



THE KANSAS UNION FARMER



Organization

Education

Co-operation

VOLUME XVII.

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The Farmers Union A Factor In Our Economic Life

What Seemed to be an Air-Castle A Few Years Ago Is Now Established Upon A Firm Foundation and Is So Successful That Indifference to It Is Folly

By A. C. Davis, National Secretary.

The parent organization of National Union corresponds to the educational or propaganda society of European cooperatives. It teaches the necessity for and value of the self-help movement, organizes local, county and state units, fosters and institutes cooperative activities among the members, lends its aid in securing remedial legislation as affecting agriculture, and in other ways seeks further the interests of the organization.

Have twenty-two years of teaching been fruitful of results, sufficiently important to warrant us in expecting the hearty support of every wide-awake farmer? The answer is yes a thousand times over.

During these years the movement has grown from the original local union of ten members in Raines county, Texas, to many thousands of local units in twenty-six chartered State Unions. Practically every one of these local units is engaged in from one to a half dozen cooperative activities that aid very materially the economic development of the community.

Business activities of the Farmers Union range from the elementary co-operation as a local unit in purchasing supplies to the operation of stores, shipping associations, produce and cream stations, elevators, warehouses, lumber and coal yards, banks, tanneries. The success of local efforts has resulted in the perfecting of co-operative activities upon a more pretentious scale as we now have business institutions that are state and even state in character. It is quite within the possibilities for all members of the Union to sell all of their products through their own agencies and to make purchases of all of life's necessities through their own channels of commerce.

Through these state and interstate activities, the Farmers Union is now handling for its members, fruit, truck, poultry, eggs, grain, live stock, in fact anything that has a market value. Members may purchase through their own agencies, lumber, hardware, implements, twine, coal, clothing, furniture, leather and the hundred and one requirements of the country household.

For the benefit of its members the

Union operates numerous creameries, four mills, cotton gins, canneries, etc.

The loyal member does not even go outside of his organization for fire insurance protection for his live insurance policy, for his banking connections. All of these wants are provided for by the enterprise of the leaders in various state Unions.

We regret that it is impossible to determine with any degree of accuracy the vast sum of money annually saved to the members who patronize these institutions. A slight conception of the tremendous volume of business done and the resulting saving may be gained by one or two comparisons. The three original Live Stock commission houses, at Omaha, St. Joseph, and Sioux City will at the end of this year have returned more than \$1,000,000 in patronage dividends to shippers since their inception. We have now ten or twelve houses in successful operation.

Our fire insurance companies are carrying millions of dollars of insurance on farm property at approximately one-half the charge of old line companies. The Life Insurance Company in Iowa but two years old, yet will be able to declare a dividend at the end of the year upon its participating policies.

Millions of pounds of twine have been handled at a wonderful saving. Train loads and cargoes without number of flour, coal, etc. are being handled the savings upon which in the aggregate amount to millions of dollars. At least one cotton association operated by Farmers Union members only, has in each of the two years of its operation returned \$30 per bale to its members above the prevailing street price.

Add to this savings made by the state and interstate activities the patronage dividends made by the thousands of local activities, such as stores, creameries, elevators, etc., and you will discover that every member of the Farmers Union has an opportunity to participate in the distribution of millions and millions of dollars earned by co-operative effort.

The Farmers Union is not a theory. It is not an experiment. It is a real factor in the economic life of rural America

Official Call for the Annual Meeting of the National Union

To the Membership of the Farmers Union—

By authority vested in me and in keeping with the customs of the Organization, I hereby call the Twentieth Annual Meeting of the National Union, Farmers' Educational and Co-operative Union of America, to convene in the banquet hall of the Huckins Hotel, Oklahoma City, Oklahoma, at ten o'clock A. M. on Thursday, November 18, 1924, the same being the third Tuesday of the month and the time fixed by the Constitution for holding the annual meeting.

The purpose of the meeting is for the election of officers, and the transaction of such business as may properly come before it. The Union will remain in session until disposition has been made of all business.

State officers will please see that a list of their delegates is in the hands of the National Secretary at the earliest possible moment.

Attest:
A. C. DAVIS,
Secretary-Treasurer.
(Seal)

Fraternally yours,
(signed)
C. S. BARRETT,
President.

THE MILLIONAIRE TAX

By W. F. Ramsey, Hunter, Kansas.

I am a life-long Republican, seventy-eight years young. It was only by slow degrees that I have come to my present views.

There is no such thing as absolute free trade, beyond national frontiers. Even England has a very protective tariff system. A tariff for revenue is their present ideal. England is Old Experience himself. Their early theories were protective. They had that idea in practical operation for centuries, before the 4th of July 1776.

When Alexander Hamilton made a protective tariff, the corner-stone of our national policy, he was justified by world experience and world conditions. "But the world does move." Let us move with it.

England, Scotland, Wales, The Isle of Man and the Channel Islands have an area of 97,513 square miles, just a little larger than our states of Indiana and Illinois at 93,017 square miles. Yet Great Britain had the courage and the brains to adopt (so-called) free trade as a national policy, about 87 years ago.

If there is any country on earth that can afford to adopt a tariff for revenue, as a national policy, it is the United States with an area of 3,600,000 square miles. The most richly endowed with natural wealth of any country on earth; in location, as to general climate, elevation above sea level, soil and rainfall we are first. In sub-surface deposits, coal, iron, copper, salt, sulphur, petroleum, copper, zinc, cinnabar, building stone, gypsum, etc., we are first. In undeveloped, in farm products, barley, rye, buckwheat, fruits and corn, cotton, wheat, potatoes, oats, milk, green and dried of all kinds and in live stock we are also first. We are busy for eight months of the year harvesting our farm crops. We do not know the exact extent of our fisheries.

We own one-half of all the coal in the world. We export three-fourths of our tobacco, two-thirds of our cotton, from one-third to one-half of our wheat. We own more ships than we can use and five-ninths of all the tonnage of the world. The United States with six percent of the world's population owns 83% of the world's autos, and 90% of its telephones.

Our exportations of American farm machinery are enormous. In 1920 we shipped over \$15,000,000 worth to Europe alone. We are exporting our modern farm machinery to more than one hundred different countries of the world. The U. S. Department of Agriculture recently made the statement that the amount of human labor required to produce 9 bushels of wheat is only ten minutes as against three hours in 1830.

In other words; the whole world is now using our modern farm machinery. This is a great basic fact. A widely extended constantly growing fact against us.

The three big ship canals of the world, the order of the tonnage are Suez, Panama and the Panama Canal. We own two out of the three. Our river, ocean and lake coast line mileage is enormous. To put it all in one sentence, we ARE THE ONE GREAT EXPORTING NATION OF THE WORLD. NO OTHER NATION EVER EXPORTED FARM PRODUCTS, MANUFACTURED GOODS AND CASH OR CREDITS AT THE SAME TIME.

We are over developed. The United States Corporation seldom uses over 60% of their capacity. Our coal mines could produce twice as much as they do. Our flour mills could grind three times as much flour as we have ever consumed. Our woolen mills lie idle one-half of the year. We are over organized. Labor thinks it is talking good sense when it demands a "living wage," a "saving wage" thirty hours labor a week.

In other words, Labor sells time, not work. MACHINES DO THE WORK IN AMERICA. We are the one nation provided with machinery. Pauper labor cannot compete with machinery, steam, electricity, water,

gasoline power driven machinery of all kinds and description. They are all invented, developed, installed and operated by Americans.

We all speak English. We think in the one language that circles the globe. In Canada and New Zealand, in Australia and New Zealand, in South Africa and the Isles of the Sea, in the Philippines, the West Indies, and the East Indies we find English the language of trade and commerce, the language of modern machinery. The machine using people are the prosperous people of the world. More than 80% of our exports go to the English speaking people. No one seems to know exactly how many English speaking people there are in the world. It is estimated by one authority at 215,000,000.

We are a nation of 114,000,000 highly paid, prosperous people who enjoy all these advantages behind our barriers of distance and time. We have no rivals on our door steps. Our manufacturers are protected and always will be to the extent of the freight rates over 3,000 miles of stormy ocean and perhaps a thousand miles of railway haul, plus a revenue tariff; in addition to the protective tariff rate of about 60% (including jokers) that we, the ultimate consumer, have to pay to our manufacturers. It is this fact that accounts for the abnormal prices of our millionaire manufacturers, such as Carnegie, Frick, Wood and some thousands of others.

The ultimate consumers of today, burdened by excessive war taxation, is beginning to rebel against this millionaire tax. Our millionaire manufacturers, such as the United States Steel Corporation, and others are the spoiled children of our national family. They are 136 years old. Old enough to wean. To stand alone, just as the farmers do.

WE ARE TRYING TO DO UNTO OTHERS AS WE WOULD HAVE THEM DO UNTO US. WHAT IS SAID FOR THE GOOSE IS SAID FOR THE GANDER. LET EACH STAND ON HIS OWN BOTTOM.

The farmers can no longer afford to pay tribute, nor any interest, or class. All the great corporations and business interests complain loudly, over loudly, against excessive war taxation and then quietly, smoothly and expertly pass them on the ultimate consumers for payment. Right then and there, the foundations are laid for our ever-recurring panics. You cannot keep your cake and eat it too.

The great buying power of our ultimate consumers are scientifically stolen, (absorbed is the polite word), by the selfish short sighted interests. A protective tariff is an unjust tax paid by the many to the few. Paid by the poor to the rich.

TO OUR READERS:—We trust that our readers will understand and remember that the editorial policy of our paper is non-political, and articles that we print sent us by individuals are printed by us with the idea that every one has a right to his own opinion.

We take no stand one way or the other and only wish to encourage our readers and members of the Farmers Union to send in articles for publication which will be printed if at all possible.

EDITOR.

More than four-sevenths of the farm income is consumed in paying interest on charges on mortgages, personal debts and taxes. The farmer needs a return on his labor or there is small hope for agricultural prosperity. We have to eat to live. Food is necessary, and the bulwark of our food supplies comes from our own American farmer. While the success of crops depend, to a great extent, in weather conditions, yet such may be more successfully handled for the benefit of the farmer, thus giving us greater farm supplies, by cooperation and cooperative marketing of farm products—Southern Labor Review.

Three Counties Hold Successful Quarterly Meetings

Nemaha County Membership Drive Gained Them 26 New Members. Miami County Drew Up Some Good Resolutions. Republic County Discusses Tax Amendment

CENTRALIA AND SATISFACTION.

Nemaha County has several things of which to be proud. Her land yields an abundance of the finest fruits of the ground. Her hills break the monotony of the plains. Her cattle dot the pastures as they grow into beef that tops the market. Hogs fatten from her wonderful crops of corn. Children fill the schoolhouses where they receive instruction that aids in keeping the morale up to the top. Towns have their High Schools and their football teams and many are the tussles that the youngsters engage in on the field in matching the cunning and strength of youth.

Of all the achievements of the County there are none that count for the good of all as much as the splendid Farmers Union and Business Associations.

The Union Store at Centralia is a boost for any county and a thing to be proud of. Clean and neat with obliging clerks and a very likeable manager who has the backing of a board of directors that know how to co-operate. The shelves are filled with good goods not the shoddy stuff that a dago delights in selling to suckers but standard brands of fruits and vegetables. On a cash basis with equity and justice and special privileges for none the store has stabilized the price of eggs and butter and cream and now you can see the farmers that know service and good goods when they see it, all trading with the best store in town. Two stores have shut down and quit since the Farmers Union Store started in business in Centralia. The feeling of jealousy still exists in the hearts of some of the merchants and now and then a new effort is made by them to wean the Union members away from their own store but the wise members don't bite on the pin hooks but sit tight and support their own concern.

The Elevator gets practically all the business in coal and corn and wheat and the other elevator man is compelled to borrow wheat to feed the weevils that bored in his elevator. The Farmers are all more than satisfied with the Union Shipping Association which handles a big lot of the live stock of the community. The manager "Slim" as he is known greets all with a good word and a smile and he has the satisfaction of knowing that when he answers the last roll call that he will have friends to lay him away in his last resting place.

A. R. Robinson, Frank Braun, C. A. Lynn, G. W. Cashman and other of the standbys are always on the job and to sacrifice a day or two for the good of the Union does not break their heart because they have devoted some time and effort for the good of the cause, but on the other hand, is a pleasure for them to know that they have done something to pave the way for their children and those that scoff at the Union. These men, are doing not less than was to Carpenters Son when he stood for the principles that were based on the Golden Rule, and was crucified on the wooden cross of Calvary.

Thirty-four new members were signed up in the weeks drive for members. Several more wanted time to think about joining the Union hadn't heard about the Union or any of the things that have been accomplished thru cooperation. News to some that lived in the shadow of the store or elevator, that the two concerns had placed in the depreciation reserve \$1,210.00, and then had a clear profit of \$5,043.22 on the business did in the two concerns. Lack of interest on the part of some of the farmers only keeps that part of the County from being the best co-operative country in the United States.

Four meetings were held at different schoolhouses and it is hoped that the things that were said will lend encouragement to the loyal members and help those that are indifferent to realize that they have a moral duty to perform by helping their neighbors to hold the ground already gained and add recruits for the good of the principals of cooperation as established by the Farmers Union.

M. O. Glessner.

Accrued Rent 25.00
Inventory 6,244.23
Buildings & Equipment 15,885.80
Furniture & Fixtures 1,560.60
Truck 250.00
Stock Sales 200.00
\$33,251.66

Less Reserve for Depreciation 2,439.25
\$30,812.41

Real Estate 1,000.00
Deferred Charges
Unearned Insurance 149.00
\$31,961.41

Liabilities.
Accounts Payable \$ 898.66
Notes Payable 15,050.00
Accrued Interest 576.98
Accrued Taxes 87.35
Capital Stock 11,647.00
\$27,647.97

Less Reserve for Bad Debts 200.00
\$27,447.97

STOCKHOLDERS RESERVE \$118.44

L. E. FRAKER, Auditor.

ANOTHER VOICE FROM NEMAHIA
Editor Kansas Union Farmer,
Dear Sir:

The Third Quarterly meeting of the Nemaha County Farmers Union recently held at Goff, Kansas was only a partial success. On account of the busy season we had only a small crowd.

First we partook of the Basket Dinner, after which the regular rotation of business took place, then as none of the appointed speakers had arrived, a regular round table meeting was enjoyed by about 20 members. The ideas exchanged at this meeting were certainly food for mastication on the way home and for some time after.

This was a very interesting meeting present enjoyed very much, including your secretary as well as judging from the interest taken.

The Annual meeting will be held at Seneca, Kansas on Dec. 10th, 1924. "It will be a hummer." Every member of the Nemaha County Union was made a Committee to boost for this annual meeting. The Secretary was instructed to get the best deal possible. Also a Free Picture Show in the evening.

Watch the date for the annual meeting.

JOEL STRAHM, Co. Sec.

REPUBLIC COUNTY UNION MEETING.

The third quarterly meeting of the Republic County Farmers Union was held, 1st, with nine locals represented, in Belleville, Wednesday, Oct. 9, by about sixty delegates.

Geo. R. Bundy, county president, presiding. The regular routine business of the County Union was attended to.

The chief topic of discussion was the constitutional amendments, to be voted upon at the coming election, especially the one known as the tax amendment, giving the legislature power to make needed change in the tax laws. Every one present was interested in this and quite a lively discussion took place as to whether this amendment should be adopted or not, some took a very decided stand against it and others were of the opinion that its adoption will be beneficial.

The question was left to the delegates to be taken up with the various locals, and was recommended that at least one meeting between now and election, be devoted to studying and discussing this amendment, so that all members may be able to vote intelligently on this most important change to the constitution.

A unanimous vote of thanks was tendered Grace Hill Local for the excellent manner in which they conducted the county Union picnic, they had entire charge of the arrangements, everything necessary for the comfort and entertainment of the visitors was provided for and the Grace Hill Union folks are sure entitled to much credit.

The next quarterly meeting will be held in Belleville, Wednesday, December 3, election of officers and other important business to be considered. A speaker will be present and a good old fashioned country dinner will be served to all present, don't forget the date.

R. M. GLENN.

MIAMI CO. FARMERS UNION WILL ORGANIZE CREAMERY

The third quarterly meeting of the Miami Co. Union No. 59 was held in Paola Oct. 4, 1924 and was fairly well attended. Much interest was manifested in regard to organizing a cooperative creamery with central location in Paola. The committee which has the matter in charge asked for more time to get it before the different locals. Brother L. B. Smith reported on the benefits derived from a plant of that kind; also gave a synopsis plan of handling the business and told of their working

(Continued on page 3)

LIVE AT HOME.

For some months there has been a movement on foot in Virginia which if carried forward to a successful conclusion, will, we believe, be the greatest ever started for the benefit of our farmers.

It is a movement which was started and is being propelled by the Extension Division of the Virginia Polytechnic Institute, and is called by Director Hutcheson, the Agricultural Independence, or Live at Home Campaign.

Director Hutcheson and his staff of agricultural workers, co-operating with other agencies and organizations in the state, have secured signatures of several thousand farmers to the enrollment cards in this campaign. The only thing required of farmers who join this campaign is to do seven (7) out of ten (10) of the following things:

1. To raise enough corn and hay to carry him one year without buying.
2. To raise enough wheat to supply his family for one year.
3. To have a spring and fall garden.
4. To provide milk and butter for his family the whole year through.
5. To keep an average of at least thirty hens.
6. To improve his orchard this year.
7. To work for richer lands.
8. To enroll one or more of his children in club work.
9. To add some home conveniences.
10. To do something to beautify his homestead.

We wonder if there is a farmer in Virginia who will not sign up in this campaign; and, after signing up, put forth every effort towards doing all ten of the things on the card. The inaugurator of this campaign only ask for a seventy per cent farmer, but why not be an hundred per cent farmer? Complete freedom and independence is the reward for being able to live at home.

This matter of agricultural independence will be one of the important features of the Farmers' Institute, at Blacksburg, August 6th to 8th. There will be speakers who will tell in a practical way how to do all of the ten things on the enrollment cards of this independence campaign. Do not miss this opportunity; do not neglect to get all the information that is to be had on the subject of independence. It is a matter worth more to farmers than all else, for when they are able to live at home, they are then and not until then, masters of themselves.—Southern Planter.

THE SIMS AND GLESSNER ROUNDUP

"There shall be the chattering of teeth and the quaking of knees and they shall pray for the mountains to fall upon them, but it shall be of no avail for there is no escape," taken from the pop of Pauls Pistol, 44, and Last Shot.

We are starting the fire that shall

envelope the entire southwest part of Kansas.

Cowley county is the scene of the present smoke.

A Fair the Fairest that Cowley County has known is in progress at Winfield. Pure bred live stock parade before the thousands that are itching in the palm for a chance to sign a membership card to join the newly organized Shipping Association organized at Winfield and officered with the best men in the country with Ed Ehmske as shipping agent.

Insurance is selling like hamburgers at a beggars convention with Ralph Fisher at the bat.

Rain makes the roads longer the short way than the long way.

Union spirit is ever kept alive by the Hackney Harmony Hounds.

Watch this space for we may give away a million dollars in prizes and you would loose out if you miss a report.

SEVENTY THOUSAND MINNESOTA FARMERS CO-OPERATE IN SELLING BUTTER

Although organized less than a year ago the butter sales department of the Minnesota Cooperative Creameries Association, St. Paul, Minn., sold 158 cars of butter in June. Shipments to New York City and Philadelphia were approximately 46 cars, the other 112 cars went to markets in which association butter is just getting a foothold. Sixty-six of the 158 car lots were forwarded by boat from Duluth at a considerable saving in freight. The butter to be sold through the butter-sales department is assembled, inspected and prepared for shipment at receiving stations established by the association at St. Paul and Duluth.

"Land O'Lakes" butter made from sweet cream not over two days old, sold on the New York market, according to the manager of the department, for 1.05c a pound above the price of extras. Arrangements were made recently for Federal-State inspection of all butter to be sold under the "Land O'Lakes" brand. Each label will show the facts connected with the inspection of the contents of the package to which the label is affixed.

A small quantity of butter, coming from a single county, is sold with a certificate guaranteeing that its made not over 48 hours fresh, sweet cream, but that all the cream is produced by 100% tuberculin-free herds.

Butter is taken over for sale by the butter-sales department only as rapidly as satisfactory marketing outlets can be established. At the present time the association is actually selling the output of about 300 of the 475 creameries in the federation.

The butter from the other creameries is forwarded to market to be handled on consignment.

During the month of June the 475 creameries, with their 70,000 patrons, which are organized to form the association, forwarded to market 357 carloads of butter which sold for more than \$4,000,000. The New York office of the association handled 203

cars of butter and 3,721 cases of eggs; the Philadelphia office, 23 cars; and the Chicago office, 19.

The cost to the member creameries of the field and city market services furnished by the association was four-tenths of one cent a pound for the month. The creamery machinery and supply department of the association during the first six months of 1924 made approximately eight thousand net profits of this business. These sales amounted to \$723,900. The net profits of this business were \$80,000. Last January a patronage dividend of nearly \$40,000 was paid on the 1923 business.

The auditor's report for June gives the net worth of the association as \$215,548; total assets, \$679,532; current liabilities, \$430,524; and outstanding certificates of indebtedness, \$53,559.

The Minnesota Cooperative Creameries Association, Inc., was organized June 7, 1921. In January of 1923 it reported 382 member creameries, and a year later, 450. Now there are 475. Each member creamery is bound to the association by a membership agreement running for two years and then continuously, except that either party may terminate the agreement on January 1 of any year after 1926 by giving 30 to 60 days notice. The agreement provides for (1) the purchase by the member creamery of a designated number of shares of the capital stock of the association; (2) payments by the member to the association for services rendered of 1/4c a pound on all butter marketed, 1% of selling value of other products, 2c per cwt. on butter for district associations, the expense of grading, testing, loading, storing, financing, and marketing of butter delivered to the association for sale, and 1c per pound on butter sold by the association, to be used in creating a permanent liquid revolving fund which will be covered by certificates of indebtedness running for two years; (3) the setting up and conducting by the association of a field-service department, a claim department, and a traffic department; (4) the establishment of offices in New York, Philadelphia, Chicago and St. Paul; (5) the establishment of shipping units; and (6) the creation and operation of a purchasing department.

The field-service department of the association was one of the first to become fully developed. Fieldmen were selected who assisted the creameries to secure high-grade cream and to manufacture products of even and dependable market quality.

Shipping units were organized that the output of the creameries might be assembled economically in car lots for movement to the consuming centers. It is estimated that the saving in freight because of consolidated shipments is over \$200,000 a year.

The certificates of indebtedness, issued to cover deductions for working capital, bear interest of 6% annually and are payable in two years.

The agreement gives the association authority to "establish such grades, brands, and labels as it deems advisable," and to mingle butter of like grade. The creamery agrees that "it will pack, mark and ship its products in and under such grades, brands and labels, and in such quantities and standards as the association shall from time to time prescribe."

Liquidated damages for breach of contract are placed at 1/4c a pound on all butter not consigned or marketed in accordance with the terms of the membership agreement.

A cooperative creamery patronage contract has been drafted and its use by local creameries in dealing with their members is suggested. The contract calls for the delivery of butter produced by the signing member for a period of five years. Breach of contract on the part of the producer calls for liquidated damages at the rate of 5c a pound. The producer agrees in event of possible breach of contract to an injunction and a decree of specific performance.

FACTS AND FIGURES

H. D. Collins sends in the following from Neo sho County.

During the year of 1923 Mr. Heaton shipped 49 car loads of stock, hogs, cattle and sheep.

Suppose that the operator would make 50c per cwt.

These figures are very conservative and they show that by the Union shipping to the Live Stock Commission Company that there is left in the pockets of the Farmers in a small territory the little sum of about \$4,000.

To you who read this column from time to time, are these facts not convincing? While you are reading do you not think of some other argument, why a Farmer should belong to the Farmers Union? If you do, sit down and write it to us today. Your reasons might make some man see the light, who had never thought of belonging to the Organization before. EVERY LITTLE BIT HELPS.

THE ONE GREAT EXPORTING NATION OF THE WORLD. NO OTHER NATION EVER EXPORTED FARM PRODUCTS, MANUFACTURED GOODS AND CASH OR CREDITS AT THE SAME TIME.

We are over developed. The United States Corporation seldom uses over 60% of their capacity. Our coal mines could produce twice as much as they do. Our flour mills could grind three times as much flour as we have ever consumed. Our woolen mills lie idle one-half of the year. We are over organized. Labor thinks it is talking good sense when it demands a "living wage," a "saving wage" thirty hours labor a week.

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In other words, Labor sells time, not work. MACHINES DO THE WORK IN AMERICA. We are the one nation provided with machinery. Pauper labor cannot compete with machinery, steam, electricity, water,

FACTS AND FIGURES

H. D. Collins sends in the following from Neo sho County.

During the year of 1923 Mr. Heaton shipped 49 car loads of stock, hogs, cattle and sheep.

Suppose that the operator would make 50c per cwt.

These figures are very conservative and they show that by the Union shipping to the Live Stock Commission Company that there is left in the pockets of the Farmers in a small territory the little sum of about \$4,000.

To you who read this column from time to time, are these facts not convincing? While you are reading do you not think of some other argument, why a Farmer should belong to the Farmers Union? If you do, sit down and write it to us today. Your reasons might make some man see the light, who had never thought of belonging to the Organization before. EVERY LITTLE BIT HELPS.

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One of the great drawbacks to farmers is farmer leadership. It is not meant to confine the farmer to the farm alone but to membership. I am going to suggest a suggestion whereby we can go to leadership all the way from local members up. Each local should have an organizer and business agent in the same person. Each county should have a county organizer and business agent, both in the same person and so on up to the state and national. The local union's business agent should immediately follow the line of organization. The business of the local should be to see that every farmer in his territory becomes a member of the union and also to keep up business agent membership. This local organizer and business agent should be a part of the dues of each member and a percent of the business agent should see that every farmer in the county is a member. After the county is also organized, the county business agent should have a county business agent in each of the various locals and counties should be connected with the state business agent and organizer. One of the troubles with keeping a lack of interest in the local members of interest to the members. The local organizer and business agent could have some very interesting and profitable work with the members at least twice a week and that the members would come to these meetings and get something of price not what they wanted to buy but on the products on which the membership was combining. If we carry on more business in the county we then could educate the membership and develop the membership in the ranks. The state business agent should be doing something of this kind and be done in order to hold the membership and have an opportunity to educate them.—Iowa Union Farmer.

The Countrywoman

ONE YEAR TO LIVE.

Mary Davis Reed, Hagerstown, was awarded second prize of \$25 in the contest recently conducted by the Baltimore Evening Sun. She received the prize for the following answer to the question, "What would you do if you had only one more year to live?"

"If I had one year to live;
One year to help; one year to give;
One year to Love; one year to bless;
One year of better things to stress;
One year to sing; one year to smile;
To brighten earth a little while;
One year to sing my Maker's praise;
One year to fill with work my days;
One year to strive for a reward
When I should stand before my Lord,
I think that I would spend each day,
In just the very self-same way
That I do now. For from afar
The call may come to cross the bar
At any time, and I must be
Prepared to meet eternity.
So if I have a year to live,
Or just one day in which to give
A pleasant smile, a helping hand,
A mind that tries to understand
A fellow-creature when in need,
'Tis one with me—I take no heed;
But try to live each day He sends
To serve my gracious Master's ends."
—Literary Digest.

PREVENTION IS BETTER

THAN DENTISTS' BILLS
We are now learning the far-reaching effects of diseased and improperly cared for teeth, and most of us have had it thoroughly impressed upon us that a clean tooth is a sound tooth. This statement may need some qualifications, for if the health is below par, the tooth will suffer from internal conditions.

However, a great aid in keeping the teeth sound and the enamel unbroken, is to care for them regularly and intelligently. Most people know that decaying food particles are a menace, because in the warmth and moisture of the mouth the decay spreads or infects the tooth structure, and when the mischief is begun it takes expert attention to halt it.

However, many do not realize that an acid condition of the mouth also causes a great deal of dental trouble. This over-acidity is held in solution in the saliva and penetrates to the crevices and to the portion of the tooth just overlapped by the soft, sensitive gums. If this condition is allowed to continue uncorrected, difficult-to-reach and painful cavities begin to make their appearance. Many of these are in the "necks" of the teeth or that portion just out of sight under the gums. These are especially painful in the filling, and if the dentist is not consulted frequently, are likely to escape attention until a good deal of trouble has started. The same sort of cavities from the same cause start in other places.

A very good way to prevent this trouble is to test the saliva with a small strip of litmus paper which can be obtained from the druggist. If the litmus when moistened becomes reddish in tint, it shows the presence of a good deal of acid.

A tooth paste or wash should then be selected which will counteract this, and once a day in addition to the regular cleanings, the teeth should be brushed thoroughly and the mouth washed with something alkaline. Salt, borax and mi are good. — Kansas City Star.

MANY GOOD USES

FOR GREEN TOMATOES

When the first hard frost leaves a large supply of green tomatoes on hand, some of them will undoubtedly be made into pickles, but they are also good to use in many other ways. Green tomatoes cut into half-inch slices, sprinkled with salt, dipped in flour or fine bread crumbs, and fried till tender in a little fat, are excellent. They may also be fried with sliced onions. The following recipes for using green tomatoes have been tested by the Bureau of Home Economics of the United States Department of Agriculture.

Stewed Green Tomatoes.

8 large green tomatoes.
1½ teaspoons salt.
Pinch of pepper.
2 tablespoons butter.
4 tablespoons sugar.
4 tablespoons bread crumbs.
Scraped onion for seasoning.
Scald the tomatoes and remove the skins. Cut into pieces, boil until tender, season, and thicken with bread crumbs which have been browned in the butter.

Cream of Green Tomato Soup.

12 green tomatoes.
1 cup water.
¾ teaspoon soda.
4 tablespoons butter.
2 cups milk.
1½ teaspoons salt.
2 tablespoons flour

1 small onion, cut fine
Pinch of pepper and curry powder.
Boil the tomatoes with the water until tender, and put through a strainer. Sauté onion, pepper, and curry powder in butter, remove the pieces of onion, then add the flour and later the milk, to make a white sauce. Add the soda to the hot tomato pulp. When the white sauce is thoroughly cooked, blend the two mixtures and serve at once.

Green Tomato Pie.

4 or 5 medium-sized green tomatoes.
½ lemon, sliced very thin.
¾ teaspoon cinnamon.
½ teaspoon salt.
1½ tablespoons cornstarch.
¾ cup sugar.
1 tablespoon butter.
Slice the tomatoes and heat slowly in a saucepan with the sugar, lemon, salt and spices until the tomatoes are tender. Add the cornstarch and cook until the cornstarch does not taste raw. Take from the fire and add the butter. Line a pie tin with pastry and bake the lower crust for 12 minutes in a moderately hot oven until a delicate color begins to appear. Put the tomato filling in this prebaked crust, cover with an upper crust, and bake about 12 minutes in a hot oven, or until the upper crust is done.

If there is insufficient liquid in the tomatoes to cook them, a small amount of water may be added when stewing them. It may be necessary to use more or less cornstarch, according to the amount of tomato juice present.

Green Tomato Marmalade.

6 pounds green tomatoes.
6 cups sugar.
1½ teaspoon salt.
6 lemons.

Wash and trim the tomatoes and cut them into small pieces and add the sugar. Cut the lemons into very thin slices and boil for about five minutes in one cup of water to which the salt has been added, and add this to the tomato and sugar. Heat this mixture slowly, then cook rapidly, stirring constantly, for about one-half hour or until the marmalade has the consistency of thick heavy jam. These proportions will make about three quarts of marmalade.

Green Tomato Mince-meat.

4 quarts sliced green tomatoes.
2 quarts pared and sliced tart apples.
½ pound seeded raisins.
½ pound currants.
4 tablespoons minced citron.
4 tablespoons cinnamon.
4 teaspoons allspice.
14 teaspoon cloves.
5 cups brown sugar.
2 cups vinegar.

2 cups water, or more water and less vinegar if the latter is very acid. Chop the tomatoes and the apples fine. Add the other ingredients and boil the mixture slowly until the tomatoes are tender and the mince-meat is thick and not watery. Stir it occasionally to prevent burning. If desired this may be sealed in sealed jars for later use. The quantities given in this recipe should make about three quarts of mince-meat.

When a large number of green tomatoes must be handled they may be brined. Direction for brining vegetables may be obtained from the Bureau of Chemistry, United States Department of Agriculture. The brined tomatoes, when freshened, can be used for pickles and relishes of various kinds and also for mock mince-meat.

FOWL TUBERCULOSIS SOURCE

OF TUBERCULOSIS IN SWINE

Field observations by Federal veterinary inspectors support the belief of research workers that tuberculosis in poultry is an important source of similar infection among swine. A report submitted to the Bureau of Animal Industry, United States Department of Agriculture by Dr. Ralph Graham, one of its inspectors is of particular interest because it indicates how easily avian tuberculosis can be detected.

Inspection of the premises where the hogs originated showed that none of the cattle were infected and that no dairy products from any public creamery had been fed to the swine. With this possible source of infection eliminated the veterinarians turned their attention to the poultry. Slaughter of a few suspicious looking fowls revealed the presence of avian tuberculosis.

This was the case on more than two-thirds of the premises visited. It is believed by the veterinarians making the inspections that avian tuberculosis could have located in virtually all of the places visited if it had been for the practice followed by some of the farmers of killing all chickens that appeared unthrifty.—Arizona Cattle Man and Farmer.

The Progress of the Grange in a Co-Operative Way

With the subject of cooperation occupying so prominent a place in present-day discussion, and with so many actual experiments under way throughout the country, any phase of it offered for discussion attracts instant attention; while the topic is always timely for Grange consideration, in view of the large part the organization has played in the development of cooperation during the past half century, and especially since the definite project launched at the Pittsburgh session last November and the far-reaching work on it done since that time.

A prominent Grange leader in the Central West has recently asked for "a real article on cooperation" that shall stress its vital elements and attempt to clear somewhat the hazy atmosphere surrounding the subject, and in answer to this request, made at the Washington office of the National Grange, Dr. T. C. Atkeson, out of his long experience with economic affairs, has contributed the following article which is exceedingly interesting. He discusses the big subject of cooperation from many angles, but especially as seen from the Grange viewpoint. The real need of the farmers is the vital background from which Dr. Atkeson approaches the subject. Granges everywhere may wisely give a program place to this illuminating analysis of one of the biggest subjects that ever gets a place in their discussions.

A Study in Cooperation.

The Declaration of Purposes says: "We propose meeting together, talking together, working together, buying together, selling together, and in mutual protection and advancement, as occasion may require."

The Grange, therefore unalterably endorses cooperation. But it adds and qualifies that endorsement by common sense. When are we to cooperate? Why are we to cooperate? The answer is we are to cooperate "for our mutual protection and advancement," that is the reason; and we are to cooperate "when occasion may require," that is the time.

The Declaration further says: "For our business interest we desire to bring producers and consumers, farmers and manufacturers, into the most direct and friendly relations possible. Hence we must dispense with a surplus of middlemen, not that we are unfriendly to them, but we do not need them. Their surplus and their exactions diminish our profits."

Four questions seem to me to be raised by these quotations from the great document, the cornerstone of Grange progress and success. These questions must be raised as to every proposed and existing cooperative movement. If they can be answered satisfactorily as to that particular cooperative enterprise, then it is well. One of these questions is, "Does the occasion require cooperation?" Another question is "Is cooperation required for our advancement?" Its twin sister is, "Is cooperation required for our protection?" The form of statement in the Declaration indicates that both answers must be affirmative. The final question is, "Will this particular cooperative effort bring producers and consumers closer together?"

Cooperation has been defined as a system of business. This choice of words clearly expresses an idea which is far different from the hazy notion that is being passed around from mouth to mouth in the present current discussion and advocacy of something which the talkers call cooperation, but of which they have no clear-cut conception. It can only benefit farmers, or consumers, if it is actually a business, operated on the same principles—in every respect—which make up a successful private or corporate business—honesty, efficiency, service, business judgment, every service or commodity purchased honestly bargained for and paid for, every service or commodity sold honestly bargained and the pay for it honestly collected, and the two so balanced that the transaction returns to those engaged in it a better price or a greater profit than they could individually or collectively have secured by doing the business in some other way. Cooperation may be made profitable by loyal and intelligent direction, but there is nothing inherent in the cooperative form of business which makes for its success in any degree greater than exists in any other system of business. It cannot be put into successful operation by legislation.

The most important question to be answered by any group of people who plan to go into a cooperative business enterprise, in competition with existing private or corporate concerns, is to inquire whether or not the necessary services which are being performed by the private or corporate concern can be performed as well for less money, or better at lower proportional cost, by the cooperative. There must be a clear-cut decision on this point, based on volume of business to be handled. Sentiment, lack of information on this subject, have caused more cooperatives to be formed and wrecked than any other single error. It is the answer to this problem, figured to the last detail, which supplies the answer to all four of these questions implied by the statements quoted from the Declaration of Purposes, as to "protection," "advancement," "the occasion's requirements" and "bringing producer and consumer closer together." To answer this it is requisite to know the necessary costs of buying and selling, that is of distribution. It is necessary to know what the existing agency receives for these services, and so far as humanly possible what it will cost the cooperative to perform the services.

No organization in the world has either had the experience, or given the study to this question, that has been given it by the Grange. No other organization has provided such a thorough school of experience and of precept, preparing men and women to carefully decide whether or not cooperative marketing organizations should be formed, and to carefully manage such organizations when and where formed. The map indicating the location of existing cooperatives in the United States will show the preponderance of associations of tried and tested success where the Granges have prepared the way.

Free service by members, service paid for at far below its current competitive commercial value, use of members' property without compensation, legal and business services contributed "for the good of the cause," all incidents in the time of organizing and starting highly recommended cooperative enterprises—all of them unselfish contributions which these making themselves frequently believe to be of the finest character in the long run prove to be unavailing, lead to false first estimates of costs, and may, unless at least properly valued and accounted for in the long time look at prospects, budgets and real business operations, seriously interfere with the ultimate success. Not estimating these services, if they are necessary, at their real value makes a false balance sheet, and that is fatal to any "system of business."

The record of cooperative success, in spite of this cold, calculated necessity for knowledge of detail in advance, is a tribute to the value of cooperation itself. The United States Department of Agriculture has kept a careful record of cooperative organizations in the U. S. for many years. The records of new organizations in the past six years is of great interest. It shows, however, that either because the field is well occupied, or because of some other reason, the wave of new organizing is over and nearly subsided. The Department figures show the following number of new organizations by years:

Organized in	'18	'19	'20	'21	'22	'23
Kind of cooperation						
Grain	229	383	314	117	86	23
Co-operative Projects in United States						
Fruits & Veg.	33	42	84	103	73	11
Dairy products	72	82	78	61	34	15
Live Stock	61	111	109	142	90	28

Total 895 618 585 423 288 77
It will be noticed that the largest number of new cooperatives were organized in 1919. Cooperatives always prosper on an ascending market and the reverse follows a descending market. There must be a reason.

The principle behind this whole matter is actual knowledge of all the facts by those most interested, right on the ground. The Grange officers, the best way the members of any community have ever had to have a place

where they could "meet together, talk together, work together" to determine whether or not the need existed for the cooperative. When the need exists, and all concerned know it, the way is plain, and the things the cooperative may do are well known and well understood. Any thing less than this means failure.

All this discussion has to do with the establishment of the local cooperative buying or selling unit. These when needed, are the real farmers' cooperatives. Cooperation is a state of mind as well as a system of business, and many economic fallacies have been committed in the name of cooperation. Many people seem to think that cooperation is a system peculiar to agriculture, which is a basic error. Dr. Gladden in his "Applied Christianity" tells us: "Men cannot cooperate successfully for any purpose if the sole bond between them is self-interest." Self-interest must be subordinated to the common welfare. Altruism is an important factor. Selfishness has wrecked more cooperative undertakings than anything else. No farmer organization can long survive after its leaders become ambitious for political offices.

Lord Macaulay says: "No undertaking which requires the hearty and long-continued cooperation of many independent states is likely to prosper." That is just as true of independent individuals as it is of states. To cooperate successfully it is absolutely necessary to give up something of individual independence. This fundamental principle the Grange seeks to inculcate.

—National Grange Monthly.

COMMISSION STAKES ARE BIG

Total commissions paid for selling livestock in the chief markets of the United States in the year 1923 amounted to \$26,000,000. John M. Burns of the solicitor's office of the Department of Agriculture testified in a recent hearing conducted by a committee of the house of representatives investigating the enforcement of the packers and stockyards act. Mr. Burns estimated that the total of commissions collected was \$10,000,000 to \$12,000,000 greater than necessary, judging by the savings made by the cooperative commission agencies. The correctness of Mr. Burns' figures was admitted by Chester Morrill, who has charge of the administration of the packers and stockyards act. Mr. Morrill admitted that the cooperative selling agencies return to shippers from 25 per cent to 50 per cent commissions they collect, and in this basis farmers paid 10 to 12 million dollars more than the real cost to have their stock sold.

These men might have made their figures larger. The Omaha house of the Farmers Union Live Stock Commission last year saved 71.25 per cent of the commissions it collected. The St. Joseph house, 66%, and the Sioux City house, 50%. If all the live stock in the country were handled as cheaply as the Farmers Union Live Stock Commission in Omaha handles it, the saving to farmers, out of a total of \$26,000,000, would be \$18,512,000. Well, why not? It is simply a matter of loyal patronage of well-managed cooperative commission agencies. If this vast sum of money were returned to farmers, instead of going into the coffers of private commission firms, it certainly would help the conditions of agriculture somewhat.—Nebraska Union Farmer.

CLEVELAND CO-OPERATIVE

STORE SHOWS \$3,000 SURPLUS

The Workingmen's Cooperative Company of Cleveland reports a business of over \$100,000.00 for the first six months of 1924 and a surplus of \$3,894.00 above all liabilities in addition to thousands of dollars more rebated in cooperative dividends to its customers.

The Workingmen's Cooperative Company was organized in 1912 by Bohemian workers in Cleveland. It

now has over 1,100 members and operates six stores in the most thickly populated sections of the city. Last year it did a business of more than a quarter of a million dollars on a capital of but \$25,000.00, and showed net earnings of approximately \$8,000.00, or 80% on the actual investment. This is rather substantial proof that cooperation succeeds when intelligently applied.

Save your best corn for seed. It may be worth a fancy price next spring.

Hessian fly like early sown wheat.



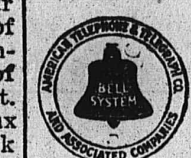
Keeping the Telephone Alive

Americans have learned to depend on the telephone, in fair weather or in foul, for the usual affairs of the day or for the dire emergency in the dead of night. Its continuous service is taken as a matter of course.

The marvel of it is that the millions of thread-like wires are kept alive and ready to vibrate at one's slightest breath. A few drops of water in a cable, a faulty connection in the wire maze of a switchboard, a violent sleet, rain or wind storm or the mere falling of a branch will often jeopardize the service.

Every channel for the speech currents must be kept electrically intact. The task is as endless as housekeeping. Inspection of apparatus, equipment and all parts of the plant is going on all the time. Wire chiefs at "test boards" locate trouble on the wires though miles away. Repairmen, the "trouble hunters," are at work constantly wherever they are needed in city streets, country roads or in the seldom-trodden trails of the wilderness.

Providing telephone service for this great nation is a huge undertaking. To keep this vast mechanism always electrically alive and dependable is the unending task of tens of thousands of skillful men and women in every state in the Union.



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Credential blanks	10 for 5c	Business Manuals, now used instead of Ritual, each	5c
Dimit blanks	15 for 10c	Farmers' Union Song Books published by Jobbing Assn.	20c
Ode cards	12 for 20c	published by Hackney	25c
Constitutions	5c	published by Texas	30c
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.			
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for abovesupplies. He is the only one you can get them from.			

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