

THE KANSAS UNION FARMER

Organization

Education

Co-Operation



VOLUME XIX

SALINA, KANSAS, THURSDAY, DECEMBER 9, 1926

NUMBER 17

ADDRESS OF L. E. DE VOSS MANAGER OF THE JOBBING ASSOCIATION AT THE CONVENTION AT ARKANSAS CITY

Mr. L. E. DeVoss Who Has Been Manager of the Jobbing Association for Nine Years, Told of Some of the Struggles of That Time, But in the Most Part Confined His Remarks to Present Conditions and Plans for the Future. Mr. DeVoss is Especially Eloquent, When He Speaks of the Question of Loyalty, in This Address He Made the Best of His Opportunity

L. E. De Voss, Manager Farmers Union Jobbing Association: I do not know that you have enjoyed this meeting as much as I have, but it is a real pleasure for me to meet my friends from all over the state, and I do claim to have friends all over the state and I recognize that, when I come here and meet with you each year.

In March 8 years ago, I reported as manager for your Farmers Union Jobbing Association. At that time, I did not know much about the Farmers Union Co-operative Business. I have tried, to the best of my ability, during these 8 years, to be a student of it, applying to our situation in Kansas. There has hardly been a month during those 8 years when the Board of Directors of the Jobbing Association have not had some plan entirely different from the plan they were using in their operations submitted to me to take the place of the plan being followed. The plan now being followed is a gradual outgrowth of the situation as it was 8 years ago. It is not now perfect. It will be changed from time to time. I do not know and you do not know just to what extent the plan and the operations of the Farmers Union Jobbing Association will be changed and in what way they have followed the general business growth and Farmers Union growth in the organization in Kansas.

I think if you were in contact with the Co-operative Business organization generally in the state, you would recognize the extent of the state wide activities in helping to boost and build the local co-operative businesses. There are some situations in Kansas that make the business of the co-operative business quite different at the present stage in the game than it is in our neighboring states. One difference is the lack of interest from the stand point of the local Farmers Union in the purchasing of supplies for their own use. In the early stages of the Farmers Union state wide movement, before co-operative business associations were organized, there was a different feeling. There is, in every state, a great deal of interest in buying co-operatively for the immediate supplies. That is true in Iowa and Oklahoma and in a measure, Missouri and Nebraska. It is a little different problem from the merchandising standpoint, than the problem we have in Kansas. Our friends among the managers are thoroughly organized stores and elevators have taken the place of that local buying unit and they are handling practically every commodity you use. The pity of it is that most of the Farmers Union members do not use that local business and it is a pity we do not do business strictly with members and make a man keep up his membership, and carry on the business in the local organization.

We have about 325 Farmers Union elevators in the state and 265 stores. The problem is how to serve those organizations best and serve you best, through those organizations. In our efforts to do a big service, we have sometimes, from time to time, gotten into trouble. I do not believe it is necessary to remember the troubles. We like to forget our troubles, as we go along. We like to look forward. Eight years makes a man be almost in the old man class. I still claim to be in the young man class looking forward to what we can accomplish for you in the state wide business.

I would like to call your attention to the fact that we have, in a way been responsible for the development that has taken place. We can claim some share in the Farmers Union activities. We must recognize, and I do not believe a one of you recognize any more sincerely than I do the fact that in our leadership of Mr. Tromble and Mr. Brasted we have men who, for many years have been studying your problems and have always proven true. There has never been a single thing in my experience with these men that they have been dominated by prejudice in their decisions. Without doubt, their influence that has led the young men in the harness and headed the right direction has proven a big thing to our organization. I do not care to ever come before a Farmers Union convention without expressing my appreciation of John Tromble and C. E. Brasted. I have tried to work with these men and have counseled with them, some times on the right side and some times on the wrong but I believe they are following the fundamental principles which we have been teaching the last 12 or 15 years. With such leadership as we have in these men, our Farmers Union is bound to make a wonderful stride. I know there has been some slump in membership from time to time but I want to call your attention to the fact that regardless of the slump the fundamental principles of the Farmers Union

has been expressed in the business organizations, as it is expressed here today, as it is effected upon the attitude and upon the public as well as the membership in the state of Kansas.

There has never been a time, since I have been connected with your organization that the business men of the state of Kansas have had such a respect for the work that our organization is doing in this state as they have today. I mean that sincerely. I am in a position, with my contact with the members of the Kansas City Board of Trade, and other business men, etc., to speak advisedly on that. There never has been a time in the history of the organization when there has been such a great respect for your organization as there is today. With these organizations building to perfect certain things for you along certain lines, we can stand up and be proud of our prosperity.

With more or less depending upon the conditions which are in this state your Associations are dependent on you. We are down on the border of the territory which has produced remarkable crops this year. This section of the state in which the larger part of the Farmers Union membership resides, the north and western parts, have very different story to tell. I have been through the district and the northwest section and seen the conditions up there where drouth has effected the crops and I do not wonder some of them are feeling pretty blue. The condition has expressed itself in the volume of business in the Farmers Union Jobbing Association. Our wheat business has not been what it should have been. Our merchandising business has not been anything exceptional.

We started this year in better shape than any time before. We had our expenses cut to a minimum. The force was cut where we could stand the reduction in volume. We get as large a share of the business of our Farmers Union businesses as we have in the past. They are not doing the business. The attitude on the part of our local managers is friendly. The organization of the Jobbing Association has been mentioned. We have had several years experience in serving you and are in a better position to serve your local business than ever before. With our personnel we give satisfactory results and service. We are glad to have our friends among the managers are increasing.

This question of loyalty. Not enough members are loyal to their local business associations and not enough local business associations are loyal to the state wide movement. The Farmers Union Jobbing Association is handling car lot merchandise such as you use in the local elevators. Now, this type of business as done in Oklahoma, Kansas, Missouri and several other states has led to the state wide movement that is known as joint purchasing committee. That is made up of representatives from the central distributing agencies in the various states. Mr. McCarthy of Nebraska is president of the Committee, Mr. Cowden of Missouri is Secretary. We meet from time to time and have contracts on various commodities. On one commodity there was 50c a ton additional commission given to the combined states on the volume because they grouped their volume and it went through one consignment with their order. On one consignment we have been offered 45c a hundred additional commission. We took up binding twine, etc., and worked those contracts out to get a better deal for us. This has led to some very interesting discussions. Those of us who have attended the meetings have been gathered around the sessions sometimes, and some times out. Out of these discussions has come the recognition that the future of the need of a closer co-operation between the state wide business activities and our national Farmers Union. We do not pretend to be making a recommendation. I am only wanting to start you thinking a little, in your own mind. One type of business that has been followed by a large number of our state wide activities is a state wide business starting a mail order business handling merchandise in local shipments. Several state wide activities have been compelled to change to another type of service. The logical conclusion is they are going broke in that type of business which has destroyed the opportunity of success in that line. It would seem that a new type of business should be able to profit by the mistakes made by other states. The solution may be through the national Union. To have council of business experience, men to help the new states in the line of business endeavor which has been tried and proven successful, I believe it will be of help.

I know our membership are in favor of this time and I hope as time goes on we will be able to see some growth along this line realized. I wish the people, men and ladies who attend our national convention might have a real solution of the problems of the state wide activities.

I believe the result would be building a stronger organization with more emphasis towards a co-operative service. I look towards the co-operative service. I would like to see if it would be more profitable in a big way. The study of relationship between your local business and the Jobbing Association, are to continue to grow that we must help your local business grow. We must depend on your local business Associations for our growth. There are commodities which you can handle in your local business which you are not handling. There is an opportunity of service you are not performing. Back of that the biggest problem is the recognition on the part of the managers, myself also, if we understand the thing we are working for by backing each of the state wide activities and supporting each of them. It has been my misfortune to find a manager, now and then, who picks out one state wide activity and says they just cannot perform the service. They cannot get the price, or something of that type. There is some personal prejudice for that attitude on his part. Wipe out personal prejudices. Get into the harness and really do something big in spreading the gospel. Spread our propaganda. Our business program. Put out what we are working for to the people who come in contact with you. Through the educational work can come a great development. I guess I am talking too long in a general way and I am going to close by calling your attention to a few of the things which at present stand out with special interest in my mind.

Through the joint purchasing committee we have gone into a contract on the twine proposition this year, not having just one twine, but three kinds of twine. The Kansas State Penitentiary twine with the Farmers Union brand, will be backed through your organization, as usual. In addition to that, for those who do not like the penitentiary twine, we have taken on Hollister manufactured twine, imported through New Orleans and it will come about 1-2c less to you. Then the Allison twine with which company several of you have contracts at the present time. We ask every manager who is trying to contract for that twine to put the contract through the Jobbing Association instead of direct. Salesmen will can on you in connection with this.

Another matter which I think may be of use to you is the fact that several years ago we have presented to you the Wamego mill. During the past few months the Board of Directors of the Farmers Union Jobbing Association and the managers of the Wamego mill have gotten together and worked out a plan whereby they are going to promote the use of their flour. It is going out under the N. F. U. Brand (National Farmers Union). The flour will come a little cheaper. It has every bit of the food value and it is just a question of whether the ladies are willing to learn to handle that type of flour in their baking. We ask your co-operation in helping to develop an output for that flour.

I know some of you are asking, in your minds, the question of whether there will be a profit in the Farmers Union Jobbing Association this year. I find that the first question that comes to a man's mind. I am not putting up any promises or making any statements. The audit comes the first of the year. If we were to have the auditor today, there would be a profit. What will be the first of the year, I do not know. Considering crop conditions and the problems you are facing in your own homes, I am sure the Jobbing Association, if it continues to be present, will be satisfactory to you. I thank you.

THE FARMERS UNION FINANCIAL PROGRAM (By C. E. Trull) I appreciate the convention of this kind it is rather hard to know the feeling that you have and that we have here on the platform. We come out here and the first thing that enters our minds is had we better make an impression. To you that has happened in your organization or what we think or have on our mind. I appear here as I did out in Phillips county where they asked me to come out and talk to them. I just want to talk to you people. I am going to ask you a question, as your employee and a fellow member of the Farmers Union. I want to know what to do. I have discovered something and I want to ask you what to do about it. What you would do about it.

It is foolish for me to try to cover this subject. I will list a few of the high points in it. Briefly mention them. I have spent practically all my time in the banking business. If you ever expect to get anywhere in the Farmers Co-operative Union, you have to pay some attention to finance. We started a couple of years ago in the banking business. Your idea was a state wide institution. Through your Board of Directors you ask me to take part in it. I have like Mr. Tromble and the rest of those men, tried to put over something worth while but we just appear in the picture for a little while. We started out with the littlest bank in Kansas City and today we have \$317,000.00 resources. We are trying to make the bank a Million Dollar bank by the first of the year. Out of 28 banks in

Kansas City, we are 9th now. That is not bad. We run the bank down there with practically three officers. Last year we did a business that was pretty good. The expenses were exactly the same for 1926 as they were for 1925. We are paying our expenses of running.

Now, say we have 700 business associations and 20,000 members, 1,000 locals in the state. A good many shipping associations. A few banks. We should have more business than we are getting. There is \$642,000 on deposit in our bank. How many business there were told that no more credit could be given, contrary to what they had been told at the beginning of the wheat crop movement, and must pay at once more of the indebtedness the association owed the bank. Now as anyone can readily see this brought about a very critical situation to the association. Up to this time no trouble had been had to finance the association. So as the Farmers Union men heard of this they began to do some figuring and see if something could be done.

A call was sent to Kansas City to the Farmers Union Bank to enlist their aid and counsel. Mr. Trull and Mr. Tromble sent Howard Whittaker fieldman for the Farmers Union bank at Kansas City over from Trego county where he had put over a campaign for a Union bank there. After looking over the situation he advised us to get Mr. Trull and Mr. Tromble here. At a meeting of the directors and others were interested in this matter of financing was discussed and in a sort of hazy way a bank for Mitchell county was mentioned. On November 2nd, at the annual stockholders meeting of Mitchell County Association, Mr. Trull and Whittaker gave able addresses and a standing vote was taken and the decision was made to start a bank. A first meeting of representative men from all the locals of the county were called and an organization board elected. Harm Schwen, Henry Kresin, H. Walters, Geo. Dean and H. J. Seidel were the members of this board.

Sale of stock began that afternoon and 52 shares were subscribed at the close of this meeting. Meetings were held at eight points in the county and on Nov. 23rd in the G. A. R. Hall at Beloit the campaign for 250 shares of stock ended, all paid up. A first showing less than two weeks of work and a Farmers Union Bank of \$25,000 capital a surplus of \$2,500 and shareholders fund of \$1,250 with something like 140 to 145 shareholders to back it up with their business and a determination to end the financial troubles of their institutions that are dependent on a line of credit, and further more to build up a financial system where the farmers money shall be used to the benefit of farmers themselves. For himself and not against him as in the present system.

The organization was completed by the election of a Board of Directors and preparations are moving forward for the application for charter and expect to open for business by or before Jan. 1, 1927.

ager or on the Board of Directors and then the next day double crosses the membership, it is unfair to say the least. There are very few men who would do anything like that if they knew what they were doing. I know of an elevator that has existed for 3 years, and the sign is right on the elevator, every member of the Board of Directors took the same obligation I took and yet not a load of wheat has come from that elevator to the Jobbing Association in three years. I know that to be a fact. It is time we get together and discussed these things. You have a right as an individual and citizen to do some things but I question whether you have right to do and act like that. I do not believe you have. I believe the time has come and I hope there will be a resolution passed that where a manager or Director does something like that, an appeal shall be made to the state organization and be tried by that organization.

I am telling you that we are getting big enough in this state, to some where and some how and then stick on that ground. Let's be square with one another. The bank has a different feeling from the other institutions. We do not expect everybody to send us all their business and give us all their money, down there. If we could get these fellows for us, and a doctor for us, but in name only. In many cases these men are stockholders in other banks. They are stockholders in other banks. That does not make any difference to us. I have stated the case and again I ask you, what would you do. I thank you.

A butcher, walking down the street passed a dairy and read this sign: "Milk from Contented Cows." He was impressed with the idea and decided to adapt it to his line of business. The following morning this sign appeared in his window: "Sausages from Hogs That Died Happy."

MITCHELL COUNTY FALLS IN TO LINE FOR FARMERS' UNION BANK

Necessity is the mother of invention. Necessity also is the spur or means whereby other forward movements are brought about. Necessity is the thing that brought about the Farmers Union Bank in Mitchell County. Unexpectedly and almost without warning came the word to the management and directors of the Mitchell County Farmers Union Co-operative Association that they must find some other way of financing their business there, through the banks they were doing business with. The management had inquired and sought assurance from the banker just what they could rely on for finances to handle the crop that was coming on and were told that the limit would be a certain amount and was very satisfactory with the manager and directors who by the way are and were handling the business in a very conservative manner.

A short time after the crops began to move, for some unknown reason to our Manager, C. E. Elder and the directors they were told that no more credit could be given, contrary to what they had been told at the beginning of the wheat crop movement, and must pay at once more of the indebtedness the association owed the bank. Now as anyone can readily see this brought about a very critical situation to the association. Up to this time no trouble had been had to finance the association. So as the Farmers Union men heard of this they began to do some figuring and see if something could be done.

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THE CONVENTION HEARS FROM THE OFFICERS OF THE FARMERS UNION INSURANCE COMPANY

Mr. C. E. Brasted the President of The Farmers Union Insurance Co., Since Its Beginning, Gave a Short History of the Origin, Aims and Achievements. Chas. Simpson the Field Representative Told of the Work of the Year. While Mr. Becker the Secretary, Warned the Membership, Where They Were Drifting, and Recommended Increasing the Membership

C. E. Brasted, President, F. U. Ins. Co.

I know you do not expect me to say much. The story has been pretty well told. The time has come to the Farmers Union Mutual Insurance Company when it is not necessary for us to talk very long. I remember the time I appeared before the Farmers Union Resolution Committee and it took me two hours to induce the members of that Resolution Committee to consent to embody in their resolutions just two or three lines that would give the Farmers Union Mutual Insurance Company just a few words of encouragement. I am glad to say that time is passed.

I have had the pleasure of being with the Farmers Union Mutual Insurance Company since before the time it was. I had the pleasure of being appointed chairman of the committee up in northwest counties, up there where it only rains once in several years, sometimes. You laugh about that. Well, I have one boy, I never saw him scared once in his life and that was the time he saw his first rain. He was almost scared to death. He did not know what it was.

Up in that country we did not have any mutual insurance company. We did not have any company we could go to. The profits made from the insurance business were sent out of the state of Kansas back east. That is one of the things that is the trouble with our great middle west. We have thought we did not have the brain capacity to take care of our own business out here in the middle west. Life insurance, fire insurance and hail insurance. That is not all. We have been sending our money back east until today I do not suppose there ever was a time in the history of any country that the prosperity of its people was as great as the prosperity that is enjoyed by the people of the United States today.

Unfortunately, that prosperity is not equally distributed. It is not because of the lack of crops out here in the middle west, the bread basket of the world. It is because we pay too much to get the things out and get them back. I am thankful that there is something we do not have to contribute to and that is insurance. We ought to write all of our insurance at home. Not only the farm but the town people; both property and life, and keep the money in Kansas. Now, I could tell a little incident here, or story, and it would take well among the insurance agents. I did tell a little group I talked to last night and they were not Farmers Union Insurance agents either. I told them something about what we had done.

That we had started with \$50.00 of borrowed capital. I told about the savings, the refunds we have made and the reason why it has been possible for us to do that thing. One of the reasons why was because we did not have to hire a high priced lawyer to study up some scheme so we could get 22 members in fine print down at the bottom of the policy why we did not have to pay the loss if they had a loss. It is a fact. We do not have any fine print like that on our policy. There is no reason on earth why we should not pay our losses. If John Jones has a loss, the money of course, comes from all of the other policy holders. Now, Mr. Simpson goes out to adjust that loss. He has no financial interests there at all. All he is, is an arbitrator between John Jones and the other policy holders collectively. He is not going to take away from the policy holders collectively and give to some policy holder, individually something that does not belong to him. He is not going to deprive something that is John Jones due, and give it to the policy holders collectively.

It has been a real pleasure to have the honor of being selected by the Board of Directors to act as chairman of the Board.

I know that an auditor could be put on our records and I know that man, if he was capable, could show to the sceptic the difference between the money spent and the refund that has come back, the saving the Farmers Union of Kansas has made by reason of patronizing and building up an institution of their own, amounts to many times what they have ever paid as organization dues in their farm organization. I thank you.

Chas. Simpson, Field Man, Farmers Union Ins. Co. They say I am the only man in the world who can sell insurance to a telegraph pole. I do not know of a place in the state of Kansas I would rather be than Arkansas City when the sun shines. All insurance men when they go out to visit you or when they go to a convention like to talk. We have written some little insurance in this part of the country. In 1917 there was a brother down here who gave me a write up in your paper. That was a good write up

but I do not remember who the brother was. I did not keep the paper but I surely wish I had.

The Insurance company is writing Insurance in about 92 counties of this state. Not very much in some of them. Not long ago Mr. Brasted and I were riding along and he says, we have done all right with this insurance company. That is true. We have gained a year after year. We have \$54,000,000.00 insurance in force. We have \$350,000.00 as our net resources for 12 years. Our Company is a big thing. There are 400 agents scattered around in the state of Kansas. Why do I say this is the best insurance company in the United States. The reason is because we have the best policy holders in the United States; every one a member of the Farmers Union; every one a citizen of the state of Kansas. That is the reason we can say this Insurance Company is the best in the United States. We might except the state of Oklahoma. Many of you heard Mr. Lawter of Oklahoma speak this morning. He said it had cost them \$4.80 per year for insurance down there. Now for five years that would cost them \$24.00. It does not cost that much in Kansas. It only costs members who pay cash, here in Kansas, \$16.70 for a 5 year policy per thousand. Do not get the idea, any of you, that we carry it so much cheaper than they do down there. It costs more money no doubt, to carry insurance in Oklahoma than it does in Kansas. The stock company insurance here would cost \$32.50 per thousand while in Oklahoma the same company sells it for over \$50.00 a thousand. You can see the comparison between the two states.

I think the Oklahoma Farmers Union sells their insurance all on the note plan. I am not sure about that though. We have the two propositions. One on the note plan of \$2.40 per thousand and cash plan at \$2.00. \$1.40 cash on the 3 year rate. I want the agents to watch. We would like to have an agents meeting while the convention is here. I do not know when or how but we will try to make the arrangements so they can meet and ask questions and all get acquainted with each other. I thank you.

F. D. Becker, Secretary, Kansas Farmers Union Mutual Insurance Co.

Mr. Simpson has been, talking about the sunny side of this proposition and I want to talk about the dark side. The matter of lapsation where our agent fails to secure the renewal of the policy expired. We get letters from our agents telling us that the policy has expired. We cannot renew his policy because he is not a member of the Farmers Union. When he ceases to be a member of the Farmers Union we cannot write his insurance.

At the present time there are about 16,000 or 17,000 paid up members of the Farmers Union in Kansas. This shows a loss from last year and I think it would be well worth while for us to ask ourselves why this loss. What is the matter. This means much to the Insurance Company because the membership is the life of the insurance company. When the membership goes down, our field is lessened. We have talked some along this line that one of the reasons was the over selling of the proposition in the beginning. Our first organizers were more in the nature of evangelists. They promised too much. Members see these promises cannot be realized which results in loss of confidence in the organization. I think at this time our organizers are careful not to overstate the proposition. Rather they understate it. It would seem that the membership we have we should hold. The past years experience shows that while we have secured new members we have lost some we already had. This is an economic loss. One of the important things for this meeting to consider is how to retain our membership that we have and how to increase it. I thank you.

The Southern Saskatchewan Co-operative Stock Yards Company, Moose Jaw, established in 1919, has recently found it necessary to increase its yardage capacity for cattle and hogs. It now has covered space at the yards of 67,500 square feet, with 140 pens of its own and 117 leased from the railroad company, besides numerous pens for smaller lots. All pens are provided with water and are being floored with cement and the alleys with brick.

Most farm machinery goes to the scrap-heap after it has been used on 80 to 100 days while railroads use a locomotive 25 years or more.

Yes, a good sire is half the herd, but then, a better half is 50 per cent and should be well selected.

The Kansas Union Farmer

Published Every Thursday at Salina, Kansas, by THE KANSAS BRANCH OF THE FARMERS' EDUCATIONAL & CO-OPERATIVE UNION
119 South Seventh Street

Entered as Second-Class Matter August 24, 1912 at Salina, Kansas. Under Act of March 3, 1879.

Acceptance for Mailing at Special Rate of Postage Provided for in Section 1103. Act of October 3, 1917. Authorized July 30, 1918.

JOHN TROMBLE.....Editor and Manager
W. C. LANSDON.....Associate Editor

Subscription Price, per Year.....\$1.00

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

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

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

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



THURSDAY, DECEMBER 9, 1926

CANADIAN WHEAT POOL RESULTS

Canadian wheat growers have the biggest marketing pool in the world. The report of their first year's operations indicate that they are successful. We hear a lot about low priced Canadian wheat driving our grain out of the domestic markets and excluding it from export markets in Europe. The Canadian pool for 1925-26 paid its members \$1.45 a bushel net for their wheat. That shows that Canadian grain was not used to hammer down world prices to the detriment of American farmers. In fact the shoe appears to be on the other foot. Wheat growers in the United States averaged less than \$1.25 a bushel for their wheat at the delivery stations, in fact the great majority received little if any more than an average of \$1. If any hammering down on the world's wheat markets was done last year it was by United States rather than Canadian exports.

Here are a few of the facts disclosed in the final settlement report of the Canadian Wheat Growers, Ltd. for the 1925-26 marketing season. They should be right interesting to the wise boys in Kansas who say that successful pooling is impossible:

Final settlement for the 1925-26 wheat pool of 190,000,000 bushels was announced on October 15 by the Canadian Co-Operative Wheat Producers, Ltd., Winnipeg, Man. The price on No. 1 Northern wheat, basis Fort William, or in store at Vancouver, after deduction of carrying charges and administrative expenses for the sales agency, was \$1.45 per bushel. As the growers had already received \$1.40 in initial and interim payments, the final distribution amounted to 5 cents per bushel for No. 1 Northern and from 3-4 to 4-2 cents for other grades. The distribution totalled \$8,850,000.

The final payments were subject to deductions by the provincial pools for provincial administrative expenses, and for elevator and commercial reserves.

Deductions made by the Manitoba Co-Operative Wheat Producers, Ltd., Winnipeg, were .38 of one cent a bushel for office expenses, including country elevator carrying charges, and 1.12 cents for elevator reserve, a total of 2 cents a bushel. The Manitoba pool included 12,472,786 bushels of wheat.

Deductions by the Alberta Co-Operative Wheat Producers, Ltd., Calgary, were as follows: elevator reserve, 2 cents a bushel commercial reserve, 1-8 cent; provincial administrative costs, 3-8 cent; making a total of 2-1-2 cents a bushel. The Alberta pool included nearly twice as much wheat as a year ago, the figures being 45,162,156 bushels and 23,000,000 bushels.

The share of the Saskatchewan Co-Operative Wheat Producers, Ltd., Regina, of the final distribution, was \$6,137,727. From this amount were deducted carrying charges on pool wheat in country elevators, cost of operating the provincial pool, and amounts for elevator and commercial reserves. These deductions on a per-bushel basis were as follows:

Carrying charges in country elevators.....\$0.81
Operating expenses 0.38
Elevator reserve 2.00
Commercial reserve 0.73

Total\$3.92

The two reserve funds are viewed as investments rather than expenses, the growers being credited on the books with the amounts deducted. The elevator reserve is used to pay for the 870 country elevators controlled by the association, and the commercial reserve is used as working capital.

Total receipts from sales of Saskatchewan wheat were \$181,422,770, and the net amount paid growers, basis Fort William, after deductions as above, was \$178,379,100.

In the face of results like this it is criminal folly to contend that wheat pooling cannot be successfully accomplished in the interest of growers. Shall we confess that the Canadians have done something that is beyond the powers of Americans? Are the Canadians smarter than the American farmers or have they better and more constructive leadership? The truth is that both groups of growers spring from about the same stock. That of course every one will admit. The leadership of the Canadian Wheat Pool may be good but it is no better than we have in America. In fact the one man who made pooling possible in Canada first offered his services to his fellow Americans and was told that he was not needed, that no

man was needed to tell American farmers how to sell their crops.

American farmers have plenty of sound and unselfish leadership but as a whole they refuse to follow leaders and as result they are paying the men in the dark all their profits. Co-operation is the way out for agriculture in America but it will work only when farmers are willing to co-operate and understand co-operative marketing which is a system of selling that goes far beyond the local grain elevator and reaches to the converters and exporters. During the coming six months every farmer in Kansas who hopes to have a bushel of wheat for sale next season should become a member of the wheat marketing association. We shall never know for sure whether pooling is a success until we give it a trial and that we have not yet done in the United States.

The manager of the purchasing department of the Indiana Farm Bureau Federation recently made a trip into the seed producing sections of Utah, Idaho and North Dakota advising seed producers relative to kinds of seed wanted by Indiana farmers. An arrangement was made with seed growers to the north of Salt Lake City whereby these growers will market their seed on a co-operative basis through the purchasing department of the Indiana organization. Growers are to be paid approximately 90 per cent of value of seed at time of shipment. All expense will be deducted from selling price and such margins as may be remaining will be divided between the producers and the Indiana buyers.

MEMBERSHIP MOST NEEDED

Just now the Farmers Union of Kansas does not need any more co-operative enterprises. What we do need is a larger and more ardent membership for the support of the institutions already organized and functioning. The State Union and all the co-operatives both local and state-wide should join in a winter long and state-wide campaign for membership. Get some "men on fire," like the preacher who has been campaigning with Batcheller in South Dakota, and start a blaze that will spread from Missouri to Colorado and over the state lines north and south.

Up to September 30, the Central States Soft Wheat Growers' Association, Indianapolis, had received 8,673,088 bushels of wheat, of which something more than 663,000 bushels had been sold. There was in terminal storage on that date 2,579,981 bushels of wheat and in country elevators 429,743 bushels. No accurate figures are available regarding the large quantity of pool wheat stored on the farms.

EDUCATION AND CO-OPERATION

Like every one of its predecessors the recent convention of the National Farmers Union stressed the need of educational work if co-operation is to succeed. An able and representative committee made the following report which the convention unanimously adopted:

The experience of all co-operative movements the world over shows beyond the peradventure of a doubt that co-operation cannot be permanently successful and enduring without being preceded and accompanied by the extension of co-operative education. This means pushing the organization of the Farmers Union into new territory and building up the membership in the territory already occupied.

Furthermore, it means vigorous prosecution of educational work in all practicable forms—such as sending out speakers to carry the spoken message; well-edited state papers carry the news of our movement and to inculcate co-operative principles, and the circulation of pamphlets, folders, etc., showing our aims and achievements.

The extent to which we can carry co-operation in bringing equality for agriculture depends absolutely upon the extent to which the ground is prepared by this co-operative education. Therefore, we urge all State Unions to carry on their educational work with vigor, not only as a preliminary step in the launching of new co-operative projects of whatever kind, but also to assure the highest success of those already under way.

One of the drawbacks to successful co-operation has been the lack of a sufficient number of managers for our co-operative enterprises who understand co-operation and who are in whole-hearted accord and sympathy with its aims. To overcome this condition, we suggest the holding of short courses for the training of farm-reared young men and women in the principles of co-operation and the principles of sound business practice, especially co-operative accounting. Coupled with such short courses should be a program of apprenticeship which will give these young men and women actual experience in the operation of co-operative enterprises.

Let us place renewed emphasis upon the first purpose in our name, "The Farmers Educational and Co-Operative Union of America," keeping always in mind the profound truth that as we educate so shall we succeed.

We are firmly opposed to anyone who has a tendency to centralize the control of our rural schools and deprive local authorities of the control of the centers of education, and we deplore and condemn the apparent determination of various national and state educators to centralize control of school affairs to the exclusion of local authorities.

We oppose the constant changing of the textbooks in our public schools as it is a detriment to the progress of the pupils, and a waste of public funds in the interest of the publishers.

Two series of co-operative marketing schools are being arranged in Indiana for the coming season. One series of schools will be in the northern part of the state and one in the southern. Each school will consist of a lesson a week for ten weeks, there being five schools in as many communities each week. The instructors will go from school to school. The tenth lesson for each school will consist of a summary and review of the preceding nine. These schools will be under the auspices of the federal-state vocational organization and the Indiana Farm Bureau Federation. A minimum of forty students is required for each school.

MINNESOTA POULTRY PRODUCERS EXPANDING

Farmers and business men met recently at Winnebago, Minn., for an all-day celebration because of the completion of a building to be used as a plant for feeding and dressing poultry to be marketed co-operatively. The building was erected by the joint efforts of the business men and farmers, ten-year bonds having been issued to cover the cost. The building has been built by the Poultry Producers' Co-Operative Association, Inc., Winnebago, and the Lake Region Co-Operative Egg and Poultry Exchange, St. Paul, which is the selling organization maintained by about 15 local co-operative poultry and egg marketing associations. The income from rentals will be sufficient to retire the bonds in ten years, after which the building and grounds will be the property of the Winnebago association.

The building is a two-story structure of hollow tile and concrete construction. The arrangement is such that additions can be made to the building as the volume of business increases. It is designed to serve the members of the Winnebago, St. James, and Albert Lea co-operative poultry associations in the matter of receiving live poultry and preparing it for market. The feeding and dressing operations will be conducted by the Lake Region Co-Operative Egg and Poultry Exchange.

While this building is the first to be erected in the Minnesota lake country exclusively for co-operative egg and poultry marketing, it is the third feeding and dressing plant to be established by the Lake Region Exchange. A similar plant was opened last year at LaCrosse, Wis., and operations were started in a second plant located in St. Paul, last summer.

In recounting recently the accomplishments of the Lake Region Exchange, the management pointed out that during the last year, for the first time, Minnesota eggs were graded as to color and each lot was sent to the market, domestic or foreign, where it would bring the greatest returns to the producers. Furthermore, arrangements had been concluded for marketing infertile eggs at a premium hereafter.

The Exchange was formed in 1924 and began operating in May of that year. By the end of the year it had handled 21,954 cases of eggs and sold poultry to the amount of \$412,000. During 1925, 160,894 cases of eggs and 2,400,000 pounds of poultry were marketed for its member units. Gross sales for 1925 were more than 2,300,000. Whereas in the past, large quantities of Minnesota poultry have been shipped to market alive, it is the plan of the organized poultry producers, so far as possible, to ship out dressed poultry, thus bringing to the state the money required to cover feeding and dressing expenses, also such profits as would naturally arise in connection with such activities.—Agriculture Co-operation.

A report from the manager of the Saskatchewan and Manitoba branches of the Canadian Co-Operative Wool Growers, Ltd., Toronto, states that the wool growers in the two prairie provinces have already delivered 560,000 pounds of wool of the 1926 clip. Last year but 449,000 pounds of wool was received in 910 co-operative shipments from the same territory.

QUESTIONS FOR DEBATES

Pooling will continue to be the most important matter for the consideration of farmers with crops for sale. It is the new thing that we can do for ourselves without asking permission from bankers, lawyers, legislators or government executives high or low. We have the crops for sale. There are ample financial resources available for co-operative marketing. There is all the enabling legislation necessary. All that is now necessary is for the farmers to get together and pool. In view of this situation and of splendid success of Canadian Wheat Growers, Ltd. the following questions are suggested for discussion in the locals this winter:

Resolved, that something should be done to prevent producers of wheat in the United States from hammering down world wheat prices to the detriment of themselves and their Canadian fellow farmers.

Resolved, that Canadian wheat growers are smarter than their fellow producers on this side of the border.

Resolved, that a higher tariff is needed to protect American wheat growers who sell their crops for \$1.25 per bushel from Canadian imported wheat which averaged \$1.45 at the farms last year.

Resolved, that each individual farmer is the best judge of the time and place to sell his own products.

Resolved, that self help movements for the relief of agriculture are a total failure in the United States and that all such organizations should disband and ask the government to fix prices for all farm products.

INCOME TAXES AND NON-MEMBERS

Recently a co-operative association was denied exemption from payment of income taxes by the Bureau of Internal Revenue because its records did not disclose the amount of business which it had done with members and the amount which it had done with non-members.

Under the revenue act of 1926, an association that is otherwise exempt will not lose its exemption if it does business with or for non-members, if the proceeds of sales in the case of marketing organizations are turned back to the members and non-members "less the necessary marketing expenses on the basis of either the quality or the value of the products furnished by them" or in the case of purchasing associations, if the supplies and equipment are turned over to the members or other persons "at actual cost plus necessary expenses." The foregoing with respect to non-members is subject to the following:

Such an association may market the products of non-members in an amount the value of which does not exceed the value of the products marketed for members, and may purchase supplies and equipment for non-members in an amount the value of which does not exceed the value of the supplies and equipment purchased for members, provided the value of the purchases made for persons who are neither members nor producers does not exceed 15 per centum of the value of all its purchases.

The language just quoted was the basis for denying exemption to the association.

L. S. HULBERT.

Comment On World's News For The Week

Mexico And Our Own Country

Appear to be on the verge of serious disagreement over the rights of Americans to the natural resources of the Mexican republic. None of us have any very accurate information about just what it is that our state department and the Calles government are quarrelling about. Apparently the Mexican constitution provides that no land or other natural resources in that republic shall be owned by aliens and intends to require all foreign owners of such property to become citizens of Mexico.

This is a course that is extremely displeasing to the Standard Oil Company and other side of the Rio Grande. It is policy, however, that is not without a lot of support in this country. If this writer is not mistaken the state of Kansas has a law that either forbids or greatly restricts alien ownership of land. There are many other states that have similar statutes. We seem to be in the position of protesting against Mexican policies that are very similar to those of many of our own commonwealths.

Just what the outcome will be no one can predict at this time. It is a clash, even in this republic, of those who believe that the flag should follow the dollar and those who believe that Americans should operate in foreign countries under the laws of those countries where they make their investments.

The Hall-Mills murder case is dragging its slow length along in a New Jersey court with the almost certain prospect of an acquittal. Murder is one of the few crimes that it seems impossible to punish. The statistics of evil doing in the United States show that are at least a hundred killings that are at least a hanging.

Secretary of Interior

In the Harding administration is now on trial in Washington charged with taking bad money from one Doherty in the rather substantial amount of \$100,000 as consideration for delivery of certain oil properties acquired by the navy to private speculators. The papers in Washington announce that a verdict may be expected about the 20th of December.

The oil scandals that developed in the Harding administration are now passing into their final phases. The validity of the leases alleged to have been corruptly obtained has been successfully attacked in the district and circuit courts and that matter is now on its way to final settlement in the Supreme Court with every indication that the leases will be cancelled and property will be recovered. Fall and Doherty are now being prosecuted in the highest criminal court in the District of Columbia. If they are guilty they should be convicted and put away, even though one of them is a former senator and cabinet minister and the other many times a millionaire.

No one wants to see an innocent man convicted of crime but all good citizens would take a good deal more pride in our institutions, including the courts, if they were more convicted of rich and powerful criminals of whom we seem to have a whole lot too many.

The noisy governor of Alabama who has a nation wide fame as an advocate of prohibition was recently arrested for having 13 quarts of whisky in possession while he was in camp on a fishing and hunting trip. The governor was acquitted and one of the hired men about camp was convicted of having brought in the booze. Doubtless the gubernatorial pardoning power will duly liberate the guide who became the goat for the high hats that employed him.

Marie Is Now on Her Way

Back to Kumania and the bedside of a sick husband. The queen said last week still protesting that she loves every one of us. If she tells the truth she is a forgiving and complaisant soul as there are quite a few Americans who when they hear of trouble during her trip and who are not lovable persons in any sense of affection that endears. Thoughtful and considerate Americans must admit that nothing much was done by the people or government of this country to make the royal visit pleasant and memorable.

This is not written in any spirit of criticism. All of us did the best we knew but we are not accustomed to royalty, especially royalty that comes in uninvited and chooses its own associates, makes its own trip schedules and accepts the hospitality of the railroads and hotels without consideration.

Now that Marie has come, loved us and has returned to her own side of the world there are a lot of us just so inquisitive that we shall never be satisfied until we learn what it was all about. What was the real errand that separated the queen from her husband and brought her across the Atlantic? Certainly the souvenirs or what ever it was she left in the museum at Marhili could have been sent

AMERICAN COUNTRY LIFE ASSOCIATION

The annual meeting of the American Country Life Association for 1926 was held in Washington, November 9 to 14. The conference topic was "Farm Youth." Naturally, discussion centered round a consideration of education in its larger aspects. The school is one of several educational influences. By tradition and by general consent it is the one in which formal education centers and to which farm youth is looking more and more, not only for education of the traditional type but for leadership and opportunity in recreational, occupational, and social life. This is true not alone of the secondary school; the modern conception of elementary education involves the

over by express. She could have expressed her love in a series of newspaper articles. She could have obtained a much better knowledge of our people and country by attending the moving pictures and reading a few good books.

The real low down on the purposes of the queens trip will make a mighty interesting book if it ever gets out and gets into print. In the meantime all of us would like to know whether she succeeded in borrowing any money for the use of her country.

The Pope has annulled the marriage of the Duke of Marlborough and Consuelo Vanderbilt. Of course there wedding was more than twenty years ago and since that they have reared a family, have been divorced and Consuelo has remarried. The duke being a Catholic could not remarry without an annulment of his first marriage by the church. The ground alleged and apparently proved is that Consuelo, then only 17 years old was forced into the marriage by her mother or who threatened both murder and suicide if her daughter remained true to the American of her choice. Sometimes we wonder whether being a millionaire many times over is as much fun as it is worry.

Norris Is Busy Raising

A lot of commotion over the recent senatorial election in Pennsylvania. Vare and the other candidates in the primary spent a lot of money in their campaign for votes, just how much will never be known. The lowest estimate is something like \$3,000,000 and the highest is that more than \$15,000,000 was used. All this money was spent in the primary election and it is much doubted whether the senate has any authority to interfere except as to the regular election.

Vare received a majority of something like 175,000 and probably could have had double that number had the machine in Philadelphia been required to do its best. It is reported there were many election precincts in the City of Brother love in which Vare received every vote that was in the county. It is also reported that many citizens of these same "unanimous" districts have already made affidavits that they voted for Wilson. If there are such facts and they can be proved it would seem that any protest against the election of Vare should take the form of a contest by Wilson. If the senate merely refuses to seat Vare the vacancy so created will doubtless be filled by an appointment by the governor. Doubtless Vare would be so commissioned and would hold until the next general election in Pennsylvania when it is fair to assume that the voters of that commonwealth would elect him again. If Wilson contests proves fraud and is seated the matter will be closed for six years and the Keystone state will have a democrat in the senate for the first time since the days of President Buchanan.

The only thing real certain about the whole business is that the republicans, without the unanimous support of the insurgents cannot win a seat in the senate and the man who believes that they can get that support has not yet appeared.

The Geneva Conference, called by authority of the League of Nations, has proposed an agreement for the control of international traffic in arms and other war materials. This is a thing that should be done. Great Britain will not ratify the agreement without and unless the United States also ratifies. And this is a sad state of affairs. Why should England deprive herself of a rich trade almost solely for the benefit of the United States?

This annually recurring surplus worries a lot of good folks almost to death. Just why it should no one seems to know. The United States is still in debt about \$20,000,000,000. It would seem to be good business policy to apply surplus each year on the debt and so cut down annual interest charges. This policy, however, is not popular with either political party.

The president proposes to refund 2 or 15 per cent of last years taxes in the shape of a credit on next years tax bills. The leaders of his own party are not very much "het up" over this proposition but it may get through congress before the 4th of March.

The democratic leaders are proposing a very radical reduction in corporation and income taxes but of course lack the votes necessary to get by with their program. Their appeal is to the country and their purpose is to accumulate some strength for the presidential campaign that is rapidly approaching. There are about

necessity of bringing into the school, life activities on which school work is based. In practice this means that the school must organize for its use and to attain its aims, regular day by day, commonplace activities recurring in the life in and out of school. Particularly does the school recognize the home as the basic educational organization. It supports and in turn supported and supplemented by the school. This idea was expressed frequently by delegates to the conference many of whom felt that home life, even on the farms is subjected to disintegrating influences by a multiplicity of activities centering outside the home with their accompanying tendency to take youth more and more away from home, especially for recreational and social life.

60,000,000 voters in the United States and less than 2,000,000 pay federal taxes. It will be quite a job to get up much excitement among non-taxpaying voters of states in the interest of the poor millionaires and the needy corporations.

Arkansas has a tax of one cent on every cigar sold in that state and also imposes an excise on cigarettes and tobacco. The revenue derived from this source goes into the public school funds. Some one please explain why that is not a good way to raise money for public purposes.

Meredith Of Iowa Nominates

McAdoo of California as the standard bearer of the dry democrats of the middle and far western states. It is his opinion that no other man can build the support necessary to defeat Al Smith at the next National Democratic convention. Meredith served in the Wilson cabinet with McAdoo and doubtless has the best of reasons for sticking to his former colleague through thick and thin, but some one should take him to one side and make him wise to the fact that during the past two years McAdoo has completely faded out of the public mind.

Meredith is far too modest. If any, he is the survivor of the Wilson administration who deserves to be seriously considered for the presidency. He is able, honest, experienced and should be a willing Barkley. The country west of the Allegheny mountains is just a little surprised to see him in the part of John Alden. The Middle West is rather of the opinion that Meredith should speak for himself.

But if the former secretary of Agriculture does not consider himself available he should not overlook the fact that his neighbor, The Hon. James A. Reed of Missouri, is ready to do this part. The west should line up for Reed because he is a western man, because he is able and brave, because he can carry Missouri, not permanently a doubtful state. It is not very sensible and is certainly poor politics to go farafarid for candidates of doubtful strength and over look better men right next door.

Of course the democratic convention may not be worth very much and certainly will not be if the convention performs anything like it did four years ago. But for what it is worth as western man deserves the support of western delegates.

The proposal to plant the streets and parks of Washington with trees that can not be expected to furnish much shade until the year 4926 should be carefully considered. Such trees might furnish shelter for some criminal court jury engaged in the trial persons accused of getting too much money from men who leases oil wells and oil lands from the government four or five years ago.

Flying Is Dangerous

And uncertain. The air is not safe and there are no indications that it will be a popular medium of travel and transportation for a good many years to come. The navy recently started two of the best of its airships on a trip to Panama. Neither of them got more than half way. This is what the Washington Star thinks about this latest air failure.

Failure of the Navy's ambitious attempt to fly the two thousand two hundred miles between Hampton Roads and Colon without a stop has emphasized again the present-day airplane. As in the late Comdr. John Rodgers' historic flight from San Francisco to Hawaii, the John Rodgers planes were forced down because of engine trouble. More than one thousand miles of the trip had been covered in fast time and the aviators were confident of success. But one of the motors on PN-10 No. 1 broke a connecting rod, the oil supply in No. 2 became exhausted and both seaplanes were compelled to land.

Although great strides have been made in the development of passenger engines for airplanes, the entirely reliable motor has not yet been produced. Extraordinary performance is demanded of engines on long-distance flights; they must run at high speed with practically no adjustment while in the air. The stress is tremendous and it is not surprising that trouble so often develops.

Each one of these failures, however, means progress in the development of the perfect motor. Each one teaches its lesson and faults are discovered which can be found in no other way. The art of flying is still in its infancy, but human ingenuity will devise the plane and the motor that will make aviation comparable in safety and reliability to other means of transportation.

Smoking by women has become so prevalent and so much a matter of course in Washington that the young woman who one evening last week smoked a long black cigar in the dining room of the most aristocratic club of that city created only a very mild sensation, nothing at all in fact compared with the aroma of her cigar.

The necessity of providing better school facilities for farm youth was conceded, as was the need for education to fit future farmers to meet pressing social and economic problems which yearly become more and more complicated. Judged by the conference discussions, outstanding problems concerning farm youth are education, recreation, health, and vocational efficiency.

When a city child was roaming about in the country he came upon a dozen or so empty condensed milk cans. Greatly excited, he yelled to his companions:

"Hey, fellows, come here quick! I've found a cow's nest."—Country Gentleman.

The Country Woman

BE THE BEST
If you can't be a pine on the top of the hill
Be a scrub in the valley—but be
The best little scrub by the side of the
hill.
Be a bush if you can't be a tree.
If you can't be a bush, be a bit of the
grass.
And some highway happier make.
If you can't be a "Muskie," then just
be a bass.
But the liveliest bass in the lake.
We can't all be captains, some have
to be crew.
There's something for all of use
here.
There's work to be done, and we've
all got to do
Our part in a way that's sincere.
If you can't be the sun, be a star.
It isn't by size that you win or fail;
Best the best of whatever you are.
—Douglas Malloch.

CLUB WOMEN STUDY USE OF PICTURES

How do you hang pictures? How may they be used in the living room? These are the questions about pictures are being studied by South Dakota extension club women in a demonstration Planning the Living Room Line.

Pictures are hung flat against the wall. They may be held in place by one or two straight wires or a band in the wall. The method used will depend upon the weight. The idea is to have the support as inconspicuous as possible in order not to detract from the picture. Pictures give the best effect when hung at eye level on a plain wall or on one which has an indistinct figure. The space between windows is not always good because too bright a light may destroy the beauty of the picture. A picture which seems to radiate a glow of light can be used to brighten a corner. Pictures should fit the space in which they are placed—an oblong space. Several may be used together as a group to balance a large picture. In this case, they should be framed alike.

Pictures should be of pleasing subjects says Miss Susan Z. Wilder, South Dakota State College extension specialist. There should be a real story visualized. Copies of famous paintings can be purchased for very little. Many excellent pictures for framing can be found in current magazines. Pictures of landscapes, flowers, animals, famous men and women are good subjects for home pictures. No room looks well with a great collection of pictures. A few, well selected, is the rule.

Calendars have no place on a living room wall. At least not more than one, and that of small size, should be used. If the pictures are good, the calendar should be removed and the picture framed or used unframed. No photographs or very few have any place in a living room.

RURAL SCHOOLS AND HIGHER INSTITUTIONS OF LEARNING

The State Teachers College at Kirksville, Missouri, is embarking on a plan of training teachers for rural school positions which promises to result in a high degree of service to the rural schools of that state. The college is now "adopting" several rural schools located in the vicinity but far enough in the country to be in typical rural communities. With one exception the schools are not well developed either economically or educationally. They are typical of schools of the poorer type. Terms are short, teachers' salaries not large, and the communities in which they are located are less prosperous than the average. In organizing the work recognition is given to the fact that scientific agricultural methods must be promoted if farming is to be a financial success. With this end in view, the specialist in agricultural instruction from the college has studied the resources of the communities and is encouraging the raising of such animals and crops as are adapted to soil, climatic conditions, and marketing possibilities through poultry, sheep, and other clubs, as well as through practical instruction in agriculture on the project basis. The plan should be of benefit to the community. Music and recreation are receiving special attention from pupils and adults. The plan has a triple purpose: to provide observation and practice for prospective teachers; to improve schools selected; and to assist in building up community prosperity and solidarity.

Elizabeth was told to practice for half an hour after lunch. She went out to do so, but her father could hear no sounds of piano-playing. After a while, he called out:
"Why aren't you practicing, Elizabeth?"
And she answered, "Oh, but I am, daddy!"
"Then why don't I hear you?"
"I'm practicing the rests!"—Music and Youth.

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THREE NEW COUNTIES IN CALIFORNIA PROVIDE LIBRARY SERVICE

Forty-six of the 58 California counties now have county-wide library service. One or more county libraries are reported from each of 33 of the 48 States, but no state have they been so extensively developed as in California. Within the past few months three new counties in that state—Marin, Plumas and Mariposa—have arranged for library service, according to information received recently from the American Library Association.

Marin county has established an independent county library. Plumas and Mariposa counties, each with a small population, have contracted for library service with adjoining counties that have well established county libraries instead of creating separate libraries for their use. In Mariposa county the arrangement did not increase the tax rate as the libraries were reduced in order to extend library privileges to the residents of the county. In providing libraries the county supervisors of this county complied with a strong demand from the people in all parts of the county.

SCHOLARSHIPS
Ten scholarships of \$100 each, plus round trip railroad fare, are to be awarded by the Union Pacific Railroad for vocational work done in Washington State high schools this year, according to the superintendent of that state.

The boy or girl between 14 and 21 years of age in specified counties who makes the highest average ranking in both class instruction and supervised practical agricultural work earns one of these scholarships. This prize admits the successful boy or girl to an agricultural or home economics course in the State College of Washington at Pullman. The offer has been made for an indefinite time, but notice of withdrawal has been given.

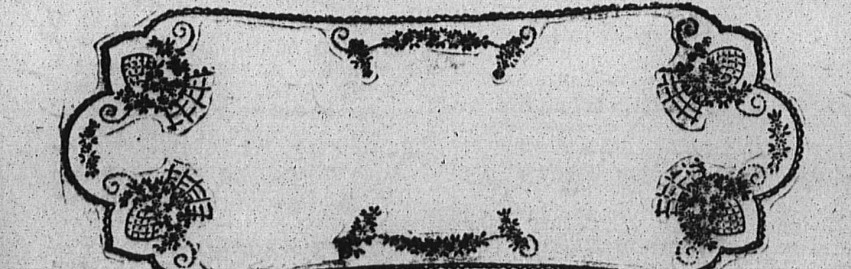
THE PHYSICAL DECALOG (Revised)

1. Thou shalt eat for health. Thou shalt not stuff nor starve.
2. Thou shalt drink plenty of pure water, for water is God's great universal purifier.
3. Thou shalt breathe deeply, for oxygen starvation is a common ailment.
4. Thou shalt keep active the four avenues of body elimination. Elimination is as necessary as nutrition.
5. Thou shalt work, but thou shalt not overwork.
6. Thou shalt obtain sufficient sleep. Fatigue poisons are a chronic depressant.
7. Thou shalt recreate, but thou shalt not dissipate.
8. Thou shalt bathe frequently for cleanliness protects against disease.
9. Thou shalt covet the light for sunshine is in the Creator's favor.
10. Thou shalt not worry, for the paths of worry lead but to the grave.

ACCREDITED COUNTY HOGS BRING MORE

The area plan of bovine tuberculosis eradication as it is being sponsored by Doctor Lamb is the direct outgrowth of the accredited herd plan which was put into operation by the federal government in 1917. Under the area plan, in which the county, state, and federal government cooperate, when 80 per cent of the livestock owners of a county sign petitions to have their cattle tested, the work will be started. An incentive to the work is the fact that packers will pay 10 cents per hundred pounds on hogs raised and fed in these accredited counties. During the last two years, tuberculosis eradication work in cattle has made exceptional progress. In the fall of 1924 three counties were accredited. At this time there is a total of 14 accredited counties. As soon as enough signatures are gained in Rawlins county, 12 counties will be on the waiting list, ready for the testing work to begin. The farm bureau usually obtains the signatures of the men interested in the work. Moving pictures, appropriate to the work, are run at the township meetings.

Dairying—W. H. Martin
Farm butter makers often experience difficulty in churning. To overcome this trouble, churn the cream at 60° F. or slightly above, churn cream containing about 30 per cent fat, ripen the cream to a mild acidity, and do not fill the churn more than one-third full. Cream from cows far advanced in the lactation period, and cream from cows fed on cottonseed meal and timothy hay, usually causes prolonged churning. The latter condition can be corrected by feeding linseed oil meal, gluten feed and silage.
An examination of any clump of grass along the roadside will reveal numerous chinch bugs that have crawled into the grass for the winter. They'll not cause any bother next spring if the grass is burned this fall.



SCARF NO. 1001
This beautiful scarf is hemstitched and stamped on finest quality white Indian head with an old shaped basket design to be worked in lazy-daisy and outline stitch with six strand embroidery cotton. The basket worked in light blue with green leaves, and the flowers from light corn to a rich terra cotta make a most beautiful combination. A detailed working chart, showing the exact color scheme and where each color is used is furnished.



5675. Girls' Dress
Cut in 4 Sizes: 6, 8, 10 and 12 years. A 10 year size requires 2 1/2 yards of 40 inch material, with 1/4 yard of contrasting material for facing on collar, cuffs and a straight belt 2 inches wide. Price 15c.

5517. Ladies' Dress
Cut in 8 Sizes: 38, 40, 42, 44, 46, 48, 50 and 52 inches measure. A 42 inch size requires 4 1/2 yards of 40 inch material, with 1/4 yard of contrasting material. If the gash is omitted 1/2 yard less is required. The width of the dress at the foot is 4 1/2 yards. Price 15c.

FASHION BOOK NOTICE
Send 12c in silver or stamps for our Up-to-Date Fall and Winter 1926-27 Book of Fashions, showing color plates, and containing 500 designs of Ladies' Dresses and Children's Patterns. A Complete and Comprehensive Article on Dressmaking also some Points for the Needle (Illustrating 30 of the various, simple stitches) at valuable hints to the home dressmaker. Pattern Dept. Kansas Union Farmer Box 48 Salina, Kansas

FARM CALENDAR

Crops—R. I. Throckmorton
Soil erosion is one of the chief robbers of the fertility of our soils. It removes more plant food from the upland soils of eastern Kansas than do the crops of that region. Erosion may be checked by growing sod forming crops, by contour farming, and by terracing.

Animal Husbandry—F. W. Bell

When no pasture is available for hogs they should be provided with alfalfa or clover hay. Whether concerned with feeding brood sows, growing gilts, or fattening pigs for market, legume hay should be in the rack where the hogs have free access to it at all times. They will not eat much hay, but the small amount consumed will prove beneficial.

While in France with the American Expeditionary Force, I obtained a French prescription for the treatment of Rheumatism and Neuritis. I have given this to thousands with wonderful results. The prescription costs me nothing. I ask nothing for it. I will mail it if you will send me your address. A postal will bring it. Write to: PAUL CASE, Dept. 350, Brockton, Mass.

INSURANCE

Farmers' Union Members—
Your own Insurance Company gives you absolute protection at lowest cost.
Your own Company has greater resources, in proportion to insurance in force, than any other state-wide mutual company in Kansas.
Your Hail Insurance Company is the biggest and strongest Mutual Hail Company in Kansas, and the lowest in actual cost. Get in line.

The Farmers' Union Mutual Insurance Company of Kansas
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Investigate

Compare the Work

Ask Questions

THEN SHIP

to

YOUR OWN FIRM

FARMERS UNION LIVE STOCK COMMISSION

Stock Yards

Kansas City

PRICE LIST OF LOCAL SUPPLIES

Application cards 20 for 5c
Credentialed blanks 10 for 5c
Dimit blanks 15 for 10c
Ode cards 12 for 20c
Constitutions 5c
Local Sec'y's Receipt Books 25c
Secretary's Minute Books 50c
Farmers Union Buttons 25c
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.
WRITE C. E. Brated, Box 51, Salina, Kansas.

KANSAS UNION FARMER WEEKLY EXCHANGE
If members of the Union have anything to Sell or Exchange, they should advertise in this department. Rate: 3 cents a word per issue. Count words in heading, as "For Sale," or "Wanted to Buy," and initial or final word count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

CLASSIFIED ADVERTISING

DOGS FOR SALE

FOR SALE—My reliable coon hound. On trial. Fred Yandell, Mayfield, Ky. Star 351.

POSITION WANTED

A WIDE AWAKE manager of elevator and business association desires a job with a large concern. Well experienced in side lines, best references. Address Kansas Farmers Union, Salina.

POULTRY

TURKEYS FOR SALE—Giant Bronze Tom \$10.00. Hens \$6.00.—John Konzen, Tipton, Kansas.

A Mild Remedy That Cures Piles

It was formerly held that the only way to really remove piles entirely and permanently was by a surgical operation, cutting them off. However, Dr. O. A. Johnson, well known specialist, has demonstrated in hundreds of cases that an operation is not necessary to get rid of piles. He does it without using the knife, electricity, burning, tying off, acids, cautery, ligatures or other harsh drastic means. Yet the piles are removed cleanly, entirely, and for good.

He has written a book that fully explains his method and is anxious to send it free and without obligation to any sufferer from bleeding, protruding piles or other rectal troubles. Simply send name and address to Dr. O. A. Johnson, Suite 181-D, 1324 Main St., Kansas City, Mo. This book tells, in plain, simple, and danger-free language, how to get rid of various other diseases caused by rectal troubles, such as hemorrhoids, backaches, headaches, rheumatism, sciatica, stomach trouble, constipation, etc. When piles are cured the troubles they cause are cured, too.

RESOLUTIONS OF SYMPATHY

Whereas, God in His infinite wisdom and mercy has called to Him for her reward, for her long and silent suffering, the beloved mother of sister member, Amelia Hager,
Be It Resolved, That we, the members of Cottonwood Local Union No. 1955, extend our sincere sympathy to our sister and to the entire bereaved family.

Be It Further Resolved, That a copy of these resolutions be sent to our sister and to the entire bereaved family. Union Farmer, and one spread on the minutes of our local union.
(Signed) Alvin M. Johnson
Anna H. Bair
Ralph J. Johnson
Committee.

Cured His Rupture

I was badly ruptured while lifting a trunk several years ago. Doctors said my only hope of cure was an operation. Trusses did me no good. Finally I got hold of something that quickly and completely cured me. Years have passed and my cure has never returned, although I am doing hard work as a carpenter. There was no operation, no lost time, no trouble. I have nothing to sell, but will give full information about how you may find a complete cure without operation. If you write to Eugene M. Pullen, Carpenter, 31 N. Marcellus Avenue, Manhattan, N. Y. Better cut out this notice and show it to any other who are ruptured—you may save a life or at least stop the misery of rupture, and the worry and danger of an operation.

FARMERS' UNION DIRECTORY

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Farmers Union Cooperative Produce Assn.
650 Board of Trade Bldg.
Kansas City, Missouri

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Kansas Union Farmer
Salina, Kansas

Farmers' Union Mutual Insurance Association
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Jack Stevens, Secretary, Kansas City, Kansas

RESOLUTIONS OF SYMPATHY
Whereas it has pleased God to remove from our midst by death, Sister Mary Hecht, wife of Brother Louis Hecht, and whereas this local has lost a faithful member, the community a good neighbor,
Therefore Be It Resolved, that we, Korb Local No. 314, extend our sincere sympathy to the bereaved family.

Be It Further Resolved, That a copy be sent to the bereaved family and one to the Kansas Farmer paper for publication and a copy to be spread on the local minutes for the local record.
Charley Beyreis, Pres.
F. A. Korb, Sec'y-Treas.

Latest Farm News Direct from the Nation's Capital
KNOW the latest FACTS right from Washington, the center of farm news. The National Farm News is an independent weekly newspaper edited for farmers and rural folks by men who know agriculture. Prints truthful, "first hand" news and information not found in other newspapers. NOTHING ELSE LIKE IT.
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Valuable souvenir of Washington sent FREE and POSTPAID to every new subscriber. Send 10c in coin or stamps to: THE NATIONAL FARM NEWS, 215-217 G St. N. W. Dept. XX, Washington, D. C.

LETTER HEADS

\$6 PER THOUSAND

ENVELOPES

\$5 PER THOUSAND

High Class Job Printing at Low Prices

THE GENERAL PRINTING CO.

Farmers Union Bldg., Salina, Kansas



Pathfinders

An Advertisement of the American Telephone and Telegraph Company

CHRISTOPHER COLUMBUS discovered America, thus adding a new world to the old. Alexander Graham Bell discovered the telephone, giving the nations of the earth a new means of communication. Each ventured into the unknown and blazed the way for those who came after him.

The creating of a nation-wide telephone service, like the developing of a new world, opened new fields for the pathfinder and the pioneer. The telephone, as the modern

American knows it, has been made possible by the doing of a multitude of things in the realms of research, engineering and business administration. Its continued advancement requires constant effort in working upon a never-ending succession of seemingly unsolvable problems.

Because it leads the way in finding new paths for telephone development, the Bell System is able to provide America with a nation-wide service that sets the standard for the world.

RESULTS OF YOUR PATRONAGE RESOUND THRU THE CHANNEL OF CO-OPERATIVE BUSINESS. VOLUME CREATES STRENGTH.

LET'S CO-OPERATE!

FARMERS UNION JOBBING ASSN.

337 Board of Trade Bldg., Kansas City, Missouri

Plant Pathology—C. E. Graves

Select seed corn in the field to help prevent disease in next year's crop. Leaning or fallen stalks and weak shanks are danger signals. Any discoloration in shank or stalk indicates diseases which may cause a poor stand or weak plants next year. Select only ears from strong, vigorous, healthy, upright stalks.

Crops—F. L. Duley

The average yield of corn at Manhattan in a 16 year rotation, including four years of alfalfa, has been 31.2 bushels per acre. Corn in a three year rotation including one year of cowpeas has averaged 29.2 bushels while corn grown continually on the same land has averaged only 20 bushels per acre. Well planned cropping systems are profitable.

DO YOU WANT \$10,000.00 CASH

WHEN YOU ARE 65 YEARS OLD?

An Endowment at Age 65 Policy in your own company will pay you \$10,000.00 the day you are 65 years old.

It will pay your family \$10,000.00 cash at your death, or \$20,000.00 if you are accidentally killed.

If you become totally disabled it will pay you \$100.00 per month until the maturity of the policy and then pay you \$10,000.00 in cash besides waiving all premium payments while you are totally disabled.

It will do more than that, it will build a financial organization that you own and control and which will be a big factor in helping you to collectively obtain cost of production for your farm products.

Use the attached coupon for further information.

FARMERS UNION MUTUAL LIFE INSURANCE CO.

706 Grand Ave. Des Moines, Iowa

FARMERS UNION MUTUAL LIFE INSURANCE COMPANY

Des Moines, Iowa 706 Grand Avenue

I want to know how I can have \$10,000 cash when I am 65 years old.

Name

Address City State County

Date of Birth

PRODUCE DEPARTMENT

GUY WEBSTER

LISTENING IN

First Speaker: "This hog market is a poor gamble any way you take it. I have a hundred head about ready to ship. I think I'll send fifty this time and hold fifty, then if I hit a poor market I'll have some left to gamble with again."

Second Speaker: "I'll warrant you that if you let the Farmers Union Commission Company sell them you'll get everything there is in the market."

First: "Yes, I know they sell them well. I've always been well pleased with their sales, but at the best I can't make a profit on it. I'll get just about enough out of them to pay for their feed and some interest on my money."

Second: "Why don't you make a profit? You know how to raise hogs. You should make a profit if anyone can."

First: "I have to sell them when they're ready. I would lose more to hold them and continue to feed than if I put them on the market now."

Second: "Don't you mean to say, that you don't make a profit because you don't have anything to say about what you get for them?"

First: "That's just about the size of it."

Second: "You know, there's a bunch of farmers who are members of the Farmers Union like yourself, who are trying to build up a way to sell this stuff and make some profit on it. You ship to the Farmers Union Commission Company and get the best price possible for your hogs but you don't make any profit because there's another bunch of farmers, some Farmers Union members and some not members, who ship to commission companies and another bunch that ship to some other commission company and some who ship direct to the packers. These fellows take what they're offered and your commission company can't sell over that market. Now, if all you farmers would get together and all ship all your stuff to the Farmers Union

First: "We'd get the market and get nothing."

Second: "No sir! Not at all. You wouldn't have any more hogs to ship would you? The only difference would be that one selling agency would have all the hogs on the market and they could go to the packers and say 'now it cost such and such a price to raise these hogs at a profit and we must have that price.'"

First: "Yes, and the packers would tell you to take a good laugh."

Second: "On let your life they would not. The Packing Company has a five million dollar plant at Kansas City. Do you think they would let that be idle for any length of time? You farmers have the hogs, they couldn't buy them anywhere else and you could afford to hold them better than they can afford to have their plant idle. They would have to buy."

First: "But they couldn't make a profit, if we get enough more to make ourselves a profit."

Second: "Listen! When the packers make a profit just call for Gabriel. They're organized, they know how to figure profit, and they have been figuring it out of your pocket into theirs for a long time. If we could get the farmers organized we could get our fair profit and let the packers do some more figuring to get theirs. They'd get it—and they'd buy our hogs, too."

This conversation was overheard in the office of the Farmers Union Elevator at Lebanon. "Frosty" Felt was the speaker of the second part, and this is just a sample of the co-operative gospel that is being preached at Lebanon. We can use a lot like it in all our elevator offices.

MR. GRIFFITH TO MANAGE PRODUCE STATION AT WAKEENEY

The Trego County Co-operative Association has been fortunate in securing the services of Mr. Griffith to manage the Produce station at Wakeeney.

Mr. Griffith is a loyal Farmers Union man who has worked for the Union for eleven years. This experience will be a valuable asset for the Produce Association program in Trego county. Mr. Griffith's reputation for broad-mindedness and fair play should win the confidence and support of many farmers not now members of the Union.

When Mr. Griffith takes charge of the Wakeeney station, it is planned that the station will handle only the produce of the Farmers Union. This is in line with the general program of the Produce Association. We feel justified in expecting a lot of business in Trego county with their present program in force, for they already have a good live membership.

FINANCING MARKET POULTRY

(A. C. McCulloch, Dominion Live-stock Branch)

Within the next six weeks millions of pounds of poultry will be marketed in Western Canada. The condition in which that poultry appears before the buyer will determine not only the price the producer gets for it but also the demand there will be for western shipments next year, and the year after. That latter clause is one on which you may think long and seriously. Market poultry for Western Canada is now a heavy exporter of market poultry, her reputation for the same has been remarkably enhanced within the last five years, and she cannot afford to now risk her reputation on an inferior product.

Market poultry should be graded largely on quality and finish. Quality will include the amount and character of the lean meat upon the bird, and also the relative proportion of fat and muscular tissue. Many people think they can half starve a turkey all summer, feed it heavily a couple of weeks before killing and make it grade special. It can't be done. Last year in grading the shipment of the Manitoba Co-operative

Poultry Marketing Association at one point, a lady apologetically referred to the poor condition of her birds and laid the blame on the association. She couldn't have her birds ready. Her birds were so thin they would have made the proverbial Job's turkey look fat and luscious. She couldn't have made Specials out of her's had she kept them till Easter. It is impossible to put any quantity of lean meat or muscle on a skinny bird by a short fattening process. All you can do is to deposit fat globules in the lean meat already there, soften it up, and make it "eat easier." Please do not forget that next year's too late for 1926.

Now for the birds we have at present. They should be crated fed at least three weeks, if possible, previous to killing. This refers to chickens. Crates can be made of narrow slats about two inches apart on front and back and one inch apart on the bottom. There should be a solid partition every two feet. Each such compartment will hold four or five average size birds. Crates should be about 21 inches high and 18 inches from front to back for good size

cockerels. If crates cannot be made feeding should be done in fairly dark but well ventilated and dry pen. For use not more or less expert at feeding perhaps pen feeding is to be preferred. Birds will eat better and fatten better if the pen is quite cold, but it must be dry and ventilated and free from drafts.

For Western Canada a mixture of finely ground oats, cornmeal and wheat middlings makes a good ration. If corn cannot be obtained or is too expensive, partially replace it with low-grade flour or finely ground barley. It is always safer to mix two or three feeds than to give one only. Our difficulty is to get the grain ration mixed enough. Mix the grain ration with approximately twice its own weight of buttermilk or skim milk, or make it the consistency of gruel or thin porridge so it will pour nicely. Feed twice daily as near two hours apart as possible. Feed lightly for three or four days after confinement and gradually increase the amount. No whole grain need be fed. No water is necessary if the mash is mixed with milk as directed. Feed liberally after three or four days but watch the birds carefully lest they farm.

Sunlight is the cheapest disinfectant available around the average farm.

STOCK MARKET

Kansas City, Mo., Dec. 2, 1926.—STEEPS: With only a moderate run of cattle here this week, our market was about steady; showed just a little advance at the close. The bulk of the cattle coming are short-feds and selling between 3 and 9 cents a pound. Some good heavy cattle brought 10 cents, also some handy-weight cattle brought 10 cents. Yearling steers in demand, no choice ones coming. Best steers selling for 10 1/2 to 11 1/2 cents. Fair to kind 8 1/2 to 9 1/2 cents.

STOCKERS AND FEEDERS about steady. Best light yearlings selling from 7 to 8c. Medium kinds—6 to 7c. The bulk of the cattle coming, classed as feeders, are carrying flesh enough that they are going to the stockers and feeders. The lacking flesh and a little plain in quality—6 1/2 to 7c.

MIXED YEARLINGS & BUTCHER STOCK: Market fairly active on choice mixed yearlings. Best kinds, \$9.50 to \$10.25. Some fancy yearlings up to \$11.75. Right good yearlings and fed heifers, \$8.50 to \$9.50. Short-feds and medium kinds—\$7.00 to \$8.00. Cow market closing steady with Wednesday's low time. A very few fancy cows.

FEEDING about steady. Stock calves, 25 to 30 cents lower. Bull market 15 to 25 cents lower.

HOGS: Receipts—6,000. Market slow, 5 to 10 cents lower. Top \$11.75 to shippers and \$11.70 to packers. Bulk of sales, \$10.50 to \$11.40. To \$11.70. Packing sows—\$10.00 to \$10.75. Stock pigs—\$11.25 to \$12.00. Stags—\$9.50 to \$10.50.

SHEEP AND LAMBS: Lambs fully steady. Top, fed lots, \$12.85. Other fed lots and natives, \$12.25 to \$12.75. On lot sales, \$12.25 to \$12.75.

FARMERS UNION LIVE STOCK COMMISSION.

go off their feed and quit eating. Always remove promptly any uneaten food. If left before the feed, the farmer will lose their appetite and lose weight instead of gaining. Keeping the bird's appetite keen is a feeder's art.

Fattening Turkeys

Turkeys require entirely different treatment to chickens. They cannot be confined to crates for fattening. Neither can they be pen fattened, in the usual sense of the term. If confined to the ordinary hen house or box stall they will not only lose weight but they will be very likely to contract roup. After snow comes they can be handled easiest by feeding liberally around the buildings to discourage the ranging habit. Nothing more than an ordinary shed, free from drafts is required for fattening. The same can be said to chickens may be given to turkeys, but it should not be nearly as sloppy. If this mash is given liberally at noon and a good feed of whole grain night and morning, the birds should be in prime condition. The feeding should commence at once or should actually be well underway for the earlier shipments.

DRESSED POULTRY MARKETING

Preparation for dressed poultry marketing should be engaging the time of our local associations. We cannot stress too much the importance of having local committees complete the canvass of their districts, re-number of birds to be marketed. Head office must have this information. Locals who neglect to attend to this matter may expect to have difficulty in giving efficient service on shipping day, as it is impossible to supply the necessary supplies if head office has not the information at least 15 days previous to shipping date.

Detailed instructions are going forward to our secretaries, giving full information on how to prepare for and conduct co-operative shipping. A supervisor will accompany the grader this year to assist locals and see that packing, etc., is done in efficient manner, so that our product will arrive on consuming markets in the best possible condition.—The Sciope Shovel.

RURAL TEACHERS' CONFERENCE

Two-day county conferences for rural teachers in Kentucky are called at the opening of school each year as a result of provision for such meetings by the 1924 session of the Kentucky general assembly. The State supervisors of rural schools attend many of these conferences and lead many of the discussions, but teachers are encouraged to take part as well. Such questions as standardization, consolidation, course of study, grade organization, and objectives of the teaching program have been discussed.

As a result of such discussion the rural teachers' department of the Kentucky Educational Association has adopted a program of definite objectives to work toward during the school year. The following objectives have been proposed: A permanent county teachers' association; a community organization for each school in the county; a better schools campaign; fewer schools, larger schools, better school buildings and a definite reading program; longer teacher tenure and training in service; citizenship training in the schools; thrift program in each school; standardization of schools.

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Department of Practical Co-Operation

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HOGS: Receipts—6,000. Market slow, 5 to 10 cents lower. Top \$11.75 to shippers and \$11.70 to packers. Bulk of sales, \$10.50 to \$11.40. To \$11.70. Packing sows—\$10.00 to \$10.75. Stock pigs—\$11.25 to \$12.00. Stags—\$9.50 to \$10.50.

SHEEP AND LAMBS: Lambs fully steady. Top, fed lots, \$12.85. Other fed lots and natives, \$12.25 to \$12.75. On lot sales, \$12.25 to \$12.75.

FARMERS UNION LIVE STOCK COMMISSION.

go off their feed and quit eating. Always remove promptly any uneaten food. If left before the feed, the farmer will lose their appetite and lose weight instead of gaining. Keeping the bird's appetite keen is a feeder's art.

Fattening Turkeys

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DRESSED POULTRY MARKETING

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