings. It is a well known fact that the old Scratch always finds some work for the hands to do, that the very best liars in Satan's interests are put in by those poor unfortunate mortal creatures who by reason of too much or too little good fortune have nothing to do with their time. No one engaged in tobacco farming ever has any chance to help the devil with his work because there are never any idle hands or idle hours in that business. From the time the first work is done on the tobacco patch in the fall until the last load of leaf is delivered along in May of the second year thereafter the making and marketing of a crop of tobacco requires about a year and a half.

The preparation of the "patch" as a small tobacco field is usually called begins early in the fall after the crop of that year has been cut. The soil is disked both ways round and deep and is sown to a winter crop of rye, winter barley or winter oats. About the first of May the cover growth which by that time is about a foot high is turned under, the green manure increasing fertility and adding to the humus content of the land. After rather deep plowing the field is disked both ways and harrowed until it is in as fine condition as a garden. The tobacco plants are then removed from the side hill seed bed and set in rows in the patch where the leaf is to be grown.

Along in the early part of February the tobacco grower begins to look about for a likely place for his seed bed. Having located a good spot, preferably a piece of new ground on a hill side the work of burning and planting begins. The first step in the preparation of the ground for the seed after the clearing is done is to burn it thoroughly not so much for the purpose of enriching the soil but to kill all the insect eggs and larvae that might be hibernating and wait only for warm days to allow them to hatch out and destroy the young tobacco plants. After the bed is cleared, burned, carefully prepared and planted it is covered with a flat tent of common canvas cloth, known locally as tobacco canvas. This covering prevents the ravages of insect pests and some times saves some of the plants from death by early frost. Transplanting from the seed bed to the field where the leaf is to be grown is nearly all done by hand. Machines have been introduced in some sections but most of the old time growers stick to the old time methods. The ground is furrowed off into shallow ditches a little more than three feet apart, fertilizer is scattered in the furrows and each plant is set into its place by hand. As it takes about 3500 plants for an acre of ground and as each one must be separately placed it is plain enough that quite a little action for the farmer is required before the crop is really started. Counting the fall tillage of the soil, the seeding of the cover crop, the preparation and sowing of the plant beds, the plowing and disk ing of the patch, the fertilization and the transplanting there is pretty steady work for about five months before the young plants are ready to start growing in their long rows in the patch.

Now begins the second phase of the year and a half process of making a tobacco crop—the preservation of weed enemies and the judicious restraint of their own vitality. The first tobacco plants to ask for a chew from the new planting is the well known wire worm. This enemy works underground in the night time and is hard to control. In fact his presence and activities become known only when the young plants that he cuts off just under the surface of the soil begin to wilt and die. The only thing to do is to have plenty of extra plants in reserve and keep replanting to fill the gaps made by this worm until the tobacco is strong enough to resist the teeth of the enemy.

The weeds and grass that grow so spontaneously and abundantly in all soils suitable for tobacco production must be kept down. A properly cared,

## Cooperation In Finland Succeeds

Farmers Make Organized Selling And Buying Pay Well

Cooperation in the republic of Finland, although it has been developed only within the last two decades, is now playing an important role in the social and economic development of the Finnish nation. More than thirty five hundred different cooperative societies with a membership of over half a million, or one-seventh of the nation's population, are listed in the commercial register.

Finnish cooperation is similar to Danish in that it is chiefly a rural movement, dealing with agriculture. However, the Danish movement is built from the ground up, while Finnish cooperation has been built from the top down. The leadership of men prominent in national affairs in Finland, and the development of large central societies, have been responsible for this trend. Among these leaders, Prof. Hannes Gebhard, commonly known as the "father" of Finnish cooperation, is most widely known.

Professor Gebhard's interest was attracted to the cooperative movement some years ago while he was studying in continental Europe. On his return to Europe his first step was to establish the "Fellervo" society, which has become the central organization for cooperative education, propaganda and promotional work. "Fellervo" does not engage in commercial operations and accordingly has no income and no expenses arising from its activities. It meets by donations from the large cooperative federations, private donations and a small annual government grant.

Buying and Selling Perfected

The field of cooperative buying and selling is highly developed. The local distribution of household necessities and farm supplies in each county is centralized in a cooperative trading which establishes branch stores in the local communities. In the wholesale trade, however, the local becomes a member of one of the central wholesale societies, from which are purchased the supplies handled by these societies. The remarkable organization, both in buying and selling, perfected within these central cooperative societies, which now number ten, is one of the strongest features in the Finnish movement.

In the field of consumer cooperation, the oldest and largest federation is the Finnish Cooperative Wholesale society, founded in 1904. Its membership comprises 450 cooperative trading societies with a complete network of stores, and 190,000 members, of whom 70 per cent are farmers. The working people in the cities and industrial communities have a similar central wholesale society.

The wholesale purchasing of farm supplies is centralized in two organizations. The larger and more important of these is the Agricultural Cooperative Wholesale society founded in 1905 with a membership of 1020 local organizations, grouped as cooperative trading societies, cooperative creameries, and cooperative rural banks. One-half of Finland's wholesale trade in feeding stuffs, grains and concentrated feeds, is supplied by cooperative societies, while the wholesale supply of 90 per cent of the farm-seed trade, and is the principal wholesale dealer in dairy machinery and equipment. It equipped all creameries built in 1921 and supplied the machinery and equipment to 26 out of the 27 new cooperative creameries built in Finland during the first ten months of 1922. The turnover of this organization in 1921 was 122 million Finnish marks, 30 per cent of this amount representing the purchase of one-farm products.

Cooperation Builds Creameries

Cooperation has created a new day in dairying, Finland's most important branch of agriculture. It has made possible the production of standardized, high-quality dairy products. The last decade has witnessed the disappearance of the private creamery. Cooperative creameries which now number 500 have taken its place. Since the war the cooperative creameries have undertaken to pay milk producers on the basis of quality. With respect to the centralization of the cooperatives for selling dairy products, the Finnish creameries rank first in northern Europe.

In 1907, 17 cooperative creameries formed the Cooperative Butter Export association for the purpose of marketing their products. Its turnover increased from 7.4 million Finnish marks the first year to 354.5 million Finnish marks in 1921. Today its membership comprises 300 cooperative creameries and it sells over three-fourths of Finland's export dairy products. In addition, the central association handles the principal portion of the wholesale milk trade in three of the principal cities, in Helsinki, Viborg, and Oulu, and operates large modern plants for the manufacture of condensed milk, and also owns and operates large cheese-storage cellars. Membership is secured through a contract with a local creamery which involves the purchase of shares and an additional limited financial guarantee, together with a

## Getting Down To Some Genuine Fundamentals Necessary For Success

Cooperation of Leaders and Individual Members of Farm Organizations of Vital Importance.

The most important factor in the success of any farmers' organization is the active interest of individual members. The cause of the death of practically every organization that has ceased to function can be traced directly to the lack of the individual member's interest. Officers of the right sort may be able to maintain the influence of a farmers' organization for a time, but it is impossible for them to maintain it indefinitely. When members are not individually a vital part of an organization the officers soon become of no more force as officers than they would be as individuals. Strong local units are necessary to maintain members' interest in any large organization.

Sometimes fear that we lose sight of the importance of the local unit as the vital part of a farm organization. As a matter of fact the local unit is the heart of every organization. It is the part which furnishes the very life blood. Like the heart of the human body, it occupies an inconspicuous place. Its presence is seldom realized and its detailed functions are seldom discussed. Its work is not spectacular. It is its work, however, which makes possible the functioning of the other parts of the body. If you remove or greatly injure the heart the animal body dies. Just so with the farmer's organization. As soon as the local units cease to function the organization starts to decay. It is important for the human body to have a brain. It needs a directing power for its highly organized organization. It is the brain stimulated by the life blood which comes from the heart that determines the direction in which the entire body is to move. It receives impressions from the various parts of the body, catalogs and classifies them and decides which suggestions are important and what the action shall be.

The action of a farm organization which is established, whether we are thinking of local organizations, state organizations or national organizations, the directing power is usually lodged in elected officers and boards of directors. This power, however, cannot function for long without the continued stimulation of the locals. Either can it function unless it gets its ideas continually purified and approved by the locals in almost exactly the same way that the blood of the human body is sent back through the heart.

It is this purification process which is so often neglected in farmers' organizations. They must, of course, depend upon the officers for final direction, but unless there is a continual operation of the principles of initiative and referendum, the officers soon grow away from the members and the supply of life blood is interrupted. If you will think back with me over the history of practically every national farmers' organization you will find that its principal troubles can be traced to a tendency of the leaders to separate themselves from the members, or of the members to lose interest in the leaders. This has resulted in the downfall of a number of promising national organizations.

This separation may be caused by two things. One is the lack of the leader's appreciation of the importance of keeping in close touch with the farm members of his organization. He comes in contact with bankers, railroad men and packers, commission men and national and state officials. He comes in personal contact with the members on the farms. Unless he establishes some system by which he can closely determine the opinions and desires of those who are responsible for his selection he is certain to do himself and the organization harm.

Another thing which is responsible for the drifting apart of leaders and members is the attitude of members themselves. Sometimes I wonder if this is not a greater cause than the one which I have just mentioned. Farmers are busy. They have many things to do. They frequently join a farm organization because they are induced to join by a neighbor or by an organizer. Sometimes they know only in a general way what the organization proposes to do and frequently know very little of how it is to do it. They may attend a meeting or two, and if they are only fairly well satisfied or are mystified, they will perhaps cease to interest themselves in the organization, except to watch for results. If results fail to come they are disappointed. Very often they begin to lose interest in all farmers' organizations because they can point to so many instances where the organizations have failed to fulfill their promises.

If every individual member of an organization would give a few minutes serious consideration to the organization's problems each day that organization would grow and increase in power and could not fail to accomplish the purposes for which it was organized. Leaders could not grow apart from the organization then because they would be held to a proper course by the average opinions of all the members. If they failed in their

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## The Kansas Union Farmer

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

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

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

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

### ADVERTISING RATES ON APPLICATION



THURSDAY, APRIL, 26, 1923

### DISCARDING THE FIFTH WHEEL

Word comes to this office that another County Farm Bureau has withdrawn from the Kansas and National Farm Bureau Federations and will henceforth devote itself to its duties as defined by law. Undoubtedly this is only a beginning. Common-sense, of which the average Kansas farmer has a plenty, cannot defend the support of such costly over head organizations that render no ascertainable service and to say the least obtain their financial support by extremely doubtful methods.

The withdrawal of County Farm Bureaus from the Federations and their return to their legally prescribed field is not a victory for the Farmers Union but a triumph of the good sense of the farmers who took the action. Whatever may have been the excuse for setting up State Farm Bureau Federations in states like Illinois, Ohio, Mississippi, and Louisiana, there was no reason for such a course in Kansas, Nebraska, South Dakota and the score or more of states in which the Union was organized, active and successful. For nearly twenty years the Union has been the big farm organization of Kansas. It has done its work well and at mighty small expense. Its leaders have ability, experience and courage and are on the job twelve months each year.

The Farmers Union through the local elevator movement has added twenty millions of dollars a year to the farm value of the wheat crop. For five years it has fixed the price of binder twine in Kansas and has saved wheat growers more than \$3,000,000 on that single item. Farmers Union Fire Insurance has forced a twenty per cent reduction on all farm insurance in this state and made the rates for that sort of protection the lowest in the whole country. The Farmers Union has established the biggest live stock commission house on the Kansas City market and is handling a vast volume of sales to the satisfaction of its patrons. What has the Kansas Farm Bureau Federation ever done for agriculture in this state.

The county agents are doing a good work and one that will become popular and appreciated just in proportion as it is separated from the activities of the Kansas and the American Farm Bureau Federations. The members of the Union in counties that have given up their connection with the Federation should rally to the support of the County Farm Bureau and the County Agents and prove that they are true and helpful friends of the Extension Service and of the State Agricultural College.

### WHAT HAVE I DONE FOR THE UNION?

There are a few members of our organization who are still asking what the Union has ever done for them. Well it has done much more than they know and more for them than they deserve if that question is a true measure of the spirit with which they have enlisted for their work. Here are a few of the things that the Union has done for Kansas farmers.

It has corrected the injustices of local grain marketing by establishing the best system of cooperative elevators in the world. This has resulted in adding twenty cents a bushel to the delivery price of wheat or about \$20,000,000 a year to the income of Kansas wheat growers.

It has reduced the rates for fire insurance on farm property twenty per cent for all Kansas farmers and for its own members has saved more than a million dollars in the cost of fire and hail protection.

By entering the Kansas City Board of Trade the Union has compelled justice for cooperative shippers on the greatest of all middle western grain markets. It should have every car load of wheat consigned for sale to Kansas City.

It has built up the biggest live-stock commission company on the Kansas City market where it handled 1,491 car loads during the first three months of this year. If all the members were doing as much for the Union as the organization is for them this house would handle 10,000 car loads of stuff this year.

The Union fixes the price of binder twine in Kansas and during the past five years has saved the wheat growers of this state more than \$3,000,000 on that single article.

The Union secure the enactment of the cooperative laws of 1913 and 1915 and of the cooperative marketing act of 1921. It has supported more constructive and progressive legislation than any other organization in Kansas.

These are just a few of the things that the Union has done for its members and for the state of Kansas. Now brother Doubting Thomas it is your turn to answer a few questions about what you have done for the organization and how faithfully you have kept your obligation.

Have you paid your dues and your building fund assessment for this year? Have you asked any of your non Union neighbors to join with us in our work for the farmer? Have you secured as many as two applications for membership since the beginning of the New Year? Do you support the cooperative business in your neighborhood with your sales and purchases? Are you afraid that some sly old timer who has grown rich off the business of yourself and your fellow farmers will ask you if you are married to one store. Do you consign your car lot shipments of grain and live stock to the Union agencies in Kansas City? Do you insist that your cooperative elevator ship its car lot consignments to the Jobbing Association? Is your property insured in the Farmers Union Mutual Company against fire and tornadoes? Is your growing crop insured against hail damage in the Farmers Union Hail Insurance Company? Do you attend all the meetings of your local and take part in the discussions and committee work? When did you last attend a meeting of your County Union? Do you read every line in this paper, advertisements and all?

The man who can answer yes to all these questions has got a kick coming if he is not getting good service from the Union. The Union can do much more for its members if its members will do more work for the organization and for themselves. Self help is the idea. What are you doing for the Union?

### PAY UP ALL THE DUES NOW

Have you paid your current dues and your Building Fund assessment? If not that is a matter that should be attended to right away. Each member of the organization is getting a lot of service that must be paid for with money collected as dues. Each Union family is getting this paper which may not be the reatest journal in the world but it is itself worth more than the annual dues charged by our organization.

Take time to go to the next meeting of your Local and pay your dues. That is one thing that you can do for the organization that will help yourself and every other member in the state.

### DOES NOT LIKE OUR PAPER

Fifty cents of the annual membership dues paid by each Union man is subscription for the Kansas Union Farmer. That is not very much money but of course the paper is not a very big sheet. One or two members, perhaps a Local or two have asked whether they cannot hold out fifty cents from their remittance to the secretary and stop their papers. They do not like the sheet. They do not approve the editorial policy. They do not care for the news from the Locals and County Unions. They are not interested in the articles that deal with and discuss cooperation and other farmer problems.

No. Under our by-laws the member cannot hold out fifty cents and stop the paper. The regular dues are \$2.25 a year. But of course, if there is any member of the organization who really believes that he is being injured, demoralized, corrupted, damaged or otherwise hurt in his feelings he can still pay his \$2.25 a year and stop his paper. Or better yet, certainly better for the Union and possibly better for the disgruntled and disgusted member, he can refuse to pay any dues at all and thereby drop out of the organization with which he plainly has no sympathy and which he is sure can do him no good. It is dead certain that the man who has made up his mind that the Union can do nothing for him is worthless to the organization and should get outside where he can do his knocking decently and in order.

It is just possible that some of those good brothers who do not care for this paper take that position because it is the official organ of the association to which they belong. They just cannot believe that any organization made up of members like themselves can publish a paper worth while. Of course they are right in a sense while at the same time they are wrong. If the Union were made up entirely of such men as themselves it would certainly be impossible for it to publish a paper worth reading. Fortunately the membership of great organizations as a whole is very different from that type of man. Our members have courage, good sense, business ability, knowledge of cooperation, patriotism and the power to think for themselves and so they get out and read a pretty good paper.

If the disgruntled and over critical members who do not care for the paper would take time to read a few issues through from start to finish they might change their minds.

### GETTING NEW MEMBERS

Some mighty good news is coming into headquarters from different parts of the state. Nearly every Local reports a few new members as a result of work done since the January State Convention. One busy bunch has initiated 60, another reports 40, others from a half dozen to twenty or more. This is fine and proves just what the Kansas Union Farmer has been contending for years. The Union has made good. All the farmers of Kansas who read the papers and keep up with the times know that. Everybody wants to string along with any organization that is making good and proving that with more strength and resources it can do even better.

Very few thoughtful farmers in Kansas will refuse to join the Union if the merits of the organization are presented to them by their neighbors and friends in whom they have confidence.

Wherever the members themselves have gone out and worked for more members they have succeeded. There is plenty of time for more of the same yet this spring. Every Local should double its membership—a perfectly easy thing to do if each member will get a new member before the next meeting.

Perhaps some of the Locals are overlooking the new comers. Several strange families move into almost every neighborhood during the winter months. These new folks should be taken into the organization right away. We need their numbers, our business institutions need their trade, and the Local needs their assistance.

### IDLENESS ON THE FARMS

The Country Gentleman has discovered that the average farmer has too much leisure and that if he hopes to make money he must put in more time at productive work. On the other hand there are many farmers who firmly believe that their hours of labor are longer for each day and for more days in the year than any other business. The Country Gentleman wants a new system of agriculture that will furnish at least 300 days work yearly for each able bodied man on the farms. Henry Ford on the other hand insists that the principal trouble with agriculture is that the farmers work too much and that they might get along with twenty nine minutes a day if they would live in villages, use Fordson tractors and keep no animals.

Here are several doctors fooling around the same patient with no sign of agreement as to the nature of the disease or the treatment necessary to effect a cure. Who is right?

Undoubtedly there are some sections devoted to single crop farming where there is not enough time to keep the farmer busy more than half the year, even if the whole number of hours used in doing chores is included in the time sheet. No man can expect to make money from work unless he works. This single crop farmer cannot afford to board himself and his horses twelve months and get only three months labor in return. He cannot afford to tie up several thousand dollars in equipment that is used only ten days in each year. Single crop farmers must branch out. Even in the wheat belt it is possible to raise plenty of feed for pigs, cows, and hens and a judicious accumulation of these animals will furnish productive employment at fair wages all the year round.

Ford has either been misrepresented or he knows less about farming than he does about politics which is useless. Agriculture without animals which appears to be Ford's ideal would impoverish the soil beyond redemption and would take away most of the profit and all the interest that there is in the game. Ford would put the tobacco farmer and the fruit grower as well as the live stock producer clear out of business. It takes more time to burn and plant a seed bed for tobacco than Henry would have the farmer use during the entire year. Twenty nine minutes a day is less time than is required for spraying a five acre apple orchard. It is not enough time for picking two acres of strawberries.

Without work no one would be happy and every one would be wicked and worthless if we are to believe what folks say of the results of idleness or man's moral make up. No sensible man believes that money can be made or comfort assured without work but there are a lot of folks who object to working for nothing.

The tobacco grower who is generally regarded as a one crop farmer is nothing of the sort. The average sized holding in the dark tobacco district of Tennessee is about one hundred acres. The average tobacco crop is about six acres to the farm. The remainder of the land is used for pasture, hay, grain and wood lot crops. The farmer feeds himself and his work animals, produces both corn and hay for market, sells a few hogs, some cream and a good many chickens and eggs each year. Although tobacco making spreads over the whole year there are intervals for working in the corn, woods and hay. Such a farmer not only lives at home but boards there. His tobacco crop brings him in the bulk of his cash income but he could live without it.

In the wheat belt the real single crop system is found. Too many farmers sell wheat to buy meat, milk, flour, coal, oats, hay and garden truck. Most of these things they could produce at home even in the dry farming districts. They argue that it is cheaper to buy such stuff and use the labor required in making them for other purposes. They are wrong. It is never cheap or even cheaper for a farmer to buy anything that he can produce with reasonable success on his own place. He does not use the time so saved for productive purposes, in fact he does not use it at all.

The farmer, just like any other workman, must have regular and steady employment all the year round if he is to prosper. The farmer who produces something to eat or something to sell every day in the year will certainly be forced to work more than twenty nine minutes a day but he need not exceed an average of eight hours and is sure of a living and some little profit all the time.

### HAVE A GOOD PICNIC THIS SUMMER

Careful plans are essential to any sort of success. There should be a thousand Farmers Union picnics in Kansas this summer. It is time right now to begin making arrangements and advertising the big do's.

If the committees have not yet been appointed they should be selected at the next meeting and every one should get busy now.

Iowa farm lands showed an unnatural increase in value during the period covered by the last census rising from \$2,801,973,729 in 1910 to \$6,679,020,000 in 1920 or a total of \$3,877,046,271, a little more than 130 per cent. Are the 1910 or the 1920 figures nearer the truth?

## COMMENT ON WORLD'S NEWS FOR WEEK

### Ford Has Done Humanity

Some good turns but the report that he is arranging to sell flivvers on weekly installments is evidence that no matter what kind acts a man may commit nor how many all the results can be wiped in a single hour. If Ford proposes to sell tin lizzies on the dollar down and dollar for life plan this column is off him for life. If there is one indisputable fact in this world it is that no man who must go in debt for it should own a car unless it is to be used for business purposes.

We had about made up our mind to apologize to Henry for trying to unload Lydia Pinkham on him for Secretary of Public Welfare and Health during the administration of which he will never be the head but we back up. Lydia is plenty good enough to serve in Henry's cabinet.

### France And Belgium

Are partners in the enterprise of invading Germany to collect some of the change that country owes them and the balance of the world. It looks like a hard job, a pretty hopeless sort of undertaking but no two nations in this world have suffered as much from Germany or so richly deserve some reparation for what they have gone through.

Inasmuch as the United States refused to accept any responsibility for after the war activities and conditions in Europe and as England is looking for her advantage by a revival of her trade with Germany, perhaps it would be as well for the rest of the world to keep quiet while France and Belgium do their best.

### Bonar Law, Prime Minister

Of England only, since about the middle of last December came very near losing his job a few days ago. Parliament voted against one of his positions and for a time it seemed that he must resign, take his cabinet out of office with him and call another election by the people to decide whether the empire shall be ruled by the castle or the cottage.

It is certain that the King must ask Ramsey MacDonald, leader of the labor forces to form a new ministry if Law walks out. Within two years the representatives of labor will be ruling the British empire. They may do right well at that. Canada has not even started towards the dogs since the farmers took control up there.

### Fools Have Funny Fancies

A simply minded fellow bobbed up last week and violently asserted that the prohibitory amendment and enforcement laws are making scores of criminals daily. At any rate the men who are so converted from law abiding citizenship into more or less dazzling ornaments of the underworld make their own choice. They are law breakers not from necessity but from natural inclination. If the prohibitory amendment were not so handy as an excuse they might be stealing horses or selling oil stocks.

The man who is made a law breaker by prohibition is a willing criminal who deliberately decides that it is time to kick the constitution and the statutes to hell and back again. The drunk crazed lunatic who committed crimes while in that condition was responsible, which sort of law breaker more richly deserves severe punishment.

It is high time to stop all this silly talk about law making law breakers out of good citizens. Nothing can make a criminal out of a good citizen so long as he has the will to respect the law.

### Sugar Is Under Investigation

But so far the new high prices have not been acted. We are assured, however, that the tariff has nothing to do with the matter. Perhaps not. It is mighty good to know that the great sugar barons are such nice men that

they will not pick up the big fat pocketbook that Uncle Sam has dropped right square in the middle of the road in front of them.

Inasmuch as the sugar trust has such complete control of all the production of sugar that is marketed in this country it may be true that they could have their way without the help of the tariff. At any rate it is certain that they have had their way at an expense of a couple of hundred millions of dollars to the people of the United States.

### Facing In Both Directions

Is a tolerably difficult thing for any man to do who is not blessed with the use of two heads. Two sets of eyes and two full sets of moral perceptions. It ought to be easy enough though for those fellows who have convinced themselves that they can sell the coarse grain non pooling market contract of the United States Grain Growers and the one hundred per cent pooling contract to the same man on the same talk.

If the farmers are to make any success in marketing they must get on sound basis and stay there. There is no compromise or half way ground between one hundred per cent pooling and dumping on the speculative market even when the approach is through a local cooperative elevator.

### Cromwell, Mayor of Kansas City

Has walked up and found himself in a "tight." The yearly expenses of his burg are some two millions of dollars less than the receipts and it will soon be necessary to fund a big deficit. The good mayor who was once in the butter business and still regards himself as a slick individual, proposes to reduce expenses by cutting salaries. His own pay is \$7,500 a year and he thinks he can get along without the five hundred if some of the \$3,400 a year men will separate themselves from the six hundred.

Fair enough. The mayor does not propose that any pap sucker of his city shall be deprived of the privilege of sacrifice more than himself in the public interest.

### Railway Shop Workers

Resisted a reduction in wages because they did not believe that such a cut was justified by business conditions. A good many of them are still out of work. The hard boiled railroads assert that they won the strike, that they taught craftsmen not to fool with the band wagon that is operated by the forces of organized capital.

Since the railroad strike was started less than a year ago wages have been raised in a great number of American industries. The steel trust has twice advanced the pay of its men; the packers have just announced a general advance for their hired hands; there have been many others. In fact wages as a whole are considerably higher than on the first of July when the shop workers walked out.

Are the trucking houses and the steel trust managed by men who do not know their business or were the railway workers right when they insisted that instead of a reduction the roads could very well afford to pay more money to their workmen. And by the way the hard boiled roads and all others are doing just that very thing since the wages of the maintenance of way men were increased.

### Hyde, Governor of Missouri

Is also vetoing some legislation that has passed the General assembly of that state. It is not likely that he can equal the record of Governor Davis but he has forbidden some acts that looked good in Kansas. Hyde has vetoed a bill providing for at least eight months school in every rural district in Missouri. He very wisely and truly observes that the whole effect of such a law would be to help

the weak districts of which there are about 1,600 in the state. It is fine that a brave and far seeing governor determined that no aid should be extended to weaker school districts was on guard at Jefferson City otherwise poor children in the hill counties might enjoy equal educational advantages with those so fortunate as to live in the northern part of Missouri. Perhaps it is worthy of note that Governor Davis approved a Kansas law providing for at least eight months school in every country district.

Hyde says that if the people of Missouri will give up the independent country school district and accept the county unit of administration there will be good schools for all. The sure way to kill interest in a local school is to deprive the patrons of that school of the right to manage it. Arkansas, Alabama, Virginia and several other southern states are trying out the county unit plan and so far there has been no improvement either in administrative methods or educational results.

The school district is the last strong hold of pure democracy in the United States. Shall local boards of directors be replaced by a centralized educational bureaucracy with absolute power over school revenues, courses of study and the employment of teachers? The people of Missouri are wise to stick out for control of their own schools.

### Mrs. McCormick

Daughter and granddaughter respectively of John D. Rockefeller were on the front page of most American newspapers again last week. Mathilde has finally married her Swiss livery stable keeper. The ceremony was performed by a magistrate in London, the sort of wedding that the squire officiates in over here. The dinstakes say that the happy couple disappeared shortly after they signed the register. That is fine. Now if they will just stay disappeared all may yet be forgiven.

The old lady McCormick, she that was Edith Rockefeller is now tangled with a bribery charge. It is reported that she paid a Swiss soldier a big sum of good American money if he would turn his back and permit a French aviator interned in Switzerland to walk out of the country. No one seems to know whether this is the same young man that has been tame catting around Edith's Chicago house.

Old man John D. Rockefeller must rather envy old man Cyrus H. McCormick who has long been dead and presumably out of reach of the newspapers that tell so many unpleasant things about his decadent descendants.

### Wilson Comes Out Right Flat

Against Harding's proposal for an information or world court. Now that is mighty singular. Every one had an idea that any idea advanced by Gamaliel would be promptly endorsed by Woodrow. It hardly seems possible that these two foremost citizens of the republic would expose themselves to the charge of playing politics.

Senator McKellar of Tennessee and former Senator Hitchcock of Nebraska have heartily endorsed the position taken by the ex-president. While nothing is said about their position in the dispatches it is morally certain that Senator Curtis of Kansas and Senator Spencer of Missouri approve the utterances of President Harding.

### Babe Ruth Is Still Falling Down.

At the bat. There are only two absolutely certain methods that will insure free hitting at the plate. The first, long practiced by the late Willie Keeler is to hit em where they ain't. The second or Ruth System was to hit the ball wherever it comes and knock it over the fence. The Bambino is failing both ways. Looks like he might soon be soon be looking for a good job as a truck driver.

Principally, by the fact that the Danish farmer has learned how to cooperate, not only in the production of his goods, but in the marketing of his wares. He is a member of a cooperative cow-testing association, he barrows money through a cooperative credit association, he deposits his money in a cooperative bank in which he shares in the profits of that bank. He lights his house by power obtained runs his machinery by power obtained through a cooperative light and power association, and shares in its profits. He butchers his cattle in cooperative slaughter houses, and insures against death, sickness, fires and other contingencies through co-operating agencies.

All of these agencies are co-ordinated in a wonderful unified system, at whose head stands the Minister of Agriculture of the government. And it has succeeded because the farmers do their work in a strictly business like manner. And so strict is it, that if one farmer delivers as many as three bad eggs in one year to his cooperative egg selling agencies he is banished from the organization.

American farmers have a good many lessons to learn from the Danes, and this is one of them: that their cooperative associations will function properly only in so far as each individual functions in a business like manner.—Arizona Cattleman.

Experimental work by the Bureau of Animal Industry, United States Department of Agriculture, shows that good egg yields and economical results can be secured with a wheateas ration for chickens.

How has this been accomplished?



## Boys' and Girls' Club News

### "WHY FARMERS SHOULD BELONG TO THE FARMERS UNION"

Farmers' Union Local No. 1542, Hamilton County, has offered a prize to the boy or girl submitting the best essay on "Why the Farmer Should Belong to the Farmers' Union." The following essay written by Miss Nona Crist is very interesting, and contains a lot of very plausible reasons for membership in the Farmers' Union.

First: The farmers should organize to be recognized. Recognition as a real body of active men and women means power in the making of our laws and the betterment of conditions for the farmer.

Second: If farmers were organized they could set a price on their products just as mine operators do. The mine owners set a price on the coal dug from their mines and the people are compelled to pay the price or do without coal, for the mine operators are organized.

The farmer takes his grain to the elevator and finds out what they are paying for grain and sells it for what the dealer will pay. The farmer is not able to set a price on his products for they are not as well organized as other classes of people. The laboring organizations for instance are well organized. When a majority of them wish to strike the others are compelled to, where, when organized farmers plan to hold their grain for a higher price, no one can stop them.

Farmers could organize and set a good price on their products here in the United States. We raise more grain than is consumed in our country and the surplus could be sold on the world's market at a higher price. The United States has a protective tariff on their manufactured products. There is a protective tariff on a number of farm products but this does the farmer very little good except on products where we cannot supply our home market. Sugar is an example. On such products the farmers are competing with each other, trying to see who can sell their wheat the cheapest. Under these conditions more land and more labor is needed to earn the same amount of profit. By organization the farmers could sell all their wheat or other crops in one lot at a set price made by their organization. This could be sold at home, that is in the United States. The surplus could be sold on the world's market at the world's market price.

### THE FARMERS' UNION A POTENT FACTOR IN LEGISLATION

It may not be known to all of the membership of the Farmers' Union that the United States Bureau of Markets was created at the urgent demand of the Farmers' Union. A Farmers' Union man suggested this. The bureau was created to help the farmers in their marketing. This bureau has grown until hundreds of thousands of farmers and shippers are daily getting market quotations, movements of cars, prices, etc. It is sending out market news to more than 40 states by wireless. It has led to the establishment of 36 state bureaus maintained by state appropriations and all of these state bureaus are doing for the farmers of Texas, they are worth \$500,000 to American farmers and shippers annually.

The Texas Farmers Union was the influence that brought about the creation of the Texas markets and warehouse department. It is proud of this work and proud of the excellent work that department is doing for the Texas farmers. It is doing for Texas agriculture what the Texas state market is doing for the farmers of Texas, they are worth \$500,000 to American farmers and shippers annually.

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The Farmers' Union made demands on congress for beneficial legislation and many of these demands were enacted into law. Among them the postal savings banks, election of the United States senators by popular vote, rural credit and parcels post. The Farmers' Union had more to do with rural credit and parcels post legislation than any other or every other organization on the American continent. Millions of small packages of farm products, eggs, honey, meat, dressed poultry, butter, etc., have

really sets the price of wheat on the world's market and farmers of the United States have nothing to say in the matter.

The price of wheat or other farm products of the United States per bushel would under these conditions be the average of the home and world market in proportion to the amount sold on each.

The third reason then why farmers should organize is to prevent competition between farmers.

Fourth, we should organize to control our own interests and prices. An organization of all the farmers of the United States would be one of the world's greatest organizations if not the greatest, for the farmer supplies man's first needs.

Fifth, we should organize for educational purposes. Farmers as a class neglect education more than any other class of people.

Sixth, the Farmers Union is the best farmers' organization, because it has done more for the farmer than any organization of its age. In the first place they have had more influence in legislation in getting laws passed for the benefit of the farmer and preventing legislation that tends to work contrary to farmer's interests. Second the Farmers Union have more elevators in Kansas than any other farmers' organization. The Farmers Union have a State Live Stock Commission at Kansas City and it also has a State Jobbing Association. In stating the benefits derived from membership in the Farmers Union let us not forget the local stores, banks, elevators and insurance. There are other good farmers organizations including the Grange and Equity, but the Farmers Union has done more for the farmer considering the length of time it has been organized than any other organization.

Seventh: It pays to belong to the Union simply to be able to take advantage of its insurance. On insurance alone an ordinary farmer can save five times the amount of money he pays for it.

Eighth: We should organize to be able to purchase merchandise at wholesale prices.

Ninth: These organizations help out in the social affairs of each local community. I have given nine reasons why we should unite (join the union). Farmers are like the quarrelsome sons of one father and need a lesson in organization when he gave them each a stick and compared the strength of one stick to a bundle of sticks. In conclusion let me give Matthew 12, 25, "A house divided against itself cannot stand," in union there is strength, therefore united we stand or divided we fall.

been marketed by parcels post and farm supplies in small lots went to the farmers from the cities. This accomplishment alone entitles the Farmers' Union to a warm place in the hearts of the American people.—Farmers' Union Messenger.

### POTATO GROWERS SIGN FIVE YEAR POOLING CONTRACTS

An organized effort is being made in Aroostook county, Maine, to market potatoes cooperatively. For three years in succession the growers in that section received prices which in many cases were below cost of production, and for this reason a move toward self-help is considered an immediate necessity. This movement is assuming county-wide proportions. Meetings of a large number of growers have been held at important shipping stations, and the plan is being backed by merchants, railroad men and bankers.

The plan is to have associations at the shipping points. These "locals" as soon as there are five, are to be federated into a central selling agency called the Maine Potato Growers' exchange. It is hoped to sign up a sufficient number of growers before March 1 to assure the exchange of 10,000,000 bushels of the 1923 crop. That would be about half the potatoes usually produced in Maine, most of which are grown in Aroostook county. On the basis of 600 bushels to the car, 15,000,000 bushels would equal 25,000 carloads. Last season Maine shipped about 38,000 cars of its large crop and the previous season about 18,000 cars came from that state.

Growers joining local associations are required to sign a five year contract to market their crops through the association. Members are to pool all potatoes weekly, all stock being graded, sacked and sold under the association brand. Seed stock will receive special attention and will be sold strictly as seed stock. Provision is made for the formation of local warehouse corporations to finance the storing of the crop, utilizing to a considerable extent the existing facilities. The warehouse corporations will be formed for service, not profit, and will sign cross-contracts with the local associations, the local thereby controlling the warehouse corporation.

**DRAFT HORSES IN KANSAS**  
Kansas first became a millionaire in horses in 1911 and the average number of horses on the farms of the state for the last ten years has been 1,039,887, or a horse apiece for the farmer and every member of his family, despite everything that Henry Ford could do.

From Uncle Sam's figures we learn that this state has more purebred horses of all breeds than have 41 other states. According to the United States Census, the value of the horseflesh in this state was \$84,283,872 which was

exceeded by that of only two other states and these two, Iowa and Illinois, happen to be the only ones having more purebred Percherons than Kansas.

In addition to ranking third among the states in number of purebred Percherons, Kansas ranks first in French Draft first in German Coach, eleventh in Shires, eleventh in Belgians and eighteenth in Clydesdales and is behind only ten other states in the number of American Saddlers.

Approximately two-thirds of the horses and mules of the United States are produced in the following ten states: Ohio, Indiana, Illinois, Iowa, Missouri, Kansas Oklahoma N. Dakota, S. Dakota and Nebraska, and is an excellent authority for saying that from one-third to one-half of the counties in the principal horse producing states will have no surplus for sale this spring, while the great horse markets of the country, which center in the group of northeastern states and those south of the Ohio River, are now clamoring for the horses which they must have within a short time.

Reports of tax assessors to the Kansas State Board of Agriculture indicate a decrease in the total number of horses in the state and that the present horse population is 962,329 head, which is 33,000 head less than that of the previous year and 77,500 head below the average of the past ten years. This would seem to indicate that Kansas will have but little, if any surplus for exportation to other sections.

Dealers in all the horse producing states report a shortage of foals, weanlings, 2-year olds and 3 year olds of the kind which promises to develop into good market types. About 1,750,000 horses and mules are required every year in this country to replace those which have dropped out of active service and 1,500,000 of these are needed on the farms.

During the World War there was comparatively little breeding of the best draft type and now, when the animals foaled at that time would have been old enough to go into city work, they are few in number and even lighter and less desirable types are none too plentiful in the country as a whole.

The farm bred horse that has no splints, sidebones or spavins can go on the city streets when 5 or 6 years old and stand up and this is the kind that now commands a premium from the trucking and oil companies and packing houses if they carry the "right" and quality. The bakeries, milk wagons, and newspapers will use a lighter horse with more action and weighing around 1,400 pounds for a single hitch or 1,250 pounds for teams.

It is generally agreed among men experienced in the business that the prospects for the draft horses has not been so bright in many years and one fact stands out plainly: There are some places where the horse has not been, and cannot be, replaced by mechanical power. In various ways the needs of the farmer call for more power than is now used by all the factories of the country and much of this can be supplied by wisdom, steam, gasoline or

electrical engines, but for economical tractive power the farmer must remain largely dependent upon the horse and the value of this power and the success which he attains in his business, will depend upon the kind and quality of the horses which he raises.

Taking into consideration the decreased number of horses in this state; the general shortage of horses of the draft type throughout the country; the large number of replacements required and the growing demands of the cities for horses of the right kind; the draft mare of the proper size and quality promises to be the best side-line on the farm for years to come.

### RESOLUTIONS OF SYMPATHY

Whereas the grim reaper of death again having entered the home of our Brother Joseph Taylor and John R. Sullivan by removing from our midst the dear wife of Brother Sullivan and daughter of Brother Taylor.

Therefore, Be it resolved that we, the members of Line Local No. 1023 extend to the bereaved Brothers and families our sincere and heartfelt sympathy in their hour of sorrow.

Be it further resolved that a copy of these resolutions be sent to the bereaved family, one to be sent to the Kansas Union Farmer for publication and one to be spread on the minutes of this local.

Line Local No. 1023.  
John Hern, Sec. Treas.

**RESOLUTIONS OF SYMPATHY**  
Whereas our Heavenly Father in His infinite wisdom has seen fit to remove from our midst the Father of our Brother Charles Case.

Therefore, Be it resolved, that we, the members of Line Local No. 1023 extend to the bereaved Brother and family our sincere and heartfelt sympathy in their hour of sorrow.

Be it further resolved that a copy of these resolutions be sent to the bereaved family, one to be sent to the Kansas Union Farmer for publication and one to be spread on the minutes of this local.

Line Local No. 1023.  
S. M. Hain,  
Mrs. R. M. Mallam, Com.

Whereas our Heavenly Father has seen fit to remove from our midst Rose Ehrig.

Be it resolved that we, the members of Line Local No. 915 extend our heartfelt sympathy in their hour of trouble and sorrow.

Mrs. Frank Niss,  
Miss Emma Lohman,  
Mrs. Seth Duryea, Com.

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### PUBLICATIONS

**6 DIFFERENT BUSINESS PUBLICA-**  
tions covering Accounting, Advertising,  
Administration, Merchandising, Salesman-  
ship and Taxation all prepaid only 25c.  
Value \$1.50. Instructive, educational, prac-  
tical. Walworth Co., Lafayette Bldg.,  
Philadelphia, Pa. 38

### TOBACCO FOR SALE

**LEAF TOBACCO—3 YEARS OLD. EX-**  
tra fine quality. New better. Pay for  
tobacco and shipping. No return. Chew-  
ing 5 lbs. \$1.75; 10 lbs. \$3.00. Smoking 5  
lbs. \$1.50; 10 lbs. \$2.50. Farmers Union,  
Havensville, Ky. 38

### KANSAS CITY HAY MARKET

Mr. Hay Shipper:  
Due to heavier receipts and a let-  
up in the demand, Prairie lost some  
of the high premiums it brought last  
week and is \$1 to \$2 lower. The Alfalfa  
market is strong and is quoted 50c  
to \$1 up. Timothy is -1 up on upper  
grades and Clover Mixed is \$1 up.  
Straw is unchanged.

Receipts were 271 cars of Prairie,  
144 Alfalfa, 62 Timothy, 13 Clover  
Mixed, 5 Clover, 3 Straw, making a  
total of 498 cars this week as com-  
pared with 324 cars last week and 463  
cars a year ago.

Nominal Quotations  
**PRAIRIE:**  
No. 1 ..... \$20.00 to 21.00  
No. 2 ..... 17.00 to 18.50  
No. 3 ..... 13.50 to 16.50  
Packing ..... 10.00 to 12.50

**ALFALFA:**  
S. Dairy ..... \$29.00 to 31.00  
Choice ..... 27.50 to 28.50  
No. 1 ..... 25.00 to 27.00  
Standard ..... 22.50 to 25.50  
No. 2 ..... 19.00 to 22.00  
No. 3 ..... 16.00 to 18.50

**TIMOTHY:**  
No. 1 ..... 20.00  
Standard ..... 19.00 to 19.50  
No. 2 ..... 18.00 to 18.50  
No. 3 ..... 16.00 to 17.50

**CLOVER MIXED:**  
Light ..... \$20.00  
No. 1 ..... 19.00 to 19.50  
No. 2 ..... 16.00 to 15.50

**CLOVER**  
No. 1 ..... \$17.50 to 18.00  
No. 2 ..... 14.00 to 17.00

**STRAW:**  
Straw ..... \$3.00  
R. Y. Prigmore, Hay Salesman.

Humanity progresses only as it  
learns how to cooperate. It sinks back  
toward barbarism whenever it re-  
verts to the jungle law of conflict.

### PERSONAL



# Department of Practical Co-Operation

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

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

**To Local Secretaries And The Membership In General**  
We have the State Constitutions for 1923, "containing the Amendments as adopted," ready for distribution at 5c per copy.  
C. E. Brasted, Secretary.

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

**CRAWFORD COUNTY MEETINGS AT GIRARD KANSAS**  
Girard Local No. 494 of the Farmers Union meets in Union Hall the second and fourth Tuesdays of each month at 7:30 p. m.  
L. E. Roof, Pres.  
Roy W. Holland, Sec.

**UNION LOCAL NO. 2019**  
Blaine O'Connor, Sec.  
Regular meetings on the first and third Thursdays of each month, at 7:30 p. m.

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

**COMMUNICATION FROM MARSHALL COUNTY**  
Editor Kansas Union Farmer:  
I just returned from St. Joe, and was on Monday's market and can't see why all of the Farmers' Union Cooperative Companies do not ship to their own firm. The farmers raise all the stock and still they feed either ten or other Commission firms. Let's do our own business for ourselves.  
Marshall County has the largest spring pig crop in the history of Kansas, and the commission firms know it already, let's stick together.  
John S. Stole.

**NOTICE GEARY COUNTY UNION NO. 51**  
Geary county Union No. 51 meeting will be held at Moses' Hall Friday, May 4th in Junction City.  
Our Congressman, James G. Strong will be with us and tell of Farm Legislation at Washington. Every Farmers' Union member is expected to be present.  
Alfred P. Hotten, Pres.  
Mrs. E. N. Hall, Sec.

**MAY DAY PICNIC TO BE HELD AT WOODBINE**  
Editor Kansas Union Farmer:  
Mr. Giesener's lecture on April 3rd was heard by a large and appreciative audience.  
The Committees on entertainment and programs announce a May Day program and picnic on the first day of May at Woodbine.  
Harvey Shippey, Sec.

**BROGAN LOCAL NO. 226 ENTERTAINERS**  
Brogan Local No. 226 entertained the ladies and young folks of the local Thursday evening the 12th with a debate followed by sandwiches, pie and coffee.  
The debate was very interesting and instructive. Subject—"Resolved that it is profitable to curtail production." The Brogan team taking the affirmative and the Hilton team the negative. Hilton won by the decision of three wisely chosen judges. There were seven men members taken into the local and as many more candidates were kept at home owing to the bad night.  
It is needless to say that the lunch was enjoyed. There were about seventy five who gave evidence of enjoyment when it came to those lovely home made pies kindly furnished by the ladies.  
This is but a forerunner of the good times in store for the members of our local if they will but cooperate with our president and fellow officers.  
COSTUME PARTY GIVEN BY LOCAL NO. 1833  
The Cottonwood Valley Farmers Union Local No. 1833, gave an old fashioned costume party on April 11. There were about 115 people present and the evening was spent in a number of different ways. Mrs. Ross Overstreet sang "When You And I Were Young Maggie." Several other songs by the little girls were enjoyed as were also the readings. The Home Talent picture show was quite a novelty and greatly appreciated. A table of old relics made quite an attraction. We had a grand march and some old fashioned dancing.  
Prizes for best costumes were given to Mrs. D. J. White and Farmer Comtassel, (Fred Smith). Refreshments served at a late hour consisted of baked beans, salad and coffee. We finished the evening by singing "Auld Lang Syne." We have a real live local at Clements, one that is growing every day and we hope it will continue.  
Mrs. B. B. Laughridge, Sec.-Treas.

## MINUTES EXECUTIVE BOARD QUARTERLY MEETING

Salina, Kansas, April 6, 1923.  
The executive Board met in regular quarterly session in the office of President Tromble. Members present, V. C. Anderson, O. M. Lippert, W. P. Lambertson and C. E. Henderson, C. E. Huff absent. President Tromble presiding.

The minutes of the previous meeting were read by the Secretary. No objections or corrections appearing, the minutes were approved as read.

M. L. Amos, appeared before the Board and explained his work with the Farmers Union Dairy Products Association and a general discussion of the affairs of said association were engaged in until the noon hour when adjournment was made to meet at 1:30 p. m.

Board met as per adjournment. Moved and seconded that the Secretary be instructed to pay the full amount of the \$2.00 (Two Dollars) initiation fee to those securing members at large as provided for in division B. Article 1, Paragraph G of the By-laws. Motion carried.

Moved and seconded that for the purpose of stimulating a more thorough drive for membership that the state secretary be instructed to pay the \$2.00 initiation fee to the two dollars (\$30.00) for the first fifteen members, one dollar (\$1.00) of the initiation fee for all members in excess of the fifteen secured in organizing new locals. Motion carried.

Moved and seconded that all authorized organizers be paid one dollar (\$1.00) for each new member secured by them for locals now organized. Motion carried.

The auditors report for the quarter ending April 1, 1923 was read and adopted as read.

On motion and vote, bills were allowed as follows:  
H. R. Green, expense ..... \$21.50  
W. P. Lambertson, expense ..... 27.42  
V. C. Anderson, expense ..... 32.02  
C. E. Henderson, expense ..... 28.76  
O. M. Lippert, service in January and expense ..... 45.96

Total \$155.66

No further business appearing, the Board adjourned.  
C. E. Brasted, Secretary.

## RESOLUTIONS

As adopted by the Stanley Cooperative Grain Company, Stanley, Kansas, No. 1.  
Whereas, it is the opinion of the Executive Committee and Officers of the Kansas Farmers' Union, that a closer affiliation between the various cooperative elevators, and the Farmers Union Jobbing Association and the Farmers Union Live Stock Commission Company would materially benefit the Farmers Union membership.

BE IT RESOLVED, that the Boards of the various local elevators be respectfully requested to pass the following resolution:

WHEREAS, The stockholders of this Cooperative Association are individually and collectively interested in the further development of the cooperative system of marketing wheat and live stock, and

WHEREAS, The Farmers Union of Kansas has established terminal marketing agencies on the Kansas City market.

BE IT RESOLVED, That the Managers of this Cooperative Association be requested to ship all grain consigned to the Kansas City market to the Farmers Union Jobbing Commission Company, and all live stock to the Farmers Union Live Stock Commission Company.

Motion is hereby made that this Resolution be adopted; passed and signed this 5th day of April, 1923.  
W. S. Bolhm, President.

Olathe, Kansas.  
J. L. Chaney, Secretary, Stanley, Kansas.

## EXCELSIOR LOCAL NO. 606 PASSES RESOLUTIONS

1. Resolved that all elective officers should be subject to recall by the voters.

2. Resolved that the people only should have the right to initiate laws of state-wide importance.

3. Resolved that no law of general state-wide importance should become effective until it is referred to the voters and endorsed by a majority of the citizens participating in the referendum election.

4. Resolved that the primary election system of nominating candidates for office should not be abolished.

Frank G. Ebert, Secretary-Treasurer.

## COUNTY MEETING AT LONE ELM SATURDAY, MAY 5th

Editor Kansas Union Farmer:  
The regular monthly county meeting in Anderson County will be held at Lone Elm, Saturday, May 5th. This will be an all day meeting. A short program will be rendered as a prelude to the address which will be given by the Hon. J. H. Paradise of Greeley, State Representative from Anderson County.

This is expected to be one of the biggest Farmers Union Meetings ever held in Anderson county. You will want to be there, Mr. Farmer, arrange your work so that you may come. One day more or less away from the fields will not be felt in a hundred years. The work you do now to promote cooperation will be felt for centuries. Decide which is the better part, Come.

Mary Campbell, Co. Cor. Sec.

## STAFFORD COUNTY HAS INTERESTING MEETING

Liberty local No. 1938 met Monday evening April 16th. We were sorry that the school house was not large enough to admit the crowd that turned out to hear the excellent literary program given by North Star local. A goodly number of young folks stood outside and listened to the program through the open windows and felt well repaid. The program was most ably rendered and consisted of readings, instrumental and vocal solos, duets, quartettes, and various comical members and ended with a farce negro debate, "Resolved That stealin' chickens is no crime." After the program refreshments of sandwiches, cake and coffee were served in the basement.

The business of Liberty Local was postponed until our next meeting which will be May 1st and will be behind closed doors. A number of new members will be taken in at that time. We greatly enjoyed the program and hope North Star will give us another program after the busy season is over.

## JOINT MEETING OF CLAY COUNTY LOCALS

Editor Kansas Union Farmer:  
The joint meeting of the Ross, Swanson and Lincoln locals met at the Ross school house April 10th with a good attendance. The meeting was called to order by W. C. Nelson, president of Ross Local No. 1124.

Motion made and seconded that the secretary of the local entertaining act as secretary of the meeting which motion carried.

Minutes of the last joint meeting held at the Garfield school house March 28th were read and approved. It was moved and carried that the secretary send the minutes of this meeting to the state paper for publication.

The subject of organizing a livestock shipping association at Morganville was discussed for some time, and on motion it was decided to meet with the Morganville local April 18th to complete the livestock shipping organization.

The subject of building another dump in the Morganville elevator was discussed for some length, but no action taken for the present.

Owing to the unusual amount of crows that are hanging around the country at the present time, the subject of trying to exterminate the crows was discussed for some time. It was suggested that poisoned grain be put out for them, but on second thought it would get some innocent birds, so that method was dropped, to be tried some other way.

This was followed by short talks by John Forslund, Eric Erickson and Chas. Allen.

An invitation was extended by Geo. King, vice-President of the Lincoln local to meet with them at the Lincoln school house May 8th. Invitation accepted. On motion to adjourn. Carried.

W. G. Ross, Sec'y.

## LOCAL NO. 35 URGES AGGRESSIVE WORK

Dear Editor:  
I thought a few lines from local No. 35 might be of interest to some other locals who have jumped into slumber or "backslid" as the case may be. We have a real live local and we are located four miles northwest of Home City, Marshall County. We meet every two weeks, and we have something doing every time we meet. Sometimes a program, sometimes a debate and sometimes a "feed". The women take a great interest, and they always have a crowd.

We have had seven delegates to the County meeting and Blue Rapids and expect to have a full delegation at the next county meeting at Marysville. Hope every local in the County will be represented at that meeting as these county meetings are a great benefit to every farmer. There never was a time in the history of the organization when there was more need of aggressive work among the farmers than now. Every tactic known to organized capital is being put forth to disrupt and disorganize the Farmers Union, and should they succeed the farmer will pay the bill and pay well for it, but if every farmer puts his shoulder to the wheel and pushes just a little it will be easy but if the majority stand back and let the few do all the pushing it will be hard to get over the top.

We have an elevator here and we ship all our live stock to the Farmers Union Live Stock Commission Company at St. Joe and get good results. Got sixty per cent of the commission last year besides getting as much for our stock as we would have gotten should we have sold it to any other place.

Unless farmers get together and stay together in the face of every opposition, failure is certain. The patronage to make profits can never come from outside the organization but must come from the men who are united to protect themselves. Men must have the steadfastness to stay with their own enterprises, to stand with their fellowmen in failure as well as success.

Now let us be up and doing, let us reorganize all the locals that have disbanded and revive all those who have "backslid" and push the good work along so that every local in Marshall County will be represented at our County meeting at Marysville in June.

Yours for the success of the Farmers Union,  
L. T. Marshall.

## MAPLE HILL LOCAL DOUBLES MEMBERSHIP

Our regular monthly meeting was held April 11 at the Legion Hall in Maple Hill. Although the roads were very bad there was a large crowd.

The regular order of business was taken up and we voted on and initiated 5 new members. A part of the program was given to the reading of Mrs. Kant's speech, a member of the M. F. W. A., given at the State meeting in Topeka, and to reading from Charles S. Barrett's book, "Uncle Reuben in Washington."

Since adding the social times and programs to the regular meetings we have doubled our membership and it has added new zeal and enthusiasm to the local. About ninety-five per cent of the farmers of this community are members of the F. E. & C. U.

I think it would be time and money well spent to have a lecturer visit the locals once every two months.

The Farmers Elevator, through the cooperation of its members, is in a thriving and prosperous condition, and we hope in the near future to be able to have a hay pool similar to the Wheat pool, as the hay in this locality represents more money than wheat.

Mrs. Frank McClelland, Corresponding Sec.

## FARMERS ARE LEARNING

(Frederick J. Haskins in Atlanta Journal).

Extension of cooperative associations for the marketing of practically all kinds of farm products is in exact ratio to the understanding by farmers of the fundamental principle that only the grower is interested in selling the entire crop of a given community.

The middleman, is never concerned in seeing that all the wheat, all the tobacco, all the cotton, all the apples, all the potatoes all the oranges, all the raisins or all of the crop that may be produced in a season is marketed. He is only interested in buying what he can sell and in selling what he has bought. It is to his interest to have supply always greater than the demand, for he can use that as an excuse to break the price to the producer.

It is also to his advantage to see that the world does not absorb overproduction, for that enables him to maintain prices to the consumer, and hence he is not interested in exhausting the demand for any commodity.

But the grower may sell all that he himself produces and still suffer because the entire crop of that commodity has not been marketed, for the price he receives will be lower by reason of the real or apparent surplus production. And if he does not sell all he produces he loses that portion of his crop that is left on his hands.

## Demand Important

To protect his own interests, accordingly, he must see to it that the demand is exhausted if that is necessary to effect the sale of the entire crop.

Likewise, it is better in the long run for the individual that all the growers of any given commodity receive the same price if it is a fair price, than that he should market his own crop for any one season at a slightly better price than his neighbors get.

Once the farmer has learned this, he is ripe for cooperation. He understands then why it is necessary to bring practically all or a large percentage of the growers into the association. He sees why it is essential that the cooperative contracts run for a period of five years—five at least. He understands why he must bind himself to market all his crop through the association, and he sees the menace to the entire cooperative structure if a single member succumbs to the temptation to break his contract.

Closely allied with the interests of the farmer are those of the merchant, the banker, the lawyer, the editor, the doctor, the teacher; in fact, all who go to make up the community that is the center of any agricultural section.

This was brought out clearly when the raisin growers of California were being organized. They held their first meeting in Fresno, and the leading merchant of the town told them that if they would organize and do something for themselves he would put them a penny he had in this world behind them.

"You fellows are not making any money," he said. "You don't buy clothing from me except overalls for yourselves and Mother Hubbards for your wives. You don't buy furniture except the cheapest. You don't buy kitchen utensils except tinware. The only way I can make any money is by buying up mortgages on your vineyards and foreclosing on you. But I don't want to make money that way. I want to make money as a merchant, and I don't do that unless you are prospering."

The banker told them he could not be successful unless the growers were successful and the merchants had a similar story.

"You don't make enough money out of your raisins to be subscribers to the paper," he said. "and the merchants won't advertise because they say you people don't take the paper and don't buy anything anyhow."

The result of this realization of the community interest was that when the campaign was launched to sign up 75 per cent of the raisin acreage they all worked together.

Teams were formed consisting of a farmer and a banker, two growers and a teacher, and so on, and the cooperative idea was sold to the individual growers like hot cakes in six months 75 per cent of the entire raised acre-

age of the state was signed up, and in six years the association had increased the consumption of raisins in this county from 30,000 tons a year to 160,000.

Moreover where the California grower formerly got only 8 cents of the consumer's dollar he now gets 49 cents, and this has been accomplished because cooperative marketing means merchandising a product instead of dumping it.

It is a far cry from California to New Hampshire, but the New England state has tackled the problem in a spirit akin to that of the west and in two years has made substantial progress in what is claimed to be the first state-wide experiment in cooperative marketing. Frank Knox, editor of the Manchester Union has been actively identified with this movement, he says, "I successfully pursued, leads to economic restoration of agriculture as a great industry and consequent great and permanent prosperity for the state as a whole."

Bill:—Well the farmers won't stick. There is no use to join them. Look at John Smith, when he was offered two cents more for his wheat, he went over to the old line elevator.

Ole:—Yes, he did, but he did more than you did, he joined the Union and attempted to cooperate, and we are going to have real cooperation in the Union when they go to lining up as they are in the Farmers Union Creamery and Wheat Pool.

Bill:—Yes, you're right there but I must run along I'll see you later, Ole.

## The Farmers National Bank SALINA, KANSAS

Solicits Your Business  
Oldest Bank In Saline County

## Creamery News

OLE AND BILL  
By M. L. Amos, General Mgr.

Farmers Union Creamery Salina Kan. Ole:—Hello Bill! Have you decided to ship your cream to the Farmers Union Cooperative Creamery at Salina, yet?

Bill:—Well, I don't know about that. I know I would get more for my cream by selling the finished product but I am afraid I might get tired of shipping.

Ole:—Yes the big profit comes from selling the finished product in butter instead of selling the cream and besides they are going to establish local gathering stations where there are enough producer members to justify doing so.

Bill:—Oh, they are? Well, that's fine, but say, Ole, a good creamery man told me the other day that you exaggerated when you spoke of the profits that could be made by churning the butter. You remember that you figured on selling the butter at retail prices paid in Salina and you could not sell all of the butter made at such prices. He says that if you shipped it to Chicago it would cost 14 cents freight and 1/2 cent commission and that it would bring only 46 cents and that he was paying 50 cents for butter fat at that time.

Ole:—All right, figure it at those figures, 100 pounds butter fat at 50 cents would cost \$50.00, that would make 120 pounds of butter when you figure the over run which at 46 cents less 2 cents for freight and commission would be 120 times 44 equals \$52.80 or \$52.80 on every 100 pounds butter fat. You will remember we were figuring on a 3000 pound run per day that means a daily gross product of \$34.00 or \$32.50.00 per month, and there is another way we can look at it. There are several large creamery concerns in the United States each worth thousands of dollars. The farmers made that for them. Besides look at the number of local gathering stations the farmers are keeping up for them; from three to five or more in every little town. If the farmers would organize as they should, see what they would save, count up the cost of keeping up the five stations in our little town, multiply that by every town in the United States and see the amount of money that is being wasted. Yes, wasted, there is no more need for five gathering stations in our town than you have for five noses on your face and the farmers must pay for all of them out of his cream check before he sees the check.

Bill:—Well, I guess you are right, Ole, but do you think you will ever be able to make the farmers see it and get together?

Ole:—It sometimes looks discouraging I must admit. There are so many like you, they will admit that it should be done but keep putting it off. You will admit that you have lost money by not insuring your wheat, buildings and live stock with the Farmers Union Mutual Insurance Company, that you have lost by not shipping your cattle through the Farmers Union Commission firm at Kansas City, but still you don't join the Union. Poor crops and hard times have driven you to milk cows and I suppose some time through desperation you will arouse from your lethargy and line up with your neighbors in the Union.

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## SEED

Black Hull White Kafir ..... \$1.50 Bu.  
Pink Kafir ..... 1.50 Bu.  
Yellow Milo Maize ..... 1.50 Bu.  
Sumac Cane ..... 2.25 Bu.  
Black & Red Cane ..... 1.75 Bu.  
Common Millet ..... 1.50 Bu.  
Siberian Millet ..... 2.00 Bu.  
All Prices F. O. B. Wagon  
Keeney  
Sacks Free  
Trego County Cooperative Association, Wakeeney, Kas.

## FOR SALE AT A BARGAIN

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

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Ole:—Yes the big profit comes from selling the finished product in butter instead of selling the cream and besides they are going to establish local gathering stations where there are enough producer members to justify doing so.

Bill:—Oh, they are? Well, that's fine, but say, Ole, a good creamery man told me the other day that you exaggerated when you spoke of the profits that could be made by churning the butter. You remember that you figured on selling the butter at retail prices paid in Salina and you could not sell all of the butter made at such prices. He says that if you shipped it to Chicago it would cost 14 cents freight and 1/2 cent commission and that it would bring only 46 cents and that he was paying 50 cents for butter fat at that time.

Ole:—All right, figure it at those figures, 100 pounds butter fat at 50 cents would cost \$50.00, that would make 120 pounds of butter when you figure the over run which at 46 cents less 2 cents for freight and commission would be 120 times 44 equals \$52.80 or \$52.80 on every 100 pounds butter fat. You will remember we were figuring on a 3000 pound run per day that means a daily gross product of \$34.00 or \$32.50.00 per month, and there is another way we can look at it. There are several large creamery concerns in the United States each worth thousands of dollars. The farmers made that for them. Besides look at the number of local gathering stations the farmers are keeping up for them; from three to five or more in every little town. If the farmers would organize as they should, see what they would save, count up the cost of keeping up the five stations in our little town, multiply that by every town in the United States and see the amount of money that is being wasted. Yes, wasted, there is no more need for five gathering stations in our town than you have for five noses on your face and the farmers must pay for all of them out of his cream check before he sees the check.

Bill:—Well, I guess you are right, Ole, but do you think you will ever be able to make the farmers see it and get together?

Ole:—It sometimes looks discouraging I must admit. There are so many like you, they will admit that it should be done but keep putting it off. You will admit that you have lost money by not insuring your wheat, buildings and live stock with the Farmers Union Mutual Insurance Company, that you have lost by not shipping your cattle through the Farmers Union Commission firm at Kansas City, but still you don't join the Union. Poor crops and hard times have driven you to milk cows and I suppose some time through desperation you will arouse from your lethargy and line up with your neighbors in the Union.

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