



THE KANSAS UNION FARMER

Organization

Education

Co-operation

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The Fundamentals Of Cooperative Marketing

An Address Delivered to an Assembly of Packing House Managers Florida Citrus Exchange, Orlando, Fla., Sept. 30, 1924
By L. M. Rhodes, Florida State Marketing Commissioner.

Mr. Chairman and Gentlemen:
The main reason why an industry would change its marketing system, is when an abundant production or output from the industry falls under present systems to yield the producer a profit.

American agriculture and horticulture as an industry has arrived at that period of their existence when their production is maximum and their profit, if indeed they ever make a profit, is minimum. Therefore, the agricultural producers of the United States are looking for a profitable method of selling their products. They cannot long exist without making a profit and they cannot continue in business selling at a loss.

A report from the United States Department of Agriculture, August, 1924, "Crops and Markets," reveals the following facts: That the average net income for per farm, per day, for the years 1919-20-21-22-23 was 77 cents per day, this is 15-25 cents per day for each member of the average farm family, this is after all running expenses are paid and interest on the investment counted off, and this includes 1919, our best agricultural year.

If a conservative interest return had been allowed the farm operator on his investment for the years 1920-21-22-23, he would have received less than his hired man and if a living or reasonable wage is allowed for labor during these years, there would have been no interest returns on the investment for the years 1920-21-22 and only 1.4 per cent during 1923.

At the same time the farmer paid more than an average of 6 per cent on \$14,000,000, borrowed capital, in addition to these inadequate earnings on capital and labor.

The value of all property used in agriculture has been deflated from \$79,800,000,000 in 1919 to \$59,400,000,000 in 1924. Of this \$79,800,000,000, the farmer really owned \$43,500,000,000 in 1919, this \$43,500,000,000 has depreciated to \$33,400,000,000, or a loss by depreciation in value of the property actually owned by the farmer, of \$10,100,000,000 in five years or \$2,020,000,000 annually, and when we deduct \$14,000,000,000 agricultural debt from \$33,400,000,000, the amount the farmer owns in his own right there would be less than \$20,000,000,000 worth of unencumbered property in the hands of the farmer.

In 1919 the farmer had 30 per cent of his gross income available for living expenses, in 1923 he had only 16 per cent of a considerably reduced income. These conditions are true in spite of the fact that during the last five years we have produced enormous crops and greatly increased our agricultural exportation. The meager returns have been the farmer's reward for 15,000,000,000 days labor, in the last five years, in addition to the investment. This penniless income from agricultural investment, and starvation wages for farm labor, cannot be changed by increased production, for the small crops net the producer more money than large ones; the remedy seems to be better distribution and orderly marketing.

It takes cooperative effort to change long established systems and to right firmly entrenched wrongs; therefore the farmers are slowly turning toward cooperative marketing. Every student of economics and every one familiar with marketing systems, known and agreed on one thing, that there must be some changes or agricultural decay will follow, and when agricultural decay comes the nation will crumble and fall. So it is imperative that we should improve our methods. And there is not an industry, profession, vocation or calling, on earth, outside of the insane asylum, that would toll, produce, distribute and sell their products for five years without any profit, and at the same time, lose billions of dollars in depreciation of value of equipment, that would not either quit business or change their system.

The farmer being human, made of flesh, bone and blood like other people, is trying to obey the natural instinct, that self-preservation is the first law of nature, through the medium of Cooperative Marketing.

PROGRESSIVE PRODUCE PROPAGANDA

The Organization Committee of the new Produce Association is at work. A meeting of the field men was held in Kansas City on Saturday, October 18 for the purpose of outlining more definitely, the matters pertaining to the present work of organization.

Mr. J. C. Felts and Mr. D. G. Francis are working in the Herington district. Mr. Howard Whitaker and Mr. O. M. Lippert are working in Osage County. Produce contracts are arriving at the Kansas City office daily.

If you would like to have an explanation of the plan for marketing poultry and other products, write THE FARMERS UNION CO-OPERATIVE PRODUCE ASSOCIATION, 104 New England Building, Kansas City, Missouri. Arrangements will be made for a representative to call on you.

TO THE VOTERS

Our Government is Constituted

of the people,
by the people,
for the people.

How can you expect to maintain a government for the people and by the people unless you usurp your rights of suffrage? Unless you get out and vote.

Agriculture is bankrupt now and unless you use these rights you can expect nothing better.

So every farmer and his wife owes it to themselves, their family and their nation to go to the polls and vote November 4th.

cuties, cannot say to all the perplexities and difficulties in the production and distribution "be removed"; cannot perform miracles and change a sorry cull or number 3 product into No. 1, cannot sell the leftovers and culls for a top price after the members have sold all their best products to speculative buyers.

A cooperative marketing organization, organized from the ground up, not an autocratic assembly, organized from the top down. It should be a federation of local organizations, built on the sound enduring principles of letting the unit in the structure and government of the organization with full access to the books and records.

Not an autocratic movement, built from the top down by paid promoters who have something to sell, and governed by a few "higher up" who have a deep personal interest in being perpetuated in office.

One is democratic and essentially American; the other is autocratic and essentially un-American.

One is an assemblage of persons to work together for the conduct of their business and for the mutual benefit of the entire membership; the other is something to provide employment for, and pay salaries to, organizers, promoters and managers. Unfortunately, we have had both kinds organized in the United States.

A cooperative must be a grower-controlled organization—must have a volume of business sufficient to pay the expenses of an efficient marketing machinery—it must have ample finances, loyalty on the part of the membership and must control the output of its members.

It must have efficient, honest, capable directors—it must meet organized buying with organized skilled selling.

It must have honest, efficient salesmanship. And real salesmanship is very different from production. It requires tact, skill, efficiency, good judgment, experience, fore-sight, and a wide knowledge of market conditions, also ability to judge results caused by certain conditions; above all, honesty, patience, a knowledge of the industry, represented by the commodity sold, and a knowledge of human nature, and a thorough acquaintance with the grower.

A cooperative should employ experienced, honest, and skillful salesmen well bonded and who is experienced in all the arts, sciences, customs and practices of the trade; he may or may not be a member.

While no human on earth has ever been able to please everybody a Cooperative should not allow itself to hold on when they are absolutely unsatisfactory to a majority of the membership.

A Cooperative must be a modern twentieth century organization organized on sound, economic, business principles; alert, wide awake, so that the members can be masters of their own industry and merchandise their own products, and above all, must be practical. The old methods of Cooperation, and in fact some of the new so-called cooperatives, are based on theory, not practice, and they cannot meet conditions.

A cooperative must produce, standardize, grade, pack, condition, process, inspect and do everything necessary to improve the product, for all good marketing is based on quality. Marketing is a competitive game; a good quality of products are easier sold, in fact they often sell themselves.

A cooperative, to succeed, should be a business organization with just as much system as a bank, insurance company, or manufacturing establishment and must be, to succeed. The members of a co-operative and the critics of cooperative marketing should remember, that essential as they are, genuine cooperative business principles, honestly governed, efficiently managed, and loyal supported, cannot do the impossible; is not a panacea for all the agricultural ills, cannot be a grandfather to every little pessimistic individual who may have incurable difficulties.

U. S. BOARD OF TAX APPEALS
The following statement is made by Charles D. Hamel, Chairman of the U. S. Board of Tax Appeals.

In order that the taxpayers may be given reasonable opportunity to appear before the United States Board of Tax Appeals or any of its divisions with as little inconvenience and expense to them as is practicable, plans are being formulated looking toward the hearing of appeals by divisions at such times and places as to best accomplish that purpose. It is believed that those taxpayers residing at a great distance from Washington should be given an equally convenient opportunity to be heard as those residing nearer Washington.

With that in view a tentative plan has been devised for the hearings by divisions of the Board which will permit taxpayers residing in the west and the far south to have their cases heard within a reasonable distance from their residences. While it has not yet definitely been determined that hearings will be held at any specific points, generally speaking it is planned that a division, at as early a date as practicable will hold a session at Milwaukee, Wisconsin, and will then continue westward sessions at St. Paul, Minn., Helena, Mont., Spokane and Seattle, Wash., Portland, Oregon, San Francisco and Los Angeles, California.

The division will then start east, holding sessions at Salt Lake City, Utah, Denver, Colo., Omaha, Nebraska, and Des Moines, Iowa. It is hoped that another division will hold sessions at St. Louis and Kansas City, Mo., Dallas and Austin, Texas, and at three or four cities in the south. At all these points cases will be heard arising in the areas for which the respective cities are centers.

In order that as large a number of cases as possible may be heard at each of these points, it is believed that the most practicable plan is to start a division out and continue on a circuit substantially along the lines indicated. At some of the points indicated it is very likely that there will not be enough cases to justify a division remaining in session more than three or four days or even less. The points at which hearings are held and the length of any sessions will depend upon the volume of cases arising in any of the areas indicated. A definite date for starting hearings by divisions at the points indicated cannot be announced at this time and it may be from two to four months before such hearings can be begun. The Board, however, is making every effort to begin such hearings at as early a date as possible.

A plan for the hearing of cases by divisions outside of Washington in the territory in the eastern part of the country will be formulated as soon as possible. All cases will be assigned for hearing at such times and places as will best serve the interests of all concerned. Hearings must be set with a view to the most efficient and just administration of the large number of appeals being filed with the Board and in order to effect such a result it may become necessary to hold all hearings in cases arising in the territory within a reasonable distance of Washington in this city. Any taxpayer, wherever he may reside will be heard in Washington if preferred.

Due to loss of time in traveling and difficulties of administration it should be realized that cases cannot be heard and disposed of as expeditiously outside of Washington as in Washington. However, the Board feels that every effort should be made to meet, so far as possible, the convenience of taxpayers.

THE SIMS AND GLESSNER ROUNDUP

Silverdale is on the outskirts or rather on the shirt tail of Arkansas City. The Farmers Union elevator is the principle part of town. The mayor is conspicuous by his continuing not.

Several loads of cattle are waiting to be shipped to the Farmers Union Live Stock Commission Company. The elevator is still in the ring and has made a little money.

Dexter is doing a nice little business in produce, eggs, cream, feeds and such other stuff as can be handled in car lots.

Hay and livestock are shipped out. The Union Insurance company can expect some business from Dexter. Winfield is now under the efficient management of O. E. Bailey who is familiar with the grain business. Quite a business is done in oils and gasoline. The Skelly Oil Company has a contract with the Union Elevator. The total profits since July

will total close to \$4,000.00. The meeting under the Bank was a continued affair.

Rock has a small bunch of loyal members who are sticking to the elevator despite the fact that their past manager is running in opposition to them by scooping the wheat that he buys.

Young Bender has a job on his hands but is a stickler who will make the elevator a success if he has the backing.

The elevator stock is being bought up by a few men at a reduced figure. Some one will be sick of their bargain when they get more than the Law allows.

Tisdale got out a fine little crowd and we had a fine meeting every one present took a card to join the Winfield Shipping Assn.

Bothel had the largest crowd which was a substitute for Floral.

Sims gave them a rousing speech on the Live Stock Commission and urged that the farmers feed their corn at home offering himself as an example of a corn fed Pollockman.

Burdon now has Ralph Chapman as a manager. Ralph needs no advertising as Hackney Farmers Union is a living example of proper management with loyal support.

A republican rally was a counter attraction that had some effect on the crowd but at that we had a good turnout and the Harmony Hounds, with Sims and I, kept the folks up till eleven o'clock. Kind neighbors woke those that had fallen asleep and when the applause did set in it was good.

Two o'clock Sunday morning found us in Wichita having driven in after the meeting. A brick cheese sandwich goes good with an empty head and stomach. We needed a change and rest. The hotels took the change and the garages the rest.

CARL WILLIAMS WILL SPEAK IN WICHITA NOVEMBER 6
Carl Williams, honorary president of the American Cotton Growers Exchange, which has a membership of 250,000 growers of cotton will speak at the membership meeting of the Kansas Wheat Growers Association to be held in Wichita, Thursday, November 6. Mr. Williams is a national authority on cooperative marketing, and is the editor of the Oklahoma Farmer-Stockman.

One of the important matters to come before the meeting of wheat growers will be the question of changing the date of the annual meeting. Heretofore it has been held at one of the busiest seasons for the farmer and it is planned to change the date to some time of the year when the farmers can find time to attend.

Although the wheat pool so far this year has received from members as much as the entire receipts were last year, many hundreds of members are holding their wheat in their own bins and will secure the storage of a cent and a fifth per bushel per month, which the association pays to members who hold their wheat on their farms after August 1st.

ANALYZE EXPENDITURE OF FARM FAMILY'S DOLLAR

In comparing the division of the farm family's dollar for living expenses with the use made of the household income among industrial groups the survey of 402 farm families in New York State made by the Bureau of Home Economics and Agricultural Economics of the United States Department of Agriculture was used. It was found that living expenses were divided as follows: Food, 39.5 per cent; clothing, 13.8; rent, 11.6; fuel, 7.1; other purposes, 28. Figures gathered by the United States Department of Labor in 1919 from about 12,000 industrial families show that they spent their money in this way, Food, 35.2 per cent; clothing, 16.6; rent, 13.4 fuel and light, 5.3; all other purposes, 29.4. The cash outlay of the industrial families, however, was much greater. In the case of the total average expenditure of \$2,012, was furnished by the farm without direct purchase. The items so furnished were food valued at \$399, or slightly over half of cost of food; all the rent, estimated at \$234, and nearly half the fuel, worth \$59.

DAIRYING.

OK, stale cream is the most important cause of the low quality of Kansas butter. Cream, when held a week even if kept at low temperatures, develops an old flavor. As production decreases in the fall there is a tendency among farmers to hold their cream too long. Cream should be delivered at least twice a week during the cooler months.

The Kentucky President's Notes On Germany

President Harrison of the Kentucky Farmers Union Tells of the Third Step of His Journey in Europe. Gives the German Way of Cooperation, and the Way They Keep Their Land in Shape.

(EDITOR'S NOTE)—In the August first issue, Mr. Harrison told of his trip through Austria and Czechoslovakia. Since that time, work of the Farmers Union has demanded so much time, that little opportunity could be found to continue his review. Now Mr. Harrison favors us with notes on his trip through Germany. In the coming issues we hope that our President will find it possible to write of his travels in Denmark, Holland, Norway, Sweden and other Northern countries that he visited.)

Germany was shrewd enough to see to it that she, herself escaped destruction or serious physical loss during the combat and at the close of the European War. Consequently Germany is today extremely at least, a land of large scenic resources, of beautiful and healthy cities and interesting little towns. The mountain scenery compares favorably with that of Switzerland.

No country of Europe has shown more interest in the conservation of its forest resources. Fields of young trees closely set in rows are noticeable in all parts of the country where it is practical. As the young forests develop, the trees are thinned out to prevent crowding and at the age of forty or fifty years the lower limbs are cut off, leaving a good size top on each tree. If a tree happens to die, a new one is promptly set in its place. The United States can well afford to follow Germany's example of conserving and developing its forests.

In Germany, as in most of the European countries, all matters are taken care of by the government. Twenty-five miles from Berlin, on the way to the guidance of Mr. E. C. Shoup, the Berlin Representative of the United States Bureau of Agricultural Economics, visited the Berlin farm of ten thousand hectares (25,000 acres) which is used for sewage disposal. This tract of land was originally a vast area of unproductive sand. Through the skill of Berlin engineers and the application of the sewerage of the city, the land today is one of the richest producing sections of Germany. The farm has one elevated section to which the sewerage is sent through a large pipe from Berlin. After being thoroughly liquified it is distributed through small pipes to the two thousand hectares. Each hectare is surrounded by a ridge of soil, and the elevation of the different sections is as well planned that a thorough irrigation may be made with the liquid manure; and the water is then returned to the river through clay tiles, arranged underground to take the water after filtering. About three million cubic meters of water are filtered daily.

This farm was established in 1880. There are twenty thousand hectares owned by the City of Berlin; ten thousand hectares are used for sewerage; six thousand for forest and four thousand hectares for ordinary farming.

The farm has one hundred cows; each cow giving an average of twelve liters (12.72 quarts) of milk per day. The ration grass, bran and rape cake. The ration previous to the war was cotton seed cake, palm kernel and other high priced feeds. Six to eight pounds per day is fed each cow. There are three hundred laborers on the farm. Their wages are part in potatoes, milk, fuel and ten (10) fennings (24c) per hour. They work ten to eleven hours per day. If they work as laborers only, with all cash, they get twenty-eight fennings (6.72c) per hour.

The products of the farm and partly sold to the City and part consumed on the farm.

Swine Experiment Farm.
To improve swine breeding for the German farmers, the Berlin farm has seventy-five hectares (187.5 acres) set aside for experimental breeding. All breeds are used, e.g. Berkshires, Durocs, Yorkshires, etc. A great deal of cross breeding is tried. The hogs are weighed weekly and daily rations are fed. The summer feed is mostly pasture, while the winter feed consists of beets, potatoes, concentrates, e.g. brewer's grains, etc. All young hogs

are kept on the farm and the old hogs are sold when fattened.

This experiment station has received no help from the State since the war. Vaccination against cholera or Hog Plague, called in Germany, is used.

Many students were studying at this experiment station. A two months' course is offered in swine breeding and swine production.

German Potash Industry.

Potash mines in certain sections of Germany are as common as coal mines in Eastern Kentucky. From the war the German Kall Works of New York was the American representative. During the war the name was changed to the American Potash Syndicate. No student of agriculture, traveling in Germany, can afford to miss a journey to the famous mines of Strassbourg. Mr. Lerike, the Agricultural Representative of the Syndicate, is a very courteous gentleman and takes great pleasure in showing visitors through the mines and factories.

Upon our arrival at the entrance to one of the large mines, we were asked to dress in the white duck mine suits and each member of the party to carry a torch light. Before entering the mine a picture of the group was taken as an advertisement purposes. We then entered on a carrier road down three hundred meters (1,000 feet) to the bottom of the mine and began a long walk in tandem to inspect the numerous deposits of potash salts. The mine is well equipped with electric apparatus and all along our journey we passed scores of cars loaded with potash salts. These were moved by an electric pulley toward the entrance where they were sent up to the surface and over a conveyor to the factory to be ground, dissolved and prepared for the market.

The familiar greeting in the mines is "Glück Auf" or "Good Luck," which falls from the lips of every German miner as he sees a visitor coming or going.

It was the potash mines and nitro-gen factories that Germany began to operate as early as possible after the Armistice, and these two industries for developing agriculture the primary means by which the country has been rebuilt. In other words, the European has long since realized that any nation to be successful must have a permanent and successful agriculture; the German Government began to rebuild the basic industry.

Following the development of German agriculture, the German money system was shrewdly manipulated by shoving the old "Mark" off into other countries, and in November, 1923, the new gold mark of Germany (value 24c in United States money) was put into circulation. The farmers who had mortgages on their land were given the opportunity to pay off all indebtedness. German conditions in general were changed for the improvement and today Berlin is a city to visit with the tourist trade decreased in comparison with Berlin early in 1923 as cheap city to visit.

all the hotels crowded with people; a kouak, 24 x 34 Zeis lease, costing in June, 1923 eight dollars (\$8.00) in American money, today costs forty-three dollars (\$43.00).

GOOD NEWS FROM WESTERN KANSAS.

Editor:—
We are gradually gaining ground here, I think. And making some collections on our old accounts this fall and are doing a good business in the store on a strictly cash basis but a very narrow margin. We cannot show much profit but will a small one at the end of the year.

We pooled quite a large volume of our wheat last spring and our elevator has made good all through the season and the way the market is now, it looks like the pool must surely be a success this time. I think the pool must surely be a success this time. I think the general situation is good for us to make quite a growth this year and get back on a more solid basis by the first of the new year.

Clifford Miller,
Secy. & Mgr.
Farmers Cooperative Assn.,
Brewster, Kansas

ANNUAL MEETING

The Annual Meeting of the Jewell County Farmers' Union Co-Operative Association will be held at the Court House in Mankato, on Wednesday, November 5, meeting to begin at 10:00 A. M. sharp.

Lay your ground on the shelf. Bring your card of good standing and help boost. No man can afford to go in arrears for the small sum of \$2.25. The Federation of Labor members pay as high as \$27.00 per year dues, and it is collected from their pay. If we had our dues collected the same as other taxes, we would all be in good standing. If matters don't suit you, come and offer a better plan. We are working in the best cause for Humanity of any organization on earth today, excepting only the churches of our country. Be a booster, a knocker may have a following, but never has the class of friends the booster has. Your business may not have paid in the past few seasons, but if your crop fails, do not quit, or do you sow again? I make an appeal to every one of our 1400 stockholders to make this the best Annual Meeting in the history of our organization. There are four Directors to elect, three regular and one that was compelled to hold over by the refusal of the regularly elected candidate to qualify. There will quite likely be several amendments to the Constitution to be voted upon, so come early with things worked over in your mind for the betterment of the organization.

By Order of the President,

W. J. CARLTON.

(Continued on Page 3)

Sweet potatoes should never be stored in sacks or in piles, but in wooden crates or baskets.

The Countrywoman

There's a time to part and a time to meet.
There's a time to sleep and a time to eat.
There's a time to work and a time to play.
There's a time to sing and a time to pray.
There's a time that's glad and a time that's blue.
There's a time to plan and at time to do.
There's a time to grin and show your grin—
But there never yet was a time to quit.

RESPONSE TO A CALL FOR HELP

A few days ago this office sent out some personal letters to the women over the State in the Farmers Union, whom we thought would be kind enough to help to keep the interest of the "Countrywoman" from lagging. To this letter we have already received one interesting reply, Mrs. E. N. Hall of Junction City writes: "Personally I enjoy having the Page and will try to show my appreciation by some contribution to it, though it may be of doubtful value. A man said to a friend newly wed 'Is your wife a good cook?' He replied, 'Well she's the best little can opener in the State.' Like her I may lack in originality but I can clip things from my reading that may be of value and hope I may escape the charge of plagiarisms or violation of copyrights. On the next page I send a tested recipe which I like. Wishing you success in your editorship efforts I am,

SCHOOL LUNCHEES

Why some generous soul doesn't offer a few gold medals to mothers who discover new sandwiches for the lunch box is a matter beyond my understanding. Surely it is the preparation of unusual food combinations that will give the palate a thrill when the waxed paper wrappings are discarded and the layers of bread are tasted.

School lunches have been packed for numerous generations so one can consider the search for unheard of menus a modern task. However, the recent developments, due largely to the use of such devices as the vacuum bottle and paper covered containers, have been efficient in making the meal a success.

Since sandwiches are an important part of the feast they cannot be slighted. Perhaps the best way to make their popularity of long duration is to use a variety of breads in their preparation. As a stand-by, yeast loaves have no substitute, especially if graham and whole wheat flours are employed occasionally. However, there are times when a hurriedly made quick bread provides a novel sandwich that it much enjoyed.

In an effort to produce something new in the way of sandwiches, I have worked out directions for making a few quick breads. Sliced thinly and spread with butter, these fruit creations will be welcome in the lunch box. If one wishes, of course, ground meats, chopped cooked eggs, cheese, nuts, jam, jelly and various vegetables may be used as a filling, but as a rule, good butter is all that is needed.

Sweet Loaf—Place the following ingredients in a mixing bowl: 2 cups bread flour, 1 1/2 cups whole wheat flour, 1/2 cup sugar, 1 tablespoon melted shortening, 1 1/2 teaspoons salt and 3/4 teaspoon baking powder. In this stir 1 1/2 cups sweet milk, 1 beaten egg and 1 cup chopped and floured raisins. Pour into oiled pans, let stand 15 minutes and bake about 45 minutes in a moderate oven. Mrs. Nell B. Nichols, Cappers Farmer.

PRIZE ANGEL FOOD

1 1/2 cups sugar.
1 1/2 cups egg whites,
1 cup cake flour.
1 level teaspoonful cream of tartar.

Beat eggs 'til foaming, add cream of tartar, then sugar, then flour. Flavor.
Bake 45 minutes. Slowfire 15 minutes, increase gradually for 20 minutes, and have quite hot last ten minutes.

I sift half the sugar with the flour several times to prevent lumping.
Mrs. E. N. Hall, Junction City.

Sweet Peach Pickles
One and one-half cups peaches, one and one-half cups sugar, one pint vinegar, one tablespoon spices. Select firm clingstone peaches. Peel and drop into syrup which is made by boiling together the sugar, spices and vinegar. The vinegar may be diluted with equal parts of water, if desired. Boil ten minutes, pack while hot and seal.
Other fruits, such as pears, plums, etc., may be substituted for peaches to this recipe.

Nut Cookies.
1-3 cup butter,
1/2 cup sugar,
2 eggs,
1/2 cup flour,
1 level teaspoon baking powder,
1/2 cup chopped nuts.
Cream butter and add sugar and eggs, well beaten. Sift flour and baking powder together. Add first mixture, then add nuts and lemon

juice. Drop from a spoon on an unbuttered baking sheet, leaving an inch space between them. Sprinkle with chopped nuts and bake in a hot oven, 400 degrees F. This will make two dozen cookies.

Cranberry Conserve.
4 cups cranberries,
1/2 cup raisins,
1/2 cup walnuts,
2 1/2 cups sugar,
1 cup water,
1 small orange.
Put the orange peel through the food chopper. Cut the pulp fine. Cook the ground peel and pulp in the water 20 minutes. Add the cranberries, raisins (cut fine) and sugar. Cook until fairly thick. Add the nuts. Pack in sterilized jars.

MAKING VINEGAR IN THE HOME
Vinegar as ordinarily produced on the farm is made of apple juice, although there is no good reason why grapes, peaches, or pears should not be used when their juices are not prohibited by the United States Department of Agriculture in Farmers' Bulletin 1424. Makin' Vinegar in the Home and on the Farm, just issued. Vinegar can be made from any fruit, or, in fact, from any material which contains enough sugar and is in no way objectionable. Large quantities of fruits of various kinds are wasted each year which might readily be made into vinegar of good quality. The methods of making vinegar from all of the more or less common fruits of the farm are discussed in the bulletin.

Whether it is done on a small scale in the home, on a large scale on the farm, or on a still larger scale in the factory, the production of vinegar is the result of two distinct fermentation processes—an alcoholic fermentation followed by an acetic fermentation. In making vinegar from apples, the fruit must be washed clean, must be free from rotten spots, and must not be green. The apples should be crushed rather than ground. Too fine grinding makes it difficult to extract all of the juice. Pressing must be done slowly and as much as possible of the juice extracted. From 2 to 3 gallons of juice should be obtained from a bushel of apples.

After the juice is obtained it should stand for a day or two in loosely covered barrels or other covered receptacles for sedimentation, after which it is carefully drawn off, preferably by the use of a siphon, and transferred to other containers for alcoholic fermentation. These containers should not be filled more than three-fourths full. Compressed yeast is added in the proportion of 1 small cake for each 5 gallons of juice. The yeast should be well macerated and stirred into the juice.

When the alcoholic fermentation is complete the second fermentation may be brought about in one of three ways. The three ways are described in the bulletin. The slow barrel process for the second, or acetic fermentation will be found to be a simple one. Briefly the second fermentation consists of drawing the juice from the first fermentation over into clean barrels by a siphon filling them about two-thirds full and adding to the whole about 3 gallons of good vinegar to each barrel. The alcohol of the yeast fermented juice is thus turned into acetic acid. This process should be allowed to proceed until a strong vinegar is produced. If a good starter has been added and the whole maintained in contact with the air at the proper temperature of 70° F. it will be complete in from 3 to 6 months.

Anyone planning to make vinegar in large quantities for sale should obtain information about the prohibition laws and regulations from the Federal prohibition director of the State. The kind of equipment and methods of testing are also discussed in the bulletin while the supply lists from the United States Department of Agriculture, Washington, D. C.

SUCCESS AND FAILURE
Some farmers can work twelve hours a day on a piece of land and make a bare living.
Other farmers can work on the same piece of land ten hours a day and make a living and profits besides. Some men can take a business enterprise and not only fail to make a living, but go seriously in debt.

Other men can take the same enterprise, with all its handicaps, and make it profitable.
There's a reason for the difference. The successful man studies conditions and analyzes suggestions and makes improvements as rapidly as it is possible for him to do so. His returns are in proportion to the activity of his brain.

The failure is slow to change. He runs to the Editor of the Kansas Union Farmer: I consider the following named men as the ten greatest men in the history of the world.

First	Sixth
Second	Seventh
Third	Eighth
Fourth	Ninth
Fifth	Tenth

Signed

Post Office

Local

SAVING SERMONETTS

NUMBER FOURTEEN

The Girl and Her Saving

The average girl in our city who each day walks by our bank on her way to work or to school or on any other mission little realizes how much the bank would mean to her if she would only take advantage of its opportunities. It may mean an education, or it may mean a trousseau, or it may mean any one of the many comforts and luxuries that a little money laid aside can procure.

The habit of thrift and saving when developed in youth will manifest itself when the girl reaches womanhood and wifehood. It makes her more attractive to the man who chooses her for his life mate. Many a marriage has been made a complete success by the simple fact that the wife knew how to save as a girl and later taught her husband the same useful and helpful lesson.

The start may be small, only 25 or 50 cents a week perhaps, but it is a start and it is worth the making. Perhaps next year a dollar a week can be put away. And so in the course of time, though it is slow, uphill work, a snug sum can be accumulated.

FARMERS UNION STATE BANK

E's Building

KANSAS CITY, KANSAS

will sell at the average price of the over-all grade represented.

That as a rule products must be regulated to the market during the whole season on both the low and high markets then the general average will be fair, on the other hand if everybody ships when prices are expected to be high, the excessive supply will hold prices to a low level and defeat the purpose of the shipper.

That shipments should be in accordance with anticipated or actual demand, otherwise a disastrous market glut or market shortages are sure to result.

That haphazard shipping without any regulation to demand will destroy the entire industry.

That farm or grove products are not properly marketed until the consumer is satisfied. Therefore the producer, the consumer, and the middleman, all interested in having the consumer satisfied and that no consumer will ever be satisfied with green fruit, or inferior grade of products.

That cooperative marketing is adopting correct methods of getting products from the producer to the consumer.

That saving money by economic production increases the profit at selling time.

That we should not glut the big markets and starve the small ones, that as a result cooperative marketing which has been done, anywhere at any time by anybody, with any commodity, has been based on quality of products.

In conclusion I want to say it has been through cooperative marketing that the farmer's business has gone on the wrong side of the ledger, and he has faced and is facing bankruptcy, because he has since the birth of civilization paid what was asked when he bought, and accepted what was offered when he sold.

As long as we sweep down the tide of time we must receive our food, and raiment from the soil of the farm, and the toll of the farmer, and everybody on earth should assist, support, foster and benefit the industry, that supplies our wants from the cradle to the grave.

And when American agriculture with an \$80,000,000,000 investment five years ago capable of supplying the country with from ten to fifteen billion dollars worth of new wealth in value, has suffered depreciation in value of \$20,000,000,000 in five years and is in the sack cloths and ashes of depression, decrepitude, poverty, bankruptcy and loss, any kind of rescue movement should be hailed with joy. And same, practical, economical principles of cooperative marketing, which are fundamentally sound is one essential factor, in a successful agriculture.

HONOR ROLL

Lyndon, Secretary—32 members paid up for 1924, 100 per cent.
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, Ellisworth sec. 24 members paid for 1924—100 per cent.

Atholstone 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. Erb, Sec.—18 paid for 1924—100 per cent.
Fairdale—927—Carl W. Mayer, Brewster, Sec. 18 members paid for 1924—100 per cent.

Lyda—763—G. S. Dun, Sec. 31 members paid for 1924—100 per cent.
Prairie College—1227—I. P. Bruening, Robinson, Sec. 29 members paid for 1924—100 per cent.

Catharine—824—W. R. Staab, Sec. 7 members paid for 1924—100 per cent.
Hays—1130 Mrs. Everett Alquist, Sec.—76 members paid for 1924—100 per cent.

Sylvan Grove—1553—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.

Walnut Grove—1308—Robert J. Meyer, Girard, Secretary—100%.
Victory—1816—W. G. Harris, Burton, Secretary, 3 members—100%.

New Hope—1834—S. Tibble, Cedar Point, Secretary, 8 members—100%.
Gm—1889—G. E. Weir, Pittsburg, Secretary, 12 members—100%.

Survey—34—Grant Bliss, Woodston, Secretary, 9 members—100%.
Star—831—Willis J. Billings, Linn, Secretary, 6 members, 100%.

Olive Hill—1120—A. F. Braun, Clay Center, Sec.—36 members, 100%.
Central—1857—M. Benson, Orion, Secretary—7 members, 100%.

Bushong—579—H. C. Harder, Dunlap, Secretary, 10 members, 100%.
Hunt—1107—J. L. Kongs, Coaling, Secretary—19 members, 100%.

Santa Fe—1717—Marion Johnson, Secretary, Lyons, Thirteen members—100 per cent.
No. 5—761—Clarence W. Smith, Secretary, Phillipsburg, six members—100 per cent.

1803—Maple Grove—Howard Timmerman, Secretary, Hepler, Five members, 100 per cent.
1936—Kaw Valley—Jerome Van Hule, Secretary, Belvue, 10 members, 100 per cent.

1659—Highland—Roy L. Lee, Secretary, Paola, 80 male members, 56 female members, 100 per cent.
1884—Prospect, Martin Roke, Jr., Secretary, 29 members, 100 per cent.

1881—Star—944—E. W. Fodden, Secretary, Wilson, 15 members, 100%.
Herynk 1427—Henry Eden, Sec. 13 members, 100%.

Koeber 914—F. A. Korber, Seneca, Secretary, 21 members, 100%.
Hobo 1497—W. C. Coffman, Madison, Secretary, 22 members, 100%.

Eagle Star—923—C. G. Conrad, Du Bois, Nebraska secretary, 21 members—100%.
Eureka—911—Harvey Strahm, Sabetha, Kansas, secretary, 37 members 100 %.

District No. 32. Local No. 1135, Will H. Rundle, Clay Center, Sec. 100%. 6 members paid 1924.
Fairview—1070—W. S. Hohn, Ellisworth, Secretary, 10 members paid 1924—100%.

Paradise—993—Ed. Querry, Ellisworth, Sec. 10 members, 100%.

FREE BOOK ABOUT CANCER
The Indianapolis Cancer Hospital, Indianapolis, Indiana, has published a booklet which gives interesting facts about the cause of Cancer, also tells what to do for pain, bleeding, odor, etc. A valuable guide in the management of any case. Write for it today mentioning this paper.

\$5 A THOUSAND LETTER HEADS OR ENVELOPES
Printed and Mailed You the Same Day as Order is Received
CENTRAL KAN PUBLISHING CO., Salina, Kansas

FARMERS CLASSIFIED AD
Mail This To
THE KANSAS UNION FARMER
Salina, Kansas
RATE: 3 Cents a Word Straight
Minimum charge is 50c
Count Initials or Abbreviations as Words

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

KANSAS UNION FARMER WEEKLY EXCHANGE

could advertise it in this Department. Rate: 3 cents a word per line. 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.

FARM LAND

GROW COTTON AND ALFALFA in the heart of the Pecos Valley. Make \$75 to \$100 per acre. Long, white and other staple cotton and four to five crops of alfalfa. No Soil Weevil! Irrigation by artesian wells or individually owned canals. Assurance of good crops. Reasonable organization supervised and values special terms to home builders. Ideal farming climate. Altitude 2000 feet; longest growing season in State. Fruits, vegetables, wide diversification of crops. Ideal for poultry and dairying. Government records show consistent high production. All lands under plow immediately productive. Accredited schools, convenient people, good roads, no lost time from weather; fishing, hunting, superb mountain scenery. Artesian fire oil field, refinery and natural gas assures cheap fuel. Pecos Valley Association, P. O. Box 5, Artesian, New Mexico.

STOCK

DISPERSED, SALE CEDAR WILD POULTRY ED SHORTHORNS. Dual purpose kind from accredited herd. Cows averaged \$300 in butter fat this season. Bull calves averaged \$1300 last year. Fifty head of cows, heifers and bulls at bargain prices. Jos. Baxter & Son, Clay Center, Kan. 12

PET STOCK

THE WORLD'S LARGEST DOG RY. REELS offer for sale Orange Alfrede watch dogs, automobile dogs, children's companions, farm dogs, stock drivers, hunters and retrievers. Also Big game Hounds and Coonhounds, Foxhounds, Rabbit Hounds and thoroughbred Hounds and Alfrede puppies. Satisfaction and safe delivery guaranteed to any point in the United States. Large illustrated descriptive catalog. **ORANGE KENNELS** Box 105, LaRue, Ohio

FEMALE HELP WANTED

WANTED—Girls, women, 18 up. Learn Gown Making at home. \$25 week. Learn while earning. Sample lessons free. Write immediately. Franklin Institute, Dept. 11, 500 Rochester, N. Y.

APPLES FOR SALE

10,000 Bu. WINTER APPLES. Low price. On truck or ear loads. Locals buy direct and save money. **KENTUCKY** Taylor Orchard, 2 mi. East, 4 mi. South of Oxford, Kansas. 12

TOBACCO FOR SALE

TOBACCO—8 year old leaf. 3 lbs. chew ing \$1.00; 4 lbs. smoking \$1.00; 6 lbs. second smoking \$1.00. Pay for leaf and postage when received. **KENTUCKY** Taylor Orchard, 2 mi. East, 4 mi. South of Oxford, Kansas. 12

MALE HELP WANTED

WANTED—CORN HUSKERS IN DECATUR COUNTY. Will start Nov. 1st. Write Oscar Nelson, Oberlin, Kan. Rte. 6, 15

POULTRY

FOR SALE—BUFF ORPINGTON and Jersey Black Giant Cockerels, \$2.50 and \$3.50 each. L. O. Marcotte, Falco, Kansas. 15

MISCELLANEOUS

PURE COUNTRY SORGHUM 75¢ per gal. at the mill and in bulk. See in 10 lb. buckets. S. W. McBroom, Tonganoxie, Kansas. 12

POULTRY

IT IS NOT ADVISABLE to keep eggs too long at this season of the year for a rising market or until you have a basket-full to sell. The practice of keeping eggs too long for either of both of these reasons in the fall are the chief reasons for the inferior quality found on the market and it operates to the detriment of producers in keeping the price down.

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.

Watson's Best Berries are just what the

Brand Indicates—They Are the

BEST

WATSON WHOLESALE GROCERY

SALINA, KANSAS

Fill This Please!

Your Count of Words
No. Times to run
Amount Enclosed \$
Place under heading of

(Route)

(State)

Department of Practical Co-Operation

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.

CRAWFORD COUNTY
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.
SILVERDALE LOCAL NO. 2051.
Silverdale Local No. 2051 meets every second and fourth Wednesday in the month 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 it is. You help make it a success in every way by doing more than your part and attending these meetings.

R. J. Muckenthaler, Secy-Treas.
UNION LOCAL NO. 1919.
Regular meetings on the second and fourth Fridays of each month, at 7:30 p. m.

Geo. Speed, Pres.
Alice Kendall, Sec.
CARLTON 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. Schoenhof, Sec.
PLEASANT VALLEY LOCAL.
Pleasant Valley Local No. 1909 meets every first and third Wednesday evening of each month.

E. J. Kissinger, Pres.
W. T. Flinn, Sec-Treas.
NEOSHO COUNTY QUARTERLY MEETINGS.
The regular quarterly meetings of the Neosho County Farmers Union will be held in the I. O. O. F. hall in Erie, Kansas, on the second Friday of the following months: March, June, September and December.

G. G. Clark, Pres.
J. O. Foust, Sec.
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.
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.
BROGAN LOCAL NO. 226.
Brogan Local No. 226 meets on the second and fourth Thursdays of each month. Visitors are always welcome.

George Baumgartner, Sec.
PRETTY CREEK LOCAL 1652.
Pretty Creek Local No. 1652 meets every first and third Wednesday of each month at the Hinerville School house. Come out. Don't stay home and kick.

H. C. Mathies, Sec-Treas.
FONTANA LOCAL 1789.
Fontana Local No. 1789 will meet the first and third Friday nights regularly.

All members should be present.
W. A. Boose, Sec-Treas.
W. H. Slyter, Pres.
UNION VALLEY LOCAL 1679.
We meet every two weeks on Tuesday. All Farmer Unions member welcome.

Owan Hunsperger, Pres.
L. M. Wagner, Sec.
UNION LOCAL NO. 273.
Regular meetings on second and fourth Thursday each month.

Charles Grossardt, Sec.
LOST SPRINGS LOCAL 385.
Regular meetings every 2nd Saturday of each month.

A. J. Pospisil, Pres.
RURAL REST LOCAL 2133.
Rural Rest Local 2133, Salina, Kas. meets the first and third Saturday evenings of each month. At the first meeting of the month eats are served.

The other meeting is a program meeting.
Any Farmers Union members in Salina over Saturday night will be welcome at these meetings. Call at the State Secretary's office and learn the meeting place.

NOTICE OF MEETINGS.
Herynk Local 1427 meets every first and third Tuesday evening of every month.
Come out and boost. Don't stay at home and kick.

Harry Eden, Secy.
CHASE COUNTY.
Tom McNeal, of Topeka, will address the Chase Co. F. U. at its last quarterly meeting of the year, at Strong City, Nov. 8, at 1:00 p. m. Following the address will come a business meeting which will include reports of officers and election of officers for 1925.

M. W. GREENE, County Sec-Treas.
THE IMPORTANCE OF ACCOUNTING FOR COOPERATIVES.
By Jules Englander

Would you use candles for illumination when electricity is available? Of course not. Yet business men who use big power in their business, struggle along with candle light accounting methods.

It seems almost too obvious to state here, that methods and systems of accounting have changed with changing conditions. Not alone in the case of business enterprises of considerable magnitude, but even in small business organizations, the increased complexities of organization, the stress of present day competition and other factors, have caused development in accounting methods drifting away from the elementary recording of day to day transactions, and progressing more and more toward a well ordered plan for bringing together the vital and essential financial facts of a business for the use and guidance of its owners and managers.

While the fact is almost too obvious to state, yet, in the minds of a great many people embarking on a new business venture, the problem and purpose of their accounting records are given but slight consideration. We are frequently asked by clients organizing new business enterprises to outline a simple system of bookkeeping for their use. In many cases, no attempt is made on their part to suggest what special information they expect to obtain from the records. They know that some sort of record keeping is necessary, but simplicity and cost are the only factors considered. The problems peculiar to their business, special features which the business may require, are points which, to them, have no bearing on an accounting system. To them bookkeeping is bookkeeping, whether it be for a grocery store, a manufacturing concern, a factory or a bank. So they talk only for a bookkeeping system of the cheapest and simplest form obtainable.

No doubt, these same people would protest vigorously if you were to compare other features of their business with another enterprise even of the same general nature. They are certain that their method of controlling purchases, must be different from that of their competitor around the corner. Their advertising requires a different method of handling; sales, in men must be on a different basis, in fact every department of their own organization is different in some particular way from that of neighboring competitors. And strange to relate, the accounting methods which should be planned to record and reflect the results of these different policies, can be, in their conception, interchangeable with the methods of their competitors.

The important element to be considered in planning an accounting system or any business, large or small, are, to:

Ascertain the particular features wherein their business differs from others in the same field.
Find out the vital factors that the management and owners consider of prime importance to themselves and shareholders, for the successful and efficient supervision of the business as a whole.

Plan your accounting methods for the needs and conditions of your own business, so that the maximum light on your business is clearly and simply reflected through the records.

Bearing in mind the fundamental fact that the primary purpose of all accounting is to assist the management in carrying on the business successfully and efficiently, the following important statements should be readily obtainable from your accounting records:

1. A statement of the assets and liabilities which should show a true picture of the business as a whole at any given date. Technically, this statement is known as the Balance Sheet.

2. A statement of the results of the operations of the business over a semiannually, etc.). This statement is stated period (monthly, quarterly, technically termed the Income Account or Profit and Loss Statement.

The importance of these two statements needs but little comment. No business, regardless of its size, can hope to run efficiently and successfully over any length of time, if those in charge do not know the financial condition of the business and the results of its operations at frequent intervals. Sooner or later a business conducted without the guidance of these basic statements will go under.

The conduct of an efficient business organization, however, demands more of its accounting records than the two statements just referred to. Those in authority must know the amount or volume of business done, and what the cost of doing that business actually was. These factors, when known, enable us to determine what our gross profit on sales is, and this figure, or better still, the percentage of gross profit to total sales, is vitally significant to the appreciation of management. Cooperators who may be conducting a little grocery store should know why you are only making 18 cents gross profit on each dollar of sales, when another group of cooperators in the same line of business can make 26 cents gross profit. More than one group of cooperators have worked and struggled heroically to earn a net profit of two per cent on their entire business, when much heart-breaking labor might have been spared, had they known that their trouble was in the low margin of their gross profit on sales.

Not alone is it necessary to know from your accounting records the important factors of gross profit on sales, but it is also essential that records show the cost of carrying on your business. Among these items of cost, we might mention, clerical hire, management cost, rent, taxes, insurance, delivery costs, depreciation and other important elements peculiar to your individual business. These factors should be known, not only in total dollar cost, but in percentage of business done. Knowing the cost of conducting his business, the manager can readily ascertain by comparison with others in the same line of business, which elements are too high, and where to apply further economy in management.

At this point, the reaction of those who at present keep the most elementary of bookkeeping records, will undoubtedly be, "This may be all right for a big business, but how can we take the time to do all the work necessary to keep such records?" And the answer to this, permit me to state, is that even if only the barest and simplest bookkeeping records are kept at present, it will take no longer in point of time to keep your records in such a manner as to have available for the use of the management all the vital information referred to above.

It is for each and every group of cooperators to determine what particular information is essential for the efficient conduct of their business, and then to build their accounting system, (whether it be simple or involved) around the special requirements of that business.

Why should we emphasize here the need for accounting records for cooperative organizations? Briefly for the following reasons:

The ordinary form of business organization has learned by experience the necessity and advantages obtained through well planned accounting records, and if they recognize its importance, then cooperative organizations should feel doubly the obligation to its members to provide them with the most detailed information relative to the conduct of their business.

Ordinary business opens its books to but few people. Cooperatives on the other hand, are ever ready to open their records to all cooperators. It may safely be assumed that the majority of cooperators are untrained in figures; hence, then these figures must be presented in a manner to speak for themselves—and to tell the truth.

Due to the very nature of cooperative organizations, the finance and control of the business is widely diffused. This very diffusion of control makes it imperative that the accounting records show in the simplest form the exact status of the business so that the management can at all times be above reproach, not alone as to honest conduct of the business, but as to the capable and efficient management of the members' funds.

In conclusion I wish to say that your accounting system is the medium whereby the light on your business is reflected. As with candle light, the visibility of your business is dimmed if the accounting medium is poor; so plan and use your accounting records to serve to the maximum of their possibilities, and the light on your business will be as the glare of high powered electric light.

—Co-operation.

MELON CO-OP SAVES BIG LOSSES ON CROP
This was a disastrous season for watermelon growers in southwestern Georgia, and the members of the So-wega Melon Growers association suffered with the rest, although not as seriously, according to reports on the 3,584 cars which made up the 654 sub-pools.

Growers who shipped 2704 cars realized net returns from \$57.32 to \$135.63 per car depending upon the grade and other factors. The lower grades of melons netted losses, 880 cars averaging a deficit of \$33.60. "Georgia has shipped this year more cars of watermelon than any previous year in the history of watermelon production, and about half the total shipments moved within two weeks," says J. J. Parrish, editor of the So-wega Standard. Thus, while the year was one of disappointment many watermelon seasons, the members generally satisfied that if it had not been for the association their melons would have yielded no profit whatever above freight costs.

EGG COOPERATORS CUT COSTS CENT A DOZEN
Far-reaching economies put into effect by the Atlantic Coast Poultry Producers association have resulted in an announcement by the executive committee that association dues would be reduced a half cent a dozen. A second reduction of another half cent has also been ordered effective January 1. An increasing volume of egg deliveries was also a factor influencing the downward cost of marketing eggs.

The Atlantic Coast association is the largest eastern organization of cooperating egg producers, directing the marketing of eggs produced by more than 100,000 hens in New Jersey and nearby territory. In line with a new policy proposed for merchandising eggs, the association is seeking to develop a more direct consumer demand for Atlantic eggs. Distribution will be sought through specified retailers, city milk distributors, and other outlets. Other retail outlets such as grocery stores and delicatessen shops demanding a high quality egg will also be developed.

OREGON CO-OP COUNCIL APPROVES INVESTIGATION
Oregon cooperative associations have commended the work of the National Council in bringing about an investigation by Henry Ford of the statements of the Dearborn Independent articles which attacked cooperative marketing associations. In a resolution adopted by the Oregon Cooperative Council, representing every major farm organization in the state, aid has been offered with a view to proving to Ford the false and slanderous nature of the articles.

The Oregon Cooperative Council is a federation of agencies devoted to the development of commodity cooperative marketing in the state, and was formed about a year ago. Its membership comprises representatives of the Grange, Farm Bureau, Farmers Union, Oregon Association, Portland Chamber of Commerce, Bureau of Markets and Extension Service, in addition to the grain, fruit, poultry, wool and hay cooperatives.

LARGEST RICE PLANTATION IN STATE SEES ADVANTAGE OF COOPERATIVE MARKETING
The largest rice farm in Arkansas has joined the Arkansas Rice Growers Cooperative Association and has begun the delivery to the pool of its 3,000 acres of rice. This is one of the largest producer contracts on the market.

RESOLUTION OF SYMPATHY
Whereas the Almighty God in His wise providence has called from this earthly home Brother E. H. Denison, therefore be it Resolved that we the members of Fancy Creek Local No. 1616 extend our deepest sympathy to Mrs. Denison and family in their sad bereavement; be it further Resolved that a copy of these resolutions be spread on the minutes of our Local, a copy in the Kansas Union Farmer and in the Randolph Enterprise, and a copy sent to the bereaved family.

WHEREAS God in His Infinite Wisdom has removed from this life P. W. Nelson, be it Resolved that we, the members of Sveve Home Local No. 2112 extend our sincere sympathy to the bereaved family, urge it further resolved, that a copy of these resolutions be sent to Mrs. P. W. Nelson, and a copy to our official paper the obligation of a copy be spread on the minutes of our local.

Alfred Marcenson, Claus E. Anderson, Oliver Johnson.

Sing Farmers Union Songs at Farmers Union Meetings
NEW WORDS — — — OLD TUNES
INCREASE UNION SPIRIT IN YOUR COMMUNITY BY SINGING STANDARD UNION SONGS

SINGLE BOOKS 20 cents
Lots of 12 or more 15 cents

ORDER FROM
KANSAS FARMERS UNION, SALINA, KANSAS
or
FARMERS UNION JOBBING ASSOCIATION,
106 New England Bldg., Kansas City, Missouri.

books of any cooperative marketing association in the world. Prange Brothers, of Crockett Bluff, Ark., operate on 5,600 acres, the whole of which is under contract. About 3,000 acres is in rice this year.

At the time of signing the pooling contract, 14 binders and 4 separators were harvesting, while 17 more binders and 7 more separators were ready for action. Wagons handling the grain from the fields were diverted to the association mill at De Witt.

The Prange plantation is one of the show points of the state. Three steam engines of 200 to 250 h. p. hold 18,000 gallons of water a minute out of the White river for use in irrigation. An artificial lake covering 160 acres, 30 feet deep in the middle, is used for emergency water supply. The plantation is a complete community, with its own stores, a steamboat and steel barges, blacksmith shop, saw mill, granaries, are used on the White river for hauling its supplies and products.

The Arkansas Rice Growers Association is composed of a large majority of the producers of the State; it operates its own mill and annually sells about a million dollars worth of rice to the trade.

LARGE LOSSES OF SWINE CAUSED BY TUBERCULOSIS
Tuberculosis is shown to be a prominent cause for losses in swine by a recent report of the Meat Inspection Division of the United States Department of Agriculture. Of about 54,000,000 hogs federally inspected during the year ended June 30 a total of 232,670 dressed hog carcasses were condemned because of tuberculosis infection. In addition to the 100,110 whole carcasses there were 1,099,253 parts of carcasses condemned because of tuberculosis.

This represents a great loss to the swine raisers of the country which, according to specialists at the United States Department of Agriculture, can be prevented to a large extent. Following infected cattle in feed lots is said by Government specialists to be a chief means of swine becoming infected. Avian tuberculosis has been shown to be another important cause of infection in swine. Fowls that have died from tuberculosis, when fed to swine, pass the disease on to the swine.

WHAT CO-OPERATORS DO FOR NON-COOPERATORS
Dividends aren't the only dollars-ancents gains of cooperation; and co-operators aren't the only ones who reap the benefits of cooperation. Did you ever hear the story of the famous match trust? The yearly world consumption of matches is at present estimated at 90,000,000 cases, each of which contains 1,000 boxes of 50 matches. The value of these matches is nearly \$200,000,000. Their manufacture is controlled by the International Match Company, and the Finnish Cooperative Wholesale Society.

About a year ago, the directors of the match trust went to call on the di-

rectors of the cooperative. They said, "See here, we control this match business. Why don't we cash in on it? Why don't we agree to combine in fixing our prices to the public? We could make millions more out of our business if we did."

"That's just the reason why we refuse to combine with you. We're in this business for service, not for fleecing the public," was the emphatic answer of the cooperators. The "G. O. P.," which is short for the Finnish Cooperative Wholesale Society, refused to accept the proposal of the match trust and stood out alone to combat it.

For the past year this fight has continued, with the result that the price of matches has decreased by from 10 to 30 per cent in different countries. According to the lowest estimate, the consumers have saved at least \$20,000,000 which is the amount which the match trust would have taxed them if there had not been a powerful cooperative society to prevent a monopoly price.

FAIRVIEW 964.
Fairview Local No. 964 held their regular business meeting October 16, at the Burton home. Cake, fruit salad and coffee were served.

Our next meeting will be held at Oscar Burton's Nov. 20th. Election of officers will be held at this time for the coming year. This is to be a tacky party also. The one dressing the tackiest receives a prize.

There will be a short program and refreshments. Every member is requested to be present.

Wesley, Packard, Pres.
Mrs. Delpha Burton, Sec-Treas.

It's Worth Considering
How much of our 1924 dividend will you receive? You determine that by the amount of business you do with us.

The work of our men, plus the saving in marketing expense, makes the FARMERS UNION outstanding in its benefits to the shipper.

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 Mail 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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Say Farmer, Say!
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