



THE KANSAS UNION FARMER

Organization

Education

Co-operation



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World's Largest Co-operative Triumphs In Stirring Drive

Raisin Growers' Success in Re-organization Campaign Demonstrates "Farmers Will Stick Together"

The Campaign of the California Raisin Growers for reorganization was one of the most spectacular events of recent cooperative history. Predictions of failure were made on every hand by those who desired to see failure for the farmers. The circumstances that made reorganization work necessary and the final outcome are described in the following article by Gerald F. Thomas of the Sun-Maid Raisin Growers.

Cooperative marketing has triumphed again in the face of a crisis which threatened the farmers in Central California. After a picturesque campaign of national significance the Sun-Maid Raisin Growers' largest cooperative marketing association in the world which carries its own brand in trade channels has successfully emerged with greater financial strength and crop control than ever.

In winning this fight for the farmers a larger niche has been carved in the hall of fame for Ralph P. Merritt, new managing director of the Sun-Maid institution, whose previous record includes the successful reorganization of the Rice Growers' association of California.

The reorganization campaign of the Sun-Maid association occupied approximately six weeks, during the course of which practically all other business in San Joaquin valley ceased, and business men from every walk of life joined with their farmer friends in support of the institution which has meant unbroken and unprecedented prosperity to central California for 11 consecutive years.

The big drive for contracts, representing 85 per cent of the total acreage of raisin grapes in California, went sky-rocketing over the top on May 5, the last night of the campaign—and the San Joaquin valley went mad with joy. Not since the signing of the armistice have such scenes of public jubilation been enacted. Starting from Fresno, metropolises of the valley, groups of cheering merry-makers journeyed to practically all of the surrounding towns, taking their brass bands along with them, and until long after midnight the celebration continued.

The campaign of reorganization came as the only alternative to a complete dissolution of the association. Affairs within the company had been uneasy for some time, inability to provide for lean years, during the times of plenty, coupled with increasing crops to be marketed, found the association without sufficient capital to properly handle its growing business.

Contract Changed
In addition to this the existing contract between the company and the growers guaranteed a payment of four and a quarter cents per pound on delivery of the crop. Without funds enough to even carry on the manufacturing end of the business, the association could not begin to meet these payments. Demand notes were issued in lieu of cash but these outstanding notes could have wrecked the company at any time. Clearly it was a case of not only refinancing but of obtaining a new contract with the growers under which no greater advance payment was guaranteed than could ordinarily be supplied by the banks or other financial interests, depending on market conditions.

To successfully conduct the double campaign at once seemed almost impossible, but to stage one without the other was useless, inasmuch as both had to be accomplished. Accordingly the two big campaigns were launched simultaneously under the leadership of Managing Director Ralph P. Merritt. The plan called for the raising, through the sale of preferred stock, of \$2,500,000 by public subscription, and for the voluntary substitution on the part of the growers of a new contract in place of the existing agreement.

Subscriptions Quickly Filled
From the very first, the effort to secure the necessary amount of money seemed sure of success. Practically every business interest in the San Joaquin valley proffered its help, and subscriptions totaling over half a million dollars were quickly raised in San Francisco and Los Angeles, the giving less than one per cent of the amount of their contributions aggregating total volume of business done annually in the San Joaquin valley by these two cities.

But the drive for contracts was not so promising. The new contract was distinctly a disappointment to many growers, who had accustomed themselves to the one-sided benefits of the guaranteed first-payment bonerang. Not to have a guarantee under the new contract was not so good. There were payments to be met on land, as well as all the multitudinous obligations to which the human race is heir. There were plenty of objections. There was plenty of opposition.

According to those familiar with such campaigns, it would have been difficult to have selected a harder time for conducting the drive. The

declining market, the reduction in land values, the personal financial obligations of the growers, everything was lined up for failure except the spirit of the people themselves. From one end of the raisin belt to the other the word went forth concerning the campaign: "It's going to win—it's got to," and from one end of the valley to the other the answer reverberated back on the night of May 5 that the fight had been won.

In a statement for publication prepared on the following day, Managing Director Merritt said: "The people of the raisin belt have thundered this message of hope to the four corners of the world—'Farmers will stick together in their hour of need.'"

Future plans for the raisin association call for the formation of a subsidiary manufacturing corporation and the election of one member from each of approximately 30 districts, each member to be elected by the growers of his own district. The purpose of the advisory board will be to put matters of policy and responsibility for decisions of association problems as near as possible in the hands of the members themselves.

By W. C. Lansdon, National Organizer

Part Four

Each pooling association is made up exclusively of the producers of the commodity to be marketed. This requirement for membership prevents diversity of aims or conflict of purposes and excludes all adverse interests from participation. The theory that underlies the Danish plan is that the grower retains title to his crop until it is finally sold for cash by his agent, the association. Only the actual costs of marketing operations and of handling facilities are deducted from the proceeds of sales and the producers, therefore, receive all that their products bring on the markets. Once generally adopted the 100-per cent pooling system of commodity marketing should abolish profit-taking from handling farm products. It will materially shorten the distance between the producer and the consumer and correspondingly increase the farmers' returns for their labor and investments. It looks like the way out.

Like the Rochdale system, commodity marketing required legislation to define and establish its legal status. Nearly twenty states have enacted non-shrink capital cooperative marketing laws based on an original bill prepared by Aaron Sapro for the state of California. Similar statutes will doubtless be passed in other states during the coming legislative session.

COOPERATIVE LIVESTOCK MARKETING

The great beef cattle producers of the western ranges never had any marketing problems. As their animals fattened in the rich grasses of the plains, matured for market they were rounded up and those ready for the butcher were shipped to the great live stock commission houses on the Missouri river and at Chicago. The charges of the commission merchants, the ranchman and the income of only slightly reduced the profits from one range cattle were so great that many princely fortunes were made in that industry. The great producers protective associations made up of the range barons were the only cooperative organizations necessary.

"The rich breeders and feeders of the corn belt states were in a position almost as advantageous as that enjoyed by the ranchers of the plains. They bred their own feeders or bought them in the yards of the middle western markets. They dealt only in car lots and made their shipments of fat beef cattle directly to the commission houses in the great terminal markets where their volume of business commanded respect and attention. They had no trouble in securing fair treatment from the salesmen of the traders and the buyers of the packers.

With the small farmers scattered throughout a dozen states of the Mississippi valley the situation was entirely different. Seldom maturing enough cattle or hogs for a car lot shipment they were compelled for a long time to sell their few animals to local speculators. The country live stock buyer who went about from farm to farm gathering up small bunches of cattle, hogs or sheep for shipment and resale on his own account was a shrewd and not over scrupulous business man. He was in touch with the markets and he was an expert judge of qualities, grades and weights. He had all the best of the small producers and absorbed most of the profits which should have

been added to the meager incomes of the farmers.

In the course of time someone, impelled by the growing spirit of cooperation, evolved the local live stock producers' shipping association. A number of small farmers formed a loose organization without incorporation or capital investment. They adopted a simple set of rules or bylaws, elected a president and a secretary, and selected one of their number to act as manager or shipping agent. Whenever a number of association farmers had enough fat stock—cattle, hogs or sheep to load a car, the animals were assembled at the local railroad yards and consigned to the terminal market in charge of the shipping agent.

The proceeds of such cooperative shipments were brought back to the country and each producer was paid just what his animals were sold for on the market, less only the absolutely necessary expenses of handling the business. In this way it seemed that the farmers might be able to get from under the extortions of the local traders and make some profits for themselves. All over the middle western country thousands of such local live stock shipping associations were formed. Hopefully the small producers congratulated themselves on their escape from the speculators.

It soon developed, however, that there were other difficulties to be surmounted before the farmers could effectually protect themselves through cooperative shipping and selling. The commission houses naturally preferred the trade of the heavy shipments to the smaller lots of the local producers. They refused to have anything to do with cooperative consignments. The associations, except in few places, could not get directly to the packers. The organized live stock markets were practically closed against the farmers' associations. There were appeals to federal and state administrations that resulted in nothing worth while. Finally several self-help farmers' organizations took the matter up and after investigation and consideration decided to establish their own cooperative commission houses in the big western terminal markets.

The first producers' live stock commission company was placed in the yards of South St. Paul by the Equity Cooperative Exchange. The cooperative movement was so well supported by shipping associations in the surrounding territory that a second house was opened in the Chicago yards. The first two houses were a single department of a great cooperative business enterprise that had been organized primarily to handle grain and were required to carry their part of the capital charges of that concern. This made it impossible to set apart funds for shipping division.

In spite of this obstacle, a good business was developed. The shippers received a square deal on weights, grades and prices. It was not long before cooperative shipments began to be solicited by the regular commission houses. Many farmers remained loyal to the cooperative company, but the proportions expected by the men who initiated the movement. The Farmers' Union of Nebraska was the second group of producers to enter the terminal live stock markets. This organization opened its first pro-

(Continued on page 4)

We Should Quit Taking Bait

Farmers Should Patronize Their Own Institutions Even at Sacrifice

Paper by George W. Young, Sargent, Nebr., read to the convention of the Custer County Farmers Union, March 28.

In dealing with this subject, I shall first direct your attention briefly to the need for cooperative marketing. Where there is a limited number of dealers in any product, the inevitable tendency is for these persons to combine forces, openly or secretly, as may be expedient, and thereby limit the market. Competition being thus destroyed, the margin of profit for the buyers increases, and the margin of profit for the sellers decreases. The final result is to charge all the traffic will bear. This is demonstrated by the well-known tendency of prices to rise when competition in again created.

Cooperation Boosts Prices
I wish particularly to call attention to the farmers' live stock shipping associations and their problems. These organizations are necessary to provide active and unrestrained competition in the buying and selling of live stock. They are one of the links between producer and consumer. If properly patronized and supported by the majority of farmers, they would be able to effect a substantial saving to their members.

However, desirable as this would seem, and plain as the arguments are for maintaining an association, the fact is that most farmers will not make the initial investment for stock to finance the enterprise; and if other men start an association, they will not patronize it and assure its success.

The organization of a cooperative association at once creates competition. Because of this fact, the margin of profit extracted from the farmers by the old-line buyers reaches the vanishing point. The old-line buyers usually attempt to eliminate their new competitor by boosting the market to an unsafe limit within which to do business. Frequently they have connections with old-line commission houses which favor them with a higher price in order to hinder the cooperative movement. With this advantage and luck favoring them, they are able to pay a trifle more than the association and still break even.

Too Many Bait Grabbers
Now what happens to the association at this critical period? You who have dealt with these problems well know. The penny-wise but pound foolish farmers—and they are legion—rush to the bait placed by the old line buyers. The pearl of cooperation placed before them is, in many instances, trampled in the dust as they drive past their own place of business, selfishly ignoring the fact that the price they are offered has been directly created by the cooperative association creating competition where it did not exist before, selfishly defeating the efforts of many loyal and public-spirited men trying to organize the farmer so he can say to the trader, "I shall assert—and dare any farmer

present to deny—that those farmers who do the dirty trick I have mentioned, whether they belong to the association or not, are the ones who keep themselves and their fellow farmers under the domination of the middlemen and invite economic slavery upon themselves and their children. Like Esau, they sell their birthright for a mess of pottage, because they are financially hungry and lacking in that self-denial and vision which sees not only the present, but is provident enough to plan for the future.

Should be Consistent
American farmers loudly deplore the lack of vision on the part of their statesmen; they lament the avarice and greed of the politicians; they curse the money-making corporations and financiers in high places; they cry for men who cannot be bribed, for men who are bigger than mere money, men who can sacrifice for principle and resist unto death if need be. But alas! Far too many of these loud talkers accept the bribe of 10 cents a hundredweight on their 50 swine. Some sell out for 3 cents. And the on-line buyer laughs in his sleeve and says "I guess we got the measure of those fellows."

It is said that a fool and his money are soon parted. It is equally true that a fool and his principles are soon parted, when a farmer forsakes the organization he has helped to create and jeopardizes the success of the enterprise without proper notice of such intention to his fellow stockholders. Their money has been invested, and no one member has a moral right by word or deed to alter the purpose for which the association was formed.

Education Essential
This temptation to members is always the critical period in the establishment of an association. It should be provided against by an extensive program of education. The principle involved should be emphasized fully as much as the financial profits. This educational work is as fundamental as selling stock in the enterprise. To organize without the pledged patronage of enough farmers to maintain the business and sustain the competition which has been created invites failure.

If by these means enough patronage can be secured from farmers on a reasonable margin so that the volume of business of their competitors decreases, the increased overhead will finally cause the competitor to widen his margin. The cooperative association, profiting by a larger volume of business, would be able to reduce its overhead, and could reduce its margin of profit.

What would be the reward of loyalty if this idea could be understood and practiced by farmers generally? Surely no argument is needed to show that if three firms buy hogs the expense must be three times as great as if one farmers cooperative association handled them—pure waste between the farmer and packer of money that would help pay for vaccination, worm pills, and Molly a new dress.

Follow Our Motto
The Farmers Union motto is, "The Greatest Good for the Greatest Number." But it means nothing until it is put into practice. Let us see if we can't find an opportunity in our own local, in our own association, for the actual application of this motto. If the

National Board Farm Organizations Executive Committee Meets

Plans Made for Call Great Get-Together Meeting of Cooperatives in Washington This Winter

At a meeting this week of the Executive Committee of the National Board of Farm Organizations held in Washington, plans were made to expand greatly the activities and effectiveness of the organization. A wonderful spirit was shown at the meeting. Among the things decided upon were:

1. To revive the campaign to pay off the debt on the building which houses the Board at 1731 Eye street. This debt now has been reduced to \$24,000. Careful valuers estimate the property as worth twice as much as we paid for it. It certainly was a good buy.

The fact that the self-help farm organizations of the country own and occupy their own quarters in the Nations Capital has added somewhat to the prestige of agriculture; but more than that, possession and joint occupancy of the building has shown the interested organizations there is so much they have in common that they must forge ahead in even closer teamwork to do even greater things.

It is not necessary for me to remind you that most of what has been done for agriculture during the past six years in the Capital originated among and was put over by the organizations grouping into the National Board of Farm Organizations.

It is now time to get rid of the debt on the building and there is every indication that a liberal response can be expected. I hope that every one of you will do your part. The Committee also determined to call a great get-together winter meeting in Washington. This meeting will be held about the time that Congress gets under way. To it will be invited representatives of non-affiliated

organizations, and, particularly, representatives of cooperative associations.

It is hoped that out of the conference may grow an arrangement for regular meetings of the representatives of commodity organizations with representatives of the fraternal organizations in order that they may harmonize their views into a clear-cut definite program of action which will be to their mutual interest. The N. B. F. O. is undoubtedly the natural agency to call this meeting, since directly associated with it are several thousand local and regional cooperative selling and buying associations, and one of its members, The National Milk Producers' Federation, is the leading national federation of cooperatives in the country but more of that meeting later.

The interdependence of the commodity and the general farm organizations was never more vividly illustrated than by the experiences of the farm organizations during the past two years of Congressional work at Washington. The fact was dwelt upon time and again by members of the committee in their meeting this week.

3. The Committee elected Charles W. Holman to act as Secretary, temporarily, and to have charge of National Headquarters. Mr. Holman has had many years experience in serving the farmers. He was one of the original organizers of The National Board of Farm Organizations, and is now Secretary of The National Milk Producers Federation. Just remember that he is on the job at Washington to serve you, and do not forget to keep him busy.

Charles S. Barrett, Chairman, National Board of Farm Organizations.

shoe fits, put it on, but please do not get "sore" at me for leaving a few facts where they will scratch your feet. Get a hammer from your best Farmers Union neighbor and your clinch them while you are still mad.

George W. Young.

THE SUGAR SQUEEZE

It is nothing new for our farmers to pay high prices for sugar when they need it the most—during the fruit and canning season, but they are just a little non-plussed at twelve cent sugar at this time of the year.

Especially have they been wondering as to the why and wherefore when there is an apparent surplus of a million and a half tons. At least, that is true if best available information is true.

Our Uncle Sam, apparently, had some curiosity on this very subject. When our venerable kinsman begins nosing around for information, rarely ever lets up until he finds out what's what.

There has been a great deal of talk of a "sugar conspiracy" in the press. The Congress had its attention called to the matter just before it shut up shop last March. As usual, it did nothing.

In the meantime, sugar prices continued on their sky-rocketing under pressure of complaint from housewives started up an investigation. The Attorney General did not have to go very far nor dig very deep. He went as far as New York and back to February 7th, this year of our Lord, and camped for awhile at the New York Sugar Exchange.

Here is what he found: during February, 1,151,050 tons of raw sugar changed hands as compared with 322,850 for the previous month. Actual deliveries amounted to just 300 tons. In March, transactions purporting to exchange \$37,900 tons were discovered, with actual deliveries of 1200 tons.

It would be a waste of space to continue the story. Briefly, it was simply an orgy of gambling in sugar for which 100 millions of people were paying tribute to the legalized bandits.

Court proceedings have been instituted with the object of closing the sugar exchanges or bring them under the operation of Capper-Tinchey Grain Gambling Act, thus compelling these crooks to take their hands out of the people's pockets.

It seems that all degrees of larceny are contemplated and punished by all governments including our own. Petit larceny, grand larceny, highway robbery, bank robbery and plain banditry—each leads to a numbered cell or striped suit.

Yet, here is a degree of thievery which our powerful government seems wholly unable to reach and even legalizes yet it is the meanest in all the category of violations of the eighth commandment.

Our annual per capita consumption of sugar is 103 pounds. The recent advance of five cents per pound represents exactly \$556,500,000 filched from the people—more money than any tariff ever produced, and admittedly, we have had some robber tariffs.

These sugar thieves not only take our money but they undermine the health of our babies and destroy the efficiency of the grown-ups by denying them sugar—one of life's great

est necessities.

Strength of Uncle Sam's mighty arm! Let us hope he will not let up until the last one of these pirates is doing time elsewhere than on palatial yachts cruising the seven seas.—Southern Planter.

CLAIMS OF VETERANS FOR COMPENSATION SHOULD BE SUBMITTED TO DISTRICT EXAMINER

Editor Kansas Union Farmer?

It has been called to my attention that certain unscrupulous persons are taking advantage of ex-servicemen and their dependents and offering to secure for them a favorable consideration of their claims for adjusted compensation from the State of Kansas, for as large a fee as they think can be obtained.

The same situation exists in regard to the securing of compensation from the Federal Government for disabled veterans of the World War. The office of District Examiner was created for the sole purpose of seeing that all persons who were justly entitled to compensation, received what they were entitled to and also to protect the State from payment of any fraudulent or unjust claims.

I wish that you would give publicity to the fact that any veteran or his dependents are requested to take advantage of any help that this office may be able to give them in their claims with the State of Kansas and the Federal Government. No charge whatever will be made for this service.

Thanking you for any interest which you may take in regard to this matter, I am,

Yours very truly,
Wyle R. Griffin, Fifth District Examiner, Concordia, Kansas.

DENMARK'S COOPERATIVE BANK SHOWS BIG GAIN

Although Danish agricultural cooperation has established a world record cooperative banking follows as a close second in the great cooperative undertakings of this energetic little democracy.

According to reports just received by the all American Cooperative Commission, the prevalent industrial depression has boosted, not injured, the immense banking business done by the national cooperative bank; the "Dansk Andelsbank" of Copenhagen. Its business increased from \$2,185,000 in 1921 to \$2,470,000 in 1922. Four smaller agricultural savings banks were also taken over by the "Andelsbank" during the year. Profits realized on this vast business in so small a country totalled close to half a million dollars. Part of this amount will be kept ready as a reserve to be used in the event of sudden variations in the value of money. And the rest will be rebated to the customers of the bank in a cooperative dividend.

The total resources of the Danish Cooperative Bank since the first of this year amount to well over \$33,500,000.

At this season when too many farmers are more eager to cover a lot acres of land than they are careful to do the work thoroughly they make clouds that may last for years. A harrow right behind the turning plow will break them up.

There's a Cog Loose Somewhere



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

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

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

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

ADVERTISING RATES ON APPLICATION



THURSDAY, JUNE 14, 1923

THE GALLED JADE WINCES

The Santa Fe Railway Company is anxious that the public should understand its true attitude towards the public. On April 5th this paper printed an editorial discussing the relation between the government or the public and the railroad companies. In that article attention was called to the fact that not a single one of the railroads has yet paid a dollar into the United States treasury in compliance with what is known as the recapture provision of the Esch-Cummins act. That law requires that all lines that earn in excess of six per cent on their capitalization in any given year shall pay one half of such excess into the treasury to provide a fund for the assistance of the weak roads.

The Santa Fe is one of the railroads that has earned considerably in excess of six per cent on its valuation during each of the two years that the law has been in effect. As yet, it has not paid a cent into the treasury under the recapture clause. It is true that President Story has written to Senator Capper that, "If we succeed in earning over six per cent on our valuation we expect to follow the law and pay the proper proportion to the government."

In a letter in which he criticizes this paper Mr. E. L. Copeland, treasurer of the Santa Fe says: "In the first place a number of railroads have already made payment under that section of the law. In the second place generally the railroads have not earned six per cent. In the year 1921 the railroads earned 3.28 per cent on their aggregate value, as fixed tentatively by the Commission. In 1922 they earned about 4.01 per cent and their returns were not required to be filed until May 1st or nearly a month after the editorial under discussion. In the third place, the individual valuations have not yet been determined in most cases by the commission so it is practically impossible in such cases to determine where they stand under the recapture section."

In reply to Mr. Copeland's criticisms taken in turn we say first, that although it is stated that several railroads have made settlements under the law none are specified. If Mr. Copeland knows of any railroads that have paid up he should be able to name them. In the second place the law does not provide that all railroads must earn six per cent on their valuation before any road is required to settle with the government under the recapture provision of the law. If all roads earned or could earn that amount the necessity for the creation of a fund for weak lines would not exist and there would have been no such provision included. The law contemplates and provides that whenever any road shall earn more than six per cent on its tentative valuation as determined by the commission one half of such excess shall be paid to the government. Mr. Copeland will hardly deny that the Santa Fe earned more than six per cent on its tentative valuation both in 1921 and 1922. The 1921 payment has been over due for more than a year, the 1922 payment since the first of May and in spite of President Story's announcement that the law will be followed not a cent has been paid into the federal treasury by that company. In the third place it is the tentative valuation announced two years and more ago for each road in the country and not the final valuation to be announced at some undetermined future date that is the basis for the settlement.

The Santa Fe appears to be in an indefensible position. Its tentative valuation is a matter of record. It has earned more than six per cent on that valuation for the past two years. It has paid nothing into the treasury. What is it waiting for? Obviously for either or both of two things to happen. The Supreme Court that has not yet passed on the constitutionality of the recapture clause may nullify that provision or the final valuation of the property of the company based on a more or less accurate guess of the cost of reproduction may be so great that the road will have ground to resist the collection of any sums under the law.

In criticizing the merger plans now being considered by the Santa Fe this paper said, "There

would be a very large issue of new bonds and the interest on such bonds could be met in only one way—by charging still higher rates for service." Mr. Copeland says this is not possible and quotes the following provision of the law in support of his position:

188 (b) "The bonds at par of the corporation which is to become the owner of the consolidated properties, together with the outstanding capital stock at par of such corporations, shall not exceed the VALUE of the consolidated properties as determined by the Commission."

It is a little difficult to follow the mental processes of a railroad man who can quote that section of the law and still insist that there will be no additional issues of securities. The present outstanding stocks and bonds of the Santa Fe System amount to \$639,459,469 and the last report of the system shows a corporate surplus of \$227,100,000. Mr. Copeland will admit without argument that the minimum value of the Santa Fe System therefore must be the sum of the securities outstanding plus the surplus. That would mean, as a minimum, that the corporation formed by merging the Santa Fe and other lines would be authorized under the law to issue new securities of a par value at least \$227,100,000 in excess of the present outstanding stocks and bonds in taking over the Santa Fe property.

As a matter of fact the book value to the property of the Santa Fe system on January 1, 1922 was \$1,042,770,276. On January 1st of this year an additional \$44,000,000 was passed to surplus. On the showing of their own books therefore the Santa Fe System would be the basis for the issue of approximately eleven thousand millions of dollars or about \$150,000,000 in excess of the stocks and bonds now outstanding. This would look like a good thing for the Santa Fe security owners but there is no reason to believe that they would be satisfied with such a result. The government is now revaluing the property on the basis of reproduction costs and it is pretty well assured already that the final figure on that basis will be considerably greater than the present book value of the property.

THE WHEAT SITUATION

The price of wheat continues to decline. The Salina millers were paying 90 cents a bushel last week for the best grade of hard red winter wheat, the best milling wheat produced in this part of the world. There seems no real reason for this steady reduction in the value of the product that every one must use and of which there is no great supply in sight or in prospect. The wheat farmers' customers, that is the final consumers of wheat products, are in better position to pay a fair price for bread than they have been for many years. The wages of the skilled railroad workers are still almost as high as they were during the war. The unskilled men in all trades have had their pay advanced until their earnings are sufficient to enable them to buy all the necessities of life.

Detroit is probably the most active industrial center in the United States. Wages in all the factories of that city show a straight advance of 1 per cent since last October. In some cases the pay of common and semi-skilled labor has been advanced fifty per cent. Plasterers are receiving as high as \$30 a day; bricklayers, plumbers and electricians \$2.00 an hour; metal polishers and body workers from \$12 to \$15 a day; and common labor from 60 cents to 80 cents an hour for nine hours a day.

Similar wage scales prevail wherever labor is employed in this country. Labor can pay and is willing to pay a fair price for bread. In fact the consumers of bread are paying a good round price, ten cents for a pound loaf, almost as much as during war times. Who is getting all the money that is being made by taking wheat from the farmer at 90 cents a bushel and selling loaf bread to consumers at ten cents a pound?

CONSIDER A LOAF OF BREAD

A nation wide campaign to increase the consumption of loaf bread is being financed by the millers and bakers of the country and the farmers have been asked to lend their moral and financial support to the movement. The theory is that increased consumption of wheat products will increase the home demand for that grain to such an extent that market prices will not be fixed by the Liverpool bids for our ordinary exportable surplus.

This looks fine but if it works out who is to get the resulting profits from the higher prices for loaf bread and other wheat foods? To day the millers of Salina are paying 90 cents a bushel for the best grade of Kansas milling wheat. From four and one half bushels of such wheat a standard mill manufactures a barrel of flour weighing 196 pounds. Wholesale prices of flour are seldom included in market reports and it is therefore impossible to say just how much the miller receives for a barrel of flour but it is around \$6.80, which is \$2.75 more than he pays for the wheat. In addition to the flour the miller has by products from the manufacture of each barrel of flour that weigh approximately 70 pounds, for which, approximately, he receives about 75 cents. Out of the \$3.45 taken by the manufacturer for his services much be paid the cost of milling which certainly is not more than 45 cents. The mills of Salina have a daily capacity of about 8,000 barrels and they run about all the time. If they operate 300 days in the year their profits amount to \$7,200,000 annually.

The grocers buy flour from the millers and brokers for about \$6.80 a barrel. The retail price in Salina today is \$1.05 for a twenty-four pound sack of flour or \$8.40 a barrel. This gives the retailer a spread of \$1.60 a barrel. Conservatively figured his net profit is not less than a dollar a barrel which gives the retail trade a profit of \$2,400,000 annually on the wheat that is milled in Salina. Anything that will increase the use of wheat is obviously in the interest of the miller and the retailer.

A very great proportion of all American wheat

is now consumed in the shape of loaf bread which gives the bakers of the country a chance to put their industry on the big business basis. It is fair to assume that the average baker buys his flour for the usual wholesale price or around \$6.80 a barrel. From one barrel of good flour the baker manufactures 315 one pound loaves of bread, which sell for retail at 10 cents a loaf, or at wholesale at 9 cents. Assuming that the bakers sell about half their output at wholesale it is easy to figure their gains.

The wheat milled in Salina in one year will make 756,000,000 one pound loaves of bread. This gives the bakers a gross income of \$37,800,000 on their wholesale trade and \$42,402,000 on their retail trade or a total income of \$71,202,000 annually. This looks like an enormous gain in value but it must not be overlooked that more than half the weight of a pound of bread is made up of water, salt, yeast and other inexpensive materials that cost the baker practically nothing and that he sells for nine or ten cents a pound. Milkmen have much much maligned for putting water in their cans but the bakers of this country sell enough water annually at ten cents a pound to drown all the cows in the United States. The baker pays \$6.80 for a barrel of flour and sells the finished product that he makes from it for \$29.95. The cost of flour and of baking and selling cannot exceed \$19.95 a barrel which leaves the baking trade handling a volume of flour equal to the output of the Salina mills the modest sum of \$24,000,000 of annual profits as their reward for their services to the producers and consumers of wheat.

Here is a transmutation of wheat into value that almost staggers the imagination and that rivals the hoped for results of the alchemists of old who dreamed of a chemistry that would transmute the baser metals into gold. If 10,100,000 bushels of wheat annually ground by the Salina mills all reaches the final retail price is \$71,200,000 which is some swell from the \$9,090,000 which the farmer receives for the raw material. Nor is this all the story. From each barrel of flour the miller sells 70 pounds of mill feed which reaches the consumer at an average price of at least \$1.00 a hundred, which adds the modest sum of \$1,860,000 to the total retail price of the product for which the farmer receives \$9,090,000 to \$73,480,000.

From this analysis it appears that if all the wheat milled in Salina goes to consumers in the shape of flour the final value is \$26,640,000; if it is consumed as loaf bread the final value is \$73,480,000, as against the \$9,090,000 received by the farmer for his grain. These figures prove conclusively that the statement so often made that the wheat farmer receives a larger proportion of the consumers dollar than is paid to any other agricultural producer is not true and that in all probability the millers and bakers are responsible for the general circulation of such a misleading and dangerous fallacy.

If these estimates can be verified it is quite evident that no very large measure of justice to the wheat grower can be secured through cooperative marketing planned only to reduce the costs of transferring the grain from the farms to the mills and export agencies. The farmer must have a larger proportion of the retail sale values of flour, loaf bread and other wheat products. If existing retail prices are not too high measured by the cost of raw materials, manufacturing and selling then the consumers must make up their minds to pay higher prices for bread. If the spread between the price of wheat and the price of bread is already big enough then some plan for the more equitable distribution of the values created along the road from the producer to the consumer must be worked out.

The millers, the bakers, and the retailers appear to be profiteering at the expense of the wheat growers. If they are, either government agencies or private organizations must find a way to force them to relinquish a part of their unfair and exorbitant profits to the wheat growers who are making and selling grain for less than the cost of production and are on the verge of a disaster that threatens the welfare of the whole country.

FARMERS AND UNEARNED INCREMENT

A certain class of figurers keep insisting that the increased value of farm lands is an unearned increment that farmers enjoy as a result of the general development of the country with which they have had nothing to do. It is true of course that more than one-half the total agricultural wealth of the country is in the land values but it does not follow by any means that the owners of those values have not earned them.

The real truth is that the present value of his land is about all the average farm owner has to show for a life time of work. If the Department of Agriculture is correct the average owner's farm is worth about \$16,800 but this includes the buildings, live stock and equipment. The land alone is probably worth about \$12,000. Assuming that each farm has been occupied and worked by its present owner for twenty years and that the land and farm equipment are all that he has to show for the labor of a life time. This means that he has saved as a reward for his work about \$600 a year if the land has appreciated \$12,000 in twenty years and war worth no more than his present investment in stock and equipment when he began his business. If these figures tell a true story there is certainly no unearned increment.

After all who earns the so called unearned increment in farm land values? Of course the general development of the country has a good deal to do with it but the farmer is the biggest factor in that development and is certainly entitled to his share of the wealth created by his industry and sacrifices.

Local Unions that have learned to be self reliant and that work out their own programs of usefulness have mastered the self help principle of our organization.

COMMENT ON WORLD'S NEWS FOR WEEK

Ford Is Running Strong

For the presidency of the United States, Colliers Magazine is taking a new straw vote on the preference of its subscribers for presidential candidates. At the end of the third week some 80,000 persons had voted. About half of the whole number were for either Ford or Harding, but the Detroit tinner had about a thousand more votes than the Marion pinter.

It is very evident that a great number of people living in this country are convinced that Ford as president would be able to give the republic just the sort of medicine that would be good for what ails the body politic. They reason that Ford is a business man who has solved the problem of making profits and at the same time getting along peacefully with his hired help.

Just a short time ago Ford bought a railway that had degenerated until it was little more than twin streaks of rust. Its equipment was a fine mass of nearly useless junk. Its employees were disgruntled and discontented. Its business amounted to nothing worth while. The new owner reduced freight rates, raised wages, improved the track and road bed, rehabilitated the rolling stock and made lots of money almost from the start. The voters are disgusted with the way railroads of this country are handled and evidently many of them, perhaps a majority, believe that Ford can improve the situation.

If there is any reasonable prospect that Mr. Ford can introduce a measure of his well known efficiency into the operation of the United States government it may be wise to give him a trial.

Whisky

Always Has Made Trouble

For governments as well as for its users. The first revolt against the authority of the United States was the Whisky Insurrection. A considerable number of distillers operating in western Pennsylvania refused to pay the internal revenue taxes imposed on their products by Washington's administration. It was necessary to send General Anthony Wayne and a considerable number of soldiers into the revolting district before the booze makers could be convinced that the federal government had some power which it was able and willing to use even in the mountain of western Pennsylvania.

A considerable number of folks living in New York appear to be getting ready to repeat the history that was made in Pennsylvania more than a hundred years ago. The average New Yorker is a small minded provincial who knows nothing about the considerable section of the republic that is located west of Buffalo and south of the northern boundary of Pennsylvania. They really believe that New York city, the huge parasite that fattens from the life giving juices of the body of the republic, is bigger than all the rest of the United States.

The prohibition law will be enforced in New York state even if it takes the army and the navy to teach the insurgents of that province that the republic is bigger than any of its component parts.

Al Smith, Governor of New York

Is not nearly as smart as many people in other parts of the country have been led by his press agents to believe. He has just approved an act of the legislature that was passed a few days ago for the purpose of repealing all local prohibition laws. The state law that has gone into the discard provided for cooperation with the United States in the enforcement of the eighteenth amendment. From now on if federal prohibition officers will be compelled to do their stuff without any assistance from the law or the law officers of the state of New York. Smith was between the devil and the deep blue sea. If he vetoed the nullification act of the New York legislature he could not secure the delegation from his own state to support his candidacy for the nomination for the presidency. If he approved the measure he could not hope to receive the support of the delegations from any other states. New Jersey and one or two others which are filled with folks who still believe that their personal rights are taken away from them by national prohibition.

Governor Smith delayed the day of decision as long as possible. He was advised by great numbers of wet supporters that it would be a fine thing for him to approve the nullification statute. He was equally as strongly urged by the friends of prohibition that it would be best for himself, his state, the democratic party and the whole country if he would use his veto where it would do the most good.

Finally the governor concluded that he would stand with the friends of booze in his own state and signed the bill. It may be just as well. The federal government is big enough to enforce its laws, even in New York, without the assistance of that state. The act of nullification removes Smith definitely from the field of possible presidential candidates. Of course he never had any chance for the nomination but as writers have now developed the national democratic convention will not have to waste any time in counting the votes and listening to the oratory of his supporters.

Minnesota Will Hold a Primary

Election next week for the purpose of selecting two candidates for the

United States senate. The special election to choose between the gentlemen nominated at the primary will be held only two days later so that there will be no time left for a partisan political campaign.

There are seven Republican and three farmer-labor candidates asking for nominations by their respective parties. The democrats of Minnesota do not appear to be taking any part in the mix up. In fact the democratic party has just about gone out of business in Minnesota, Wisconsin, North Dakota and South Dakota.

The three farmer-labor candidates are making their canvass together. Each of them addresses each meeting. Public questions only are discussed. Neither of the aspirants uses any time in his own interests but each is urging the merits of his two competitors on the voters for their consideration. It is a strange sort of politics when three candidates agree to work together and each of them to ask for the nomination of whichever of his rivals finds the most favor with the voters. All the indications are that Magnus Johnson of Litchfield, a farmer and a member of the Farmers Union, will be nominated in the primary and receive an overwhelming majority at the polls.

Losses

From Mud Roads

Are causing the Kansas City Star and a number of its echoes in this state the keenest sort of anguish. During the past four or five weeks there have been days, whole days, at a time that were so wet that six and eight cylinder touring cars could use the dirt highways only with considerable difficulty and the use of all their reserve power. Probably some drivers injured their machines in attempting to make distance on days when it would have been the part of good sense to stop over and pay some hotel bills to the Kansas tavern keepers who are always ready to provide for the comfort of tourists.

Doubtless quite a number of transcontinental and interstate travellers were more or less inconvenienced by the mud. The Shriner caravan from California en route for Washington was caught in the rain in Western Kansas and spent two or three days getting across the state to Kansas City. This resulted in a lot of cursing out for Kansas roads and many unflattering comparisons between our highways and the paved roads of the well known Golden State where the principal occupations are paying taxes and exploiting tourists from the east. No doubt many of the Shriners had to pay some board bills, buy some gasoline and have their cars repaired during the three days in which they had the high privilege of driving through the wheat fields of Kansas.

But what citizen of Kansas lost any money as a result of the wet spell? The rains filled up the water courses and ponds, raised the level of ground water, many feet in most parts of the state, assured the growth and maturity of a pretty fair wheat crop and put the soil in fine condition for corn and other spring planted grains. No farmers lost anything by being kept away from town for a day or so at a time. No merchants lost any farmer trade because they got it all anyway. No one lost anything by failure to market crops or produce ready for shipment.

Why gripe over the plight of cross state travellers who were forced to spend a little extra money in Kansas? We should worry over how much cussing such folks do because the taxpayers of Kansas refuse to build a lot of roads that they do not especially need and certainly cannot afford.

Education Is a Mighty Good Thing

For any man who can get his share of it. There are two great educational agencies through and from which most of us get our share of knowledge, information and experience. The schools, colleges and universities using books and teachers as the training forces and do their best, which is quite good in most cases, to prepare their students and graduates for the real school of life which opens for each educated youth as soon as he emerges from the halls of his alma mater.

That the schools do not complete education but only prepare their students for the future and continuous acquisition of knowledge is fully indicated in the fact that universally dictated in the end of school days is known as "Commencement" in testimony of the recognition that it is the beginning of active life. All that the best teachers can do is to lift the veil that divides the ignorance of the past and the time view of the present and the mental powers that the habit of study acquired in the schools may continue to serve the graduate as he goes about the duties of life.

Wilson, The Recently Appointed

President of the Oklahoma Agricultural College appears never to have had very much academic training. From the point of view of the Stillwater scholastics he is an uneducated man. J. A. Tolman who is down in the catalogue of the institution as Professor of Ancient languages has resigned his place on the Stillwater faculty. His dignity, his standing as a man of culture, and his acquisitions as a classical scholar will not permit him to teach Latin, Greek and Hebrew in an agricultural college under the presidency of a common person who has no capital letters fol-

lowing his name as evidence of his academic training and of his fitness to teach.

In his letter of resignation Professor Tolman says: "I regard a man who has less education than half the student body absolutely unfit for the presidency." There we have it flat. President Wilson is charged with having less education than the sum total of the knowledge possessed by half the students in the institution, at least that it what the learned classical professor says although there are folks who will understand that he meant to say that Wilson has less education than any one of half the student body.

Still a man may be pretty well educated without going through college and acquiring degrees. Shakespeare did well without academic training. So also did George Washington, Andrew Jackson and Abraham Lincoln all of whom were pretty fair executive officers with responsibilities far greater than are likely to be imposed on the president of the Oklahoma College of Agriculture and the Mechanic Arts. Some men learn a good deal in school and nothing from life. Others, deprived of the advantages of schools never quit learning from life. Wilson may or may not be fit for the job that he has undertaken. This writer does not know but it is quite certain that his unfitness has not been proved by the attacks made on him by the classical scholars who are so much shocked by his declaration that an agricultural college should teach less Latin and Greek and more about pigs, cows, hens and soils.

Walton, Governor of Oklahoma

Is having a considerable jag of new trouble almost every day. It does not seem to bother him very much. He takes the position that as a Candidate for office he promised the voters that if he was elected he would do certain things. The people wanted those things done and believing that Walton would keep his promise they took him at his word and elected him to the governorship.

Among other things Walton dwelt on at some length in his campaign was his conviction that an agricultural college should teach more farming and fewer ancient languages. The farmer folks seemed to like that. The governor is now keeping his promise to the voters to restore the A. and M. college to the farmers and see that agriculture is taught there.

Who will be hurt? Certainly not the students who desire to study Latin and Greek. Oklahoma maintains an institution, the state university at Norman, that very properly includes such language in its curriculum. All that is necessary for such students to continue their training in the classics is to transfer their attendance from one state educational institution to another—both maintained from the purses of the Oklahoma taxpayers.

Walton may have started something. The farmers of Iowa, Michigan and other states that maintain land grant colleges subsidized by the government of the United States for teaching agriculture and the mechanic arts may start to asking how much of their money is being wasted at Ames and Ypsilanti and other such colleges in carrying courses that are no proper part of the work of an agricultural college.

SENATORS STUDY CO-OPS.

Senators Smith W. Brookhart of Iowa and B. K. Wheeler of Montana are to spend this summer in Europe making a thorough study of co-operative methods and achievements says a news bulletin in The Co-Operative League. Senator Brookhart is an enthusiastic advocate of co-operation. At the close of the latest session of congress he gave this message to the country:

"It must be written that the statesmanship of the past has brought us to the verge of destruction. The common people of the world look over this situation, and then say statesmanship has failed. Through it all, they view one great economic development, and point to it as the hope of the future. This is economic co-operation. It is the principle of business, embodied by the 23 poor flannel weavers of Rochdale."

Senator Wheeler has been interested in co-operative developments in his state. He will spend several months studying co-operation in England, Italy, Germany, and Russia. These senators have read all about co-operation; now they are going to see for themselves. Let us hope they will be able to educate their fellow senators when congress meets again.

IN KITCHEN 12 MILES DAILY

CHICAGO—When a physician prescribes a brisk walk for a patient, his admonition does not go for the farmer's wife. She gets her brisk walk willy nilly. Statistics show that in the ordinary farm kitchen she walks twelve miles daily in trips to and from the pantry to the stove and back, in fetching the three meals required by the farmer and his help.

Figures compiled by the farm home management conference in session here last week show that the farmers wife works eleven to thirteen hours a day, sometimes much longer. The twelve miles she walks in the kitchen does not include trips to the henhouse, the fruit cellar, the orchard, the milk cellar or the twice daily tour of the sleeping rooms and the general overhauling of all the rooms in the house. The 12-mile statistics were obtained by including a number of farmer's wives to wear pedometers while they did their kitchen work.—Exchange.

Boys' and Girls' Club News

STORY OF MY BABY BEEF WORK
In 1920 I fed my first baby beef, which was a grade Hereford. I showed this calf at the leading District Fair of the State and also at the State Fair, winning second premium at the former fair and third at the State Fair.

In 1921 I fed two calves; one a pure-bred Shorthorn steer, the other a pure-bred red Aberdeen-Angus heifer. My Shorthorn steer was made Grand Champion and my Angus heifer made Junior Champion at the leading district fair of the State. All told I won, counting two handsome loving cups and the actual cash, \$160 that year.

Again in 1922 I joined the club, feeding one pure-bred Hereford, and one pure-bred Angus. The Angus was best. I exhibited at the County Fair and State Fair. My Angus stood second in the County and third at the State Fair. Two Hereford steers were placed above him. Having been off his feed for about six weeks, I was mighty well pleased with his standing at the State Fair. Altogether, I won about \$80 prizes in 1922.

In 1922 I received the handsome gold watch offered by the American Aberdeen-Angus Association to the Champion Angus Baby Beef at the Roanoke Fair, Virginia, and I also received a similar watch donated by the same Association at the Virginia State Fair in 1922. These are two beautiful gold watches and money could not buy them.

I also have two valuable and very handsome Silver Loving Cups won at the Roanoke Fair in 1921. They are above price.

Club work is a great thing for boys and girls. Through it I have learned how to judge livestock, having won second place on the Virginia State Team which judged at the International Livestock Show in 1922 and which won first place with nineteen states competing.

In addition, I have gotten several other valuable trips. One of especial importance from my viewpoint was a trip on the "Virginia Baby Beef Demonstration Team" in 1922 to Camp Vail, Eastern States Exposition, Springfield, Mass. I can never forget the many things I saw and learned on this trip.

In conclusion, I would say that a farm boys education is very incomplete without club work. To me, I was too old to be a member this year, then too, I expect to leave home for college early this fall.

Yours for more boys and girls club work.—By Alford Huffard, Wytheville, Va. in Southern Planter.

BIG ENROLLMENT FOR OHIO

Reports from the field indicate that at least 25,000 Ohio country youngsters will this year be enrolled in farm and home project clubs, says W. H. Palmer, state leader of Junior Extension in Ohio.

Last year 20,870 boys and girls were in such clubs in Ohio. This was the largest enrollment recorded by any state. Children were in 20 different kinds of clubs, ranging from pig-raising to garment-making, and turned out products to the value of \$541,704. On these products they cleared about \$175,000.

Directed by the agricultural extension service of the Ohio State University, through the offices of county agents in 85 Ohio counties, club work has grown rapidly in Ohio since the war. In 1921, there were enrolled 12,000 children; and it is expected increases will have doubled in the number of years. The number who took to their work throughout the summer, also has increased from year to year.

In 1920, 55 per cent completed; last year, 70 per cent; and it is hoped this year to bring through a full three-fourths of the enrollment.

Clothing clubs appear to be the most popular. More than 7,000 Ohio girls chose this sort of work last year, and enrollments for 1923 follow the same bent. Next come pig clubs, and then poultry, potato, dairy, beef and corn and garden club.

BOYS ON THE FARM

We have done a lot of talking about keeping the boy on the farm. We have made a lot of fuss about the boy who has left the farm and gone into other lines of business.

It is not time to make more fuss over the boy who has never thought of leaving the old homestead and is staying on the farm of his own free will? Why not give a good hand to this sturdy lad who is not afraid of the land?

"We are glad to see the boy who leaves the farm make good in any work he undertakes. How often do we forget to boost the boy who inhabits the barn yard at four to six o'clock in the morning. He is the lad we must all lean upon for our meat ticket. He is the chap that makes the pig become a hog and a calf beef instead of veal.

Why not think of the farm boy as being as useful in the world as is the boy behind some counter peddling ribbons and ribs or in some office where he takes orders and waits for pay day to give him spending money? Yes, we give our hand to the boy who stays on the farm and farms."

"CHIC" ROOMS FOR GIRLS

Boys' and Girls' Clubs in New Hampshire are going in for the "chic" as well as the "chicks" this year. At the same time that many of the boys are learning how to bring up the poultry in the way that they should go, some of the older girls are to be offered a new project in the tasteful decoration of their own rooms. It is the belief of Miss Mary L. Sanborn, assistant state club leader, that many girls of high school are living at home

feel the need for an attractive room, in which their desires for color, furnishings, wall-paper, etc., are expressed and which they have not simply inherited.

Creamery News

OLE AND BILL

By M. L. Amos

Bill:—Good morning Ole. I've another question to ask about the Union Creamery at Salina. Now they are asking that the farmer sign a contract to deliver their cream to them but they are making no promises as to what they will pay. They can short weigh the farmers, give him low test and still the farmer must continue to sell to them. Can you answer that question in the minds of the farmers?

Ole:—I think so. In the first place there is some misunderstanding of the contract on the part of the farmers who have those fears. The sales contract which the farmer signs provides in paragraph four that "The Association agrees to sell dairy products to best possible advantage and return net proceeds to the producer."

Bill:—Well how is one to know that he will not be short weighed or receive low tests?

Ole:—Now Bill you must get those old conceptions of the profiteering companies out of your mind when thinking of Cooperative Companies. Under private ownership of these institutions profits and graft enriches the ones connected with the company but not so under a cooperative concern. Under a cooperative company the help do not get all they can grab but they get so much salary for their work. This includes the manager and all connected with the work, and therefore they have no incentive to short weigh or make low tests but rather take pride in giving honest weights and tests. You never heard of a cooperative elevator manager short weighing or cheating but that can not be said of buyers for old line elevators. In fact I have been told by such buyers that they were instructed to make their wages on the balancing of the scales. And let us suppose for argument's sake that farmers were all shorted on both weight and test when selling their cream. It would only mean that they would get a larger rebate at the end of the year.

They would get it all in any case, except that part used as expense of operation, reserves for depreciation etc. which they also get by enabling the creamery to give larger rebates in the future. Look at the Orleans Creamery, the Superior Creamery and many others all cooperative creameries and making big rebates and have for years, the Orleans Creamery rebating over \$49,000.00 cash rebate to its patrons in four and a half years and has made a profit of \$6,000.00 already this year for the first quarter.

Bill:—That is fine for the farmers who sold their cream to them to get the benefit of those profits but did they get as much when they sold their cream as they would have had they sold it to some old line company?

Ole:—They certainly did, the Orleans and all the other cooperative creameries have met competitive prices from day to day besides giving those rebates at the end of the year.

Bill:—Will the Union Creamery at Salina meet competitive prices of the old line companies besides returning a rebate at the end of the year?

Ole:—There is no reason why the Union creamery at Salina should not do as well as the other cooperative creameries have done, in fact they are some advantages in favor of the Salina location. As to meeting competitive prices I do not detract from real cooperative prices and is not necessary with our sales contract for example suppose they paid you the station price at your town and paid me at my town 6c above the station price to meet competition. At the end of the year when we got our rebate which would be evenly distributed I would be getting 6 cents more for the cream which is not real cooperation which objection could be avoided by the sales contract. With it our producer members would sell to their own creamery even though the old line company did bid up that day.

Bill:—That's fine, I had no thought of that but I must go Ole.

Wheat Pool News

Many many thanks to Brother Glessner for yielding the quill in pool news this last week for me scribe. I am certainly playing the part of the faithful servant. But really the task of keeping the weeds and brambles from driving me from house and home, attending the many local and business meetings and necessary ice cream and cake functions, spreading the pool doctrine and answering questions of the brethren who are becoming more and more satisfied as to the soundness of the pool principles and with all engaging in a hot fight with the mercenaries of the brick and cement trusts to prevent them from putting over an our county a staggering bond issue or some other sort of a \$1,000,000 hold up; my time is pretty well taken and I have neglected Pool News more than I should.

By the way how many read Brother Glessner's article in the last issue of the Union paper setting up his experience "In the Valley of Lost Hope." If you have read it, read it again,

and if you haven't read it look up the article and read it two or three times. I do not believe that Brother Glessner holds an honorary degree from any of the large educational institutions of the country, but that little production contains the elements of literary genius. Vivid description, clear cut mental picture of too many of the Farmers Union Valleys in Kansas. In phraseology and adaptability of characters to the thought it reminds one of the beautifully written myths of the literary period of Greece and Rome.

Now Glessner, don't do something rash and spoil the bouquet.

While passing out bouquets, how many realize to even a small degree the wonderful treasure that come to us each week in the Farmers Union from page 2, written by a man naturally gifted, and highly trained in the editorial art, going up and down and all over this great country of ours flavoring his natural abilities with the rich experience of personal contact with men of every walk in life, and each week giving us a new "treasure house" of men and methods, passing editorial comment and bits of history, keen sarcasms against the hypocritical usurpers of human rights, and the elements of a new political economy that will some day replace the old and worn out theories of Adam Smith and Malthus, Friend Lansdon

give us one of your big broad smiles for this well earned bouquet.

President Tromble was in our territory last week and while we were rained in quite a bit he was able to meet with three audiences, all of which were large considering the weather. All were delighted with his forceful manner of setting up the true facts and conditions of the former and every where we resolved to live a little closer to the Farmers Union and its various business enterprises.

But one little fellow over in the corner cheeped out I thought you were supposed to write on pool news. True this is the best article on pool news I have written. Do you believe in these men? Sure you do. Every day they are saying join the pool. Give us guaranteed cooperation. Let's stand together, all for one—one for all. Put your name on the dotted line and settle your part of the controversy for ever.

—U. S. Alexander

When other farmers overdo the wheat, potato, sorghum or corn acreage business, the farmer with some steers on pasture, some cows and some hogs, an orchard and a good garden is going to be fortunate and envied.

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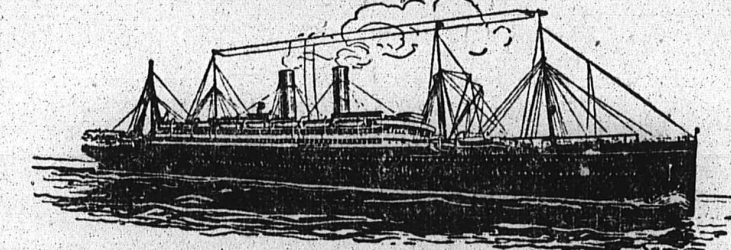
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WANTED POSITION BY EXPERIENCED elevator manager. Ten years' experience. Furnish reference and bonds. Address Lock Box 41, Highland, Kan. 43.

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

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KANSAS CITY HAY MARKET

Mr. Cooperator:

There has been only one change in the Hay market this week. Prairie advanced yesterday 50c to \$1. All markets have continued steady this week. There is a good inquiry for Timothy.

Receipts of hay this week were 134 cars of Prairie, 43 Alfalfa, 12 Timothy, 9 Clover Mixed, No Clover. A Straw, or a Total of 199 cars as compared with 190 cars last week and 286 cars a year ago.

