



THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XV

SALINA, KANSAS, THURSDAY, MAY 24, 1923

NUMBER 41

By Individual Selling Farmers Break Prices Their Own Products

Cooperative Marketing With Commodity Organization is the Only Solution of Problem.

(By Aaron Sapro)

One of the characteristics of individual production is that where a farmer produces as an individual, he always gets the idea that he should market as an individual, and marketing is never an individual problem, because no man in the world can market intelligently without knowing what the crop is, without knowing what the absorbing power of the markets might be at any given time, without knowing what are the channels through which the thing will move, without knowing how can he get finances to enable him to do orderly marketing during that interval. Marketing in its very nature, is a group problem, and the fundamental burden of the farmer has been that of an individual attempt to solve a group problem by individual action.

Well, what's resulted? A million men and women raise cotton. Each one of them brings his cotton into market after it's been ginned; and he starts in to offer it on the market. He does not know its grade; he does not know its characteristics as to color and so on. He simply takes it to a street buyer and urges the street buyer to take the cotton. And what happens? The farmer does not know how much cotton the market can take at that time without a collapse. The individual farmer has not any money, so that he can even wait a few days within which to sell his cotton, because he owes money for the production of the cotton; and unless he gets some immediate money his creditors will foreclose on him and take that cotton away. So he is impelled to sell it immediately, not by reason of supply and demand, but by reason of his credit situation; he is compelled to sell it immediately and blindly on a market that he knows nothing about. What is the result? Each one of these farmers dumps his cotton on the market against every other farmer who is selling cotton. You have ten or twelve of them, each urging the street buyer to buy his cotton. You have cotton competing against cotton for the buyer instead of having buyer competition against buyer for the cotton, and the result is that the farmers by individual selling break the prices of their own products.

Exchange Not To Blame
The farmer must never blame boards of trade or exchanges or speculative buyers when their prices are low. The farmers have developed the system of individual selling, which makes low prices inevitable, as far as the farmer is concerned. Individual selling means dumping. Dumping means low prices; and the speculator simply stands on the side and does what you or I would if we were in the same place; he picks up the cotton, he picks up the wheat, he picks up the tobacco, he picks up the cheese and butter and prunes and beans and eggs; he picks up all these products at the cheapest price he can, and sells them at the highest market price he can. He does what you or I would if we were in his place, and the farmers, by individual selling, make it possible for him to carry out his will on either way, and to buy at lowest price from the producer and sell at the highest organization price to the ultimate consumer.

Now the only man who can really cure that situation is the farmer, and he can't do it by help from the government; he can't do it by prayer; he can't do it by begging the problem and then organizing from an economic standpoint to solve that problem. And here is what we have found: that wherever you have the right kind of cooperative marketing association, you stop the dumping of farm crops, and you substitute for dumping the merchandising of farm crops, and the merchandising of farm crops means simply the control of the movement of those farm crops so that they go into the markets of the world in such times and in such quantities that they are absorbed at prices that are fair under commercial conditions.

No one farmer can merchandise his crop, but every co-operative organization on the commodity line can merchandise crops because when you get a commodity organization you have reached the same point that ordinary business has in the United States.

Why Co-operatives Have Failed.
Now if you keep that in mind then you will understand why a great many have failed, and why a great many are succeeding, because you cannot merchandise any crop unless you organize that crop on a commodity basis, instead of on a local basis. You must get the aim clear. The aim is to merchandise and to stop dumping; and then you must build the right kind of machine to take you to that goal. That means you have got to develop the right type of technique to handle the cooperative marketing association.

Now the technique of cooperation has really been worked out. There has been enough experience with co-

operatives that have failed to understand the reason for those failures. There is enough experience now with cooperatives that have succeeded to be able to put your finger on the reason for success. With every cooperative that has succeeded the aim is merchandising. With the cooperatives that have failed the aim is frequently wrong, and the technique is almost invariably wrong.

The technique can almost be put into a nut shell, and its this: First, to distinguish perishable products from products that are either non-perishable or that can be made into non-perishable; and then to build up around each one of those types its own kind of association; but in all cases to organize to sell by the commodity and not by the locality. You must organize by the locality to receive, to pack, and to store. But you must organize by the commodity in order to market. Every interest in the United States except farming is organized to sell by the commodity, and until the farmers learn that point of technique, the cooperation is in vain. That is why three thousand or so alleged cooperative elevators in the Middle West have done a real service in grading, receiving and storing, but have been unable to solve the marketing problem of the wheat growers. That is why the couple of thousand cheese factories in Wisconsin have done a real service in the manufacture and grading of cheese, but have not yet solved the problem of the marketing of cheese.

You can organize by locality for manufacturing, for receiving, for grading, for packing, for storing, but you must organize by the commodity for marketing purposes. So if you get the aim clear, which is to merchandise, and get the technique, the chief point of which is to organize by the commodity instead of by locality, and then if you get business men to manage the association instead of untrained men, the results are inevitable. And we have been learning that because the farmers have learned that farm experience does not make a man an expert in selling, and that the farmer, in order really to get a chance in the markets of the world, must have the right kind of organization, with the right kind of aim, and experienced business men to handle the technique and control all of the association to control all of the operations. These are the three big things you and I have been learning in cooperative marketing.

Report of Committee on Agricultural Cooperation

By W. C. Lansdon, National Organizer

(Editor's Note:—On account of limited space, Mr. Lansdon's interesting report to the last National Farmer's Union Convention will be presented in five installments.)

PART ONE

Distribution and Scope of Work
During the year now ended I have attended and addressed farmers or Farmers Union meetings in the following named states: Iowa 1, Kansas 26, Missouri 12, Minnesota 12, Nebraska 15, Tennessee 8, Wisconsin 1, and Virginia 43—A total of 113.

It was also my privilege to attend and address the annual conventions of our organization in Virginia, Kansas, Nebraska, Oklahoma, and Tennessee. It is a pleasure to report that the Union is in a sound and flourishing condition in all these states except Tennessee. Some measures for the rebuilding of the organization in that state are necessary and should be worked out by the secretary of the National Union in cooperation with the official family of the Tennessee Division.

In December of 1921 I attended the first quarterly meeting of our board of directors in Washington. At the request of President C. S. Barrett I acted as chairman of a committee on Agricultural Credits. Following the declaration of the Topeka convention of our organization that the War Finance Corporation should be reorganized and converted into a credit agency for the service of agriculture only, that committee of which John Trombley of Kansas, A. C. Davis of Arkansas, C. J. Osborne of Nebraska, and George L. Sands of Colorado and James H. Collins of Colorado were members, drew a bill providing for the organization of the National Farmers Finance Union. It enacted the proposed law will reconstitute the War Finance Corporation as an agricultural credit agency financed by the government, but with provisions for the application of profits to the retirement of government owned shares and its ultimate conversion into a true cooperative credit association for the purpose of financing agricultural operations and of making loans to cooperative marketing organizations. This proposition is now pending in congress and is known as

the Norbeck-King bill.

In January, 1922 I attended the National Agricultural Conference held in Washington on the call of the president of the United States. In that meeting I served as a member of a sub-committee on cooperative marketing. I also appeared before the general committee on banking and credits and made some suggestions and recommendations as to the sort of relief through financial channels that would be helpful to farmers. In part my suggestions were incorporated in the report of that committee. My judgment little was accomplished at the National Agricultural Conference. Only about one fourth the membership were farmers or representatives of farmers organizations. The other three-fourths of the membership was made up of departmental officials and employees, professors of agricultural colleges, and representatives of banking and other business interests. With such persons any real constructive work in the interest of agriculture was impossible.

At different time during the first half of the year I attended a series of wheat growers conferences held at Topeka, Denver, Kansas City, Chicago and St. Paul for the purpose of working out a system of coordination among the Growers Associations of Oregon, Washington, Idaho, Montana, North Dakota, Nebraska, Kansas, Oklahoma, Texas, Colorado and New Mexico. The four northwestern states had already federated their growers associations into the Northwest Wheat Growers Association. Tentative plans for establishing three other regional wheat marketing zones were agreed to. The Southwest Wheat Growers Association, made up of the Oklahoma, Texas, and New Mexico state units has since been formed and is now selling grain for its farmer members. The formation of the North Central Wheat Growers Association with the market outlets through the Twin Cities and Duluth and of the Central Wheat Growers Association, marketing through Kansas City, has been delayed, but a meeting will be held in Minneapolis on December 9th to complete the organization of the zone elements and to perfect their federation into the American Wheat Growers Association. I assisted in drawing the contracts, articles of incorporation and in working out other details for the organization of the Farmers Union Wheat Growers Cooperative Association and the Farmers Union Tobacco Producers Association. These projects are now in process of organization. Their membership is restricted to farmers who are in good standing in the Union. I also assisted President E. L. Harrison of the Kentucky Farmers Union in every way that I could in the formation of several Union commodity marketing associations in that state.

In collaboration with Secretary A. C. Davis of the National Union and John O. Schrover, Vice President of the Nebraska State Union, I assisted in the preparation of a Manual of Organization, Practices, Methods and Procedure for the use of Organizers, Local, County and State Unions. It is the belief of the committee that prepared this Manual that its general adoption would greatly increase the usefulness of all our individual organizations throughout the country. It has been printed, and supplies in quantity may be obtained from Secretary Davis.

The year just ended has been the busiest twelve months of my life. On checking over my various itineraries I find that I traveled 23,777 miles by train and 3,700 miles by automobile in order to make my various engagements. Wherever I have been I have had the whole-hearted co-operation and assistance of local, county and state officials. It is my belief that all units of our nation wide organization are now working more harmoniously and effectively than ever before in the history of the Union.

Local and County Unions Must Be Vitalized
Comparatively few of our local and county unions are realizing their possibilities of usefulness to our membership and to agriculture. The weakest place in our organization is the point of contact between the individual farmer and the Local Union of which he is a member. Every thoughtful man in the Farmers Union knows that something must be done to make the local and county organizations more effective, and humanly worth while. How that is to be done is for us to solve in connection with the growth and development of our society.

I am convinced that we have overstressed the purely utilitarian and business aims of our organization. It is good to be able to work out and successfully apply plans for making or saving money, but we must not forget that no generation ever stands still. Men who are active today will be gone or useless tomorrow. The places of those who pass on must be filled. This means that we must continually interest ourselves in the preparation of our successors for the work that they must carry on when we are no longer here.

The first step towards the vitalization of our Local and County Unions is the complete comprehension of the fact that no rural organization or community and educational work can get anywhere without the help of the women and young folks. There are far too many Locals that are made up

(Continued on Page 4)

Your Live Stock Commission Makes Big Gains

Volume Business Alomts Doubled. Leading all in Hog Receipts

The Farmers Union Live Stock Commission, Kansas City, Missouri, sends the following report. Each month of 1923 has shown the following increase in business over the same months of 1922: January 70 per cent—February 84 per cent—March 85 per cent—April 100 per cent—May up to May 15th, 92 per cent. Total number of car loads handled from January 1st to May 15th, 1923—2314.

The official records of the Kansas City Stock Yards Company show that the Farmers Union Live Stock Commission stands third in point of receipts among all firms on the Kansas City Yards for the month of April 1923.

For the past seven months this firm has stood at the head of the list among all firms here in hog receipts. For the first four months of 1923 handling 298 car loads more than any other firm on the Yards. Receipts for May show that the record is being kept; and of the 3,911 hogs sold on the open market the week of May 7th, the Farmers Union handled 8,815.

Such a record obviously means that the Service is right. This record should be encouraging to all men in favor of cooperation; as it is agreed that the greater volume of business handled through one channel the greater the saving in marketing expense and success in any cooperative operation all along the line.

A great deal has been accomplished in this work on the Yards. Our competitors have been educated to know that a cooperative live stock commission company has every right that an old line firm has to operate on the open market. Men in the country have come to know that there is no reason why a cooperative firm should have just as keen and capable a force as can be found anywhere. All this educational work has done a world of good, but it has also set the stage for the entering of other cooperative commission companies. And the work that has been done will make possible a quick growth of another cooperative firm. The public is fickle—apt to forget for a time who did the pioneer work. It is the history of invention and business and war, that those who sow the seed of success do not always reap the harvest. The thought all true cooperators should keep in mind is this: The Farmers Union Live Stock Commission must not only be the leading cooperative firm on the Yards, but must lead by a good many laps.

One sure way to eliminate the speculation or gambling in farm products is organization.

Have you performed your Union duty yet? Be sure to ask the next non-member you meet to join the organization.

SERIOUS FARM LABOR SHORTAGE MUST BE FACED

There is little doubt apparently that farmers the country over are facing a labor shortage, as bad if not worse, than any existing in recent years. Building and industrial operations of all kinds, vastly expanded, are using the lure of wages entirely beyond the highest possible farm scale, to attract the labor they must have if their rate of production is to be maintained. Even then the supply is short. In thousands of cases, farmers themselves have gone and are going.

But the real farmers of the country must meet the situation. How are they going to do it? The most obvious and logical thing to do is to limit the crop acreage to that which can be efficiently handled with the permanent labor. This may or may not mean reducing best seed planted, now in crops but it certainly permits of no extension. More crops for hay and forage can be planted. Soybeans, cowpeas and similar crops which need little attention once they are started can be put in. More land can be added to permanent pasture and possibly more livestock kept. At any rate it seems safe to say that no more land should be planted than the farmer himself can care for, at least until there is a more equitable balance between the price he receives for his crops and the cost of help.

The other, almost equally obvious and logical thing to do is to make sure that every acre in crops produces the utmost. Much of the fitting, planting and fertilizing has been done. If the land has been carefully prepared and the best seed planted, the attention to fertilization. If heavy applications have been planned, so much the better. Well-prepared, well-planted, well-fertilized and well-protected crops will go far toward making follow acreage reduction or poorly handled crops on large acreage.

WHEN WILL WE GET NEXT?

Organized business is rapidly getting possession of the farms of our country. Not because they particularly want the farms, but because in the very nature of their intensively organized effort property accrues to them as does a nail to a magnet. Remember it is always the nail that is drawn to the magnet—not the magnet to the nail.

Organized business is acquiring farm mortgages by the wholesale. It is so easy of accomplishment. All they have to do is take. There is nothing to prevent them.

Organized business has secured control of the coal, the oil, the water power, in fact practically all of our national resources. As individuals we have kicked, writhed and howled. But that didn't do any good. We weren't organized, so we failed to get a hearing. Will we never wake up?—Iowa Union Farmer.

COOPERATION

It ain't the guns nor armament,
Nor the tunes the band can play,
But the close cooperation,
That makes 'em win the day.
It ain't the individual,
Nor the army as a whole,
But the everlasting teamwork
Of every bloomin' soul.

The Sentinel Poppies

By ROBERT BELL MCKENDRY

"A Memorial to Our Heroes Beneath the Poppies."

In Flanders' Field the sentinel poppies stand,
On hillside and valley, and all thro' the land;
Watch and ward sweet they keep o'er the graves of our dead,
A greeting of love held in each bobbing head.

When the winds chant a dirge for the valiant who rest,
In the soil that their blood has eternally blest,
The brave little poppies keep time with the hymn,
Nodding and bobbing with rhythm and vim.

And sometimes kind Heaven weeps over each bed,
In sorrow, 't would seem, for the lives that were shed,
Then, dropping their proud heads, the poppies bend low,
And mingle their tears as they sway to and fro.

And when chill Winter wraps her pure mantle of white
Round the forms of the brave lads who fell in the fight,
The poppies creep under the blanket of snow,
And cheerily whisper to lov'd ones below.

And so through the year the sweet story will be,—
How in sunshine and rain, or when storms cross the lea,
The sentinel poppies their faith-vigil keep,
O'er the couch of our boys as they take their long sleep.

Mourn not, then, and grieve not because they are gone;
Their valor will live in both story and song:
How to make the world safe no ground did they yield,
As they fell mid the poppies on red Flanders' Field.

And as their pure heart blood seeped down thro' the sod,
It was eagerly drank of the poppies—and God
Blessed the giving,—an immortal shield,
To guard well the memories of grim Flanders' Field.

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World's Dairy Congress Meets In October This Year---It's Importance

Aim to Reduce Cost of Production and Distribution and Improve Quality and Sanitation

President Harding has invited all nations to send official representatives to the World's Dairy Congress, which will meet in Washington from October 2 to 5. Its object will be to get together and exchange the information gained by the latest research into the influence of milk and milk products on national health, into means of reducing the costs of production and distribution while improving the quality of dairy products, into the international economic principles bearing on the dairy industry and methods of sanitary control.

The meeting will have its finger in every American pie; because \$1 out of every \$5 spent for food in this country goes for milk, butter, cheese or some other dairy product. The money caused to circulate in America annually by the cow is equal in amount to more than a third and perhaps nearly a half of our European war loans. The department of agriculture and the census bureau figure the United States has around 33,000,000 dairy cattle and that their products on the farms have a value annually of two and a half billion dollars. It is estimated that more than time the milk leaves the cow until it reaches the consumers in various forms its value has been enhanced from 100 to 1,000 per cent.

At the time of the last census, the managers of 4,565,753 farms, 71 per cent of America's 6,448,366, with an estimated value of \$48,000,000, reported dairy cattle. It is estimated that 25,000,000 people, a quarter of the continental population live on the farms reporting dairy cattle. There is no telling how many people and how many dollars are employed in conveying dairy products from the farm to the dinner table—or the ice cream counter. It is known that, of the nearly 39 billion pounds of milk produced in America in 1921, more than 45 billion pounds were used for drinking or cooking in the homes and that 46 and one half billion pounds were manufactured into food—nearly 36 billion pounds going into butter alone—most of which was consumed in America. The per capita consumption of milk in 1921 amounted to 421 1/2 pounds, or 49 gallons, a gain of 51 1/2 pounds, or 6 gallons for the year.

The World's Dairy Congress represents the first unified effort of the 23 different branches of the dairy industry of America. The modern knowledge of the vital place which milk fills as a human food, especially in the feeding of growing children, was discovered about the time that the World War broke out. The war upset research programs and hindered the normal spread of knowledge. After the war, the state department was asked to hold a Pan-American dairy meeting. It passed the proposal along to the department of agriculture, which decided upon a World's Dairy Congress and suggested to the National Dairy Show of 1920, the formation of an organization to manage the meeting. The agricultural appropriation bill, signed March 3, 1921, authorized the president to invite foreign participation in the World's Dairy Congress. In November, 1921, the World's Dairy Congress Association, the organization formed by America's dairy interests, opened offices in Washington to be near the government departments.

The nations of the world have accepted the movement with great interest. Not only will a large percentage of them be officially represented, but associations, institutions, firms and many individuals will attend or send accredited representatives. The International Dairy Federation, which was formed at Brussels 20 years ago to hold periodic international dairy meetings, chiefly of a scientific nature, in Europe, is cooperating with the association. England, Canada and other countries have appointed official World's Dairy Congress committees to organize delegations to the congress. The congress will be the first international dairy meeting to be held anywhere since the outbreak of the World War.

After the Congress sessions, the delegates and visitors will go to the 17th annual national dairy show at Syracuse, N. Y., from October 6 to 13. The show is a cross-section of the American dairy industry with competitive exhibits of dairy cattle and dairy products, an exposition of labor-saving machinery and scientific appliances.

To Interest General Public
The effort will be made not only to interest people directly engaged in some branch of the dairy industry in the World's Dairy Congress, but also the general public—especially the parents of children. Investigations of recent years have shown that milk products are vital necessities to growing children. Nutrition workers hold that Americans are not using enough milk and milk products and this was borne out by an examination conducted among 50,000 pu-

plis, ranging in age from 4 to 15, by the Los Angeles, California, school authorities. They found that nearly 42 per cent of the children, rich and poor alike, were not receiving milk regularly. They also found that, in each year, the children who received a pint of milk a day averaged three-quarters of an inch in height and two pounds in weight more than the children who did not use milk. Similar conditions have been found to prevail in many other cities. Continental United States has 25,228,000 children less than 10 years old, and several millions more in the growing stage.

The following table shows the industrial background in the United States of the World's Dairy Congress:

Total number of farms in 1919,	6,448,000.
Number reporting dairy cattle, 4,	567,000.
Average acreage of all farms, 148.2.	
Estimated value of lands, buildings and machinery per farm, \$10,248.	
Estimated value of farms with dairy cattle, \$47,000,000,000.	
Total agricultural population, 32,	500,000.
Estimated number on farms with dairy cattle, 23,000,000.	
Number of dairy cows, 23,618,000.	
Number of dairy cattle—cows, bulls, calves, 31,400,000.	
Estimated value of dairy cattle, \$1,900,000,000.	
Gallons of milk produced in 1920, 10,425,000,000.	
Value of dairy products on farms in 1920, \$3,025,000,000.	
Approximately half the milk produced each year is used for household purposes and half is manufactured into butter, cheese, condensed milk, ice cream, etc. No estimate has ever been made of the dollars invested and the people interested as employees or employers in creameries, factories for dairy products and utensils and machinery, and in milk distributing systems.	

Prices in one part of the world influence prices elsewhere and in view of that the congress will make a study of international trade conditions.—Farm & Live Stock Record.

HOW A COOPERATIVE INSTITUTION SHOULD BE RUN

First it should be run strictly on a cash basis. We probably have a better opportunity of knowing the inside of the farmers' cooperative institutions than any man in the state and we can unhesitatingly say that nine times out of ten those institutions, that have gotten in difficulty, got there by doing a credit business.

Second in importance is in seeing that the overhead expenses are not more than they should be. A cooperative store, that has an overhead expense of more than ten per cent, is not running as it should and no board of directors have a right to congratulate themselves on keeping the expenses down, unless they can get them down to at least eight per cent of the business done.

Third, another thing necessary to the success of a cooperative business institution is to build up a surplus sufficient, that except in extraordinary times the institution does not have to borrow. The hog in the stockholders often makes them declare dividends, when every cent of money should be put to the surplus. We have known institutions to declare dividends when they had had to go to the bank and borrow the money to pay them.

Too much overhead expense and too much interest will eat up all the profits of any institution.—Oklahoma Union Farmer.

FORECAST ON KANSAS WHEAT ACREAGE IS 115,088,000 BUSHELS

Topeka. — Estimated conditions prevailing May 1, the Kansas wheat crop promises a yield of 115,088,000 bushels this year, says the first production forecast made this season by Edward Paxton, statistician for the U. S. Board of Agriculture Economics. The report issued today, places the area sown last fall at 12,284,000 acres. The abandonment is estimated at 28 per cent leaving 8,844,000 acres for harvest. The condition of the crop as a whole on May 1 was 77 per cent of normal indicating a yield of about 13 bushels to the acre on the acres to be harvested. Last fall Kansas harvested wheat from 9,741,000 acres which yielded 12.6 bushels per acre and produced 122,736,600 bushels.

Indications point to insect ravages later. Much of the eastern Kansas wheat is infested with the hessian fly and the chinch bug has appeared in most of the eastern counties but may not damage wheat greatly. All the counties on the southern border from Medicine Lodge to the Missouri Line are troubled with green bugs.

The farmer who does not join a co-op when the opportunity presents itself must expect some help from the old system. It must be in the future—because it never helped in the past.

The Kansas Union Farmer

Published Every Thursday at Salina, Kansas By THE KANSAS BRANCH OF THE FARMERS EDUCATIONAL & CO-OPERATIVE UNION

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

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

JOHN TROMBLE, Editor and Manager
W. C. LANSDON, Associate Editor
DON C. ESTES, Director of Advertising

Subscription Price, per Year \$1.00

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, MAY 24, 1923

THE SUPREME COURT MAKES MORE LAW

The United States supreme court has just decided that all legislation fixing minimum rates of wages for women workers is unconstitutional. This decision automatically repeals the laws of fourteen states that have fixed such a minimum. The constitutional basis cited for this verdict is that part of the fifth amendment which guarantees freedom of contract.

It may be wrong to criticize or even discuss any law made by the sacred and august supreme court but every thoughtful man knows that a woman wage worker who must have employment in order to live in honor and safety is not on equal terms with the powerful employer to whom she sells her labor. In the great majority of cases the woman seeking to make a contract for employment is not free to accept or reject the wages offered; she must take what she can get or starve or worse.

It is worthy of note also that the effect of this decision is to denounce all price fixing laws that may hereafter be enacted either by state legislatures or the federal congress as unconstitutional. Congress and the legislatures are deprived of all authority to correct injustice by adjusting either wages or prices.

The decision holds that the question of morals should not be considered in determining wages. The fact that many employers enjoying freedom of contract under the constitution have forced rates of wages on women whose freedom of contract has been destroyed by necessity is not to be considered even if such one sided bargains force women wage workers to violate the moral laws in order to exist at all.

Women appear to be divided on the merits of the decision. One group holds that the court is right in deciding that women are not entitled to preferential treatment over men and another strong faction sees nothing but injustice and moral danger in the verdict.

STICKERBILITY HIGHLY NECESSARY

The men who grieve most over the farmers falling for falling out of the line of march before the column has fairly started are in most cases the very folks who are opposed to the whole movement for uniting the farmers into an effective force for their own advantage. By repeating over and over again in the hearing of farmers that it is such a pity that farmers will not stick together he not only convinces himself that he is telling the truth but who is more to the point and much worse he makes a lot of his farmer friends believe in the same sort of rotten stuff.

The man who says that the farmers will not stick is either the biggest liar or the biggest fool that goes about on two legs carrying on his shoulders something that is the shape of a head and at first sight looks like the usual brain case that is used by the average citizen. The farmers are the tightest stickers in this world. They stick to their job of making food for other folks through good and evil report, through times of prosperity and seasons of adversity. A crop failure this year is only another incentive to stick to the game and plant for more and better returns next year.

If there were as many merchants proportionally as there are farmers in the financial condition in which the farmer finds himself at this time the roads to the bankruptcy court would be so crowded with traffic that extra policemen would have to be stationed at every crossing within ten miles of the office of every referee in bankruptcy in the United States. Millions of farmers are broke and know it but they are sticking to the job because they want to pay their debts with money, not with discharges from bankruptcy.

It is not true that the farmers will not stick together in organizations for their protection. The Grange is more than a half a century old and has more members today than ever before in its history. The Farmers Union will be old enough to vote on the second day of next September and it is by all odds more influential, effective and useful than it ever was before. The farmers are pulling together pretty well

but there are still a few of them who let other folks tell them when to start and when to stop. The backbone of all farmers organizations, the real stayers, the weight carrying, hurdle taking distance running fellows are the lads that make up their own minds about joining and then do their own sticking.

The man who says the farmers will not stick overlooks the fact that farmers beat the whole country in sticking their names on promissory notes.

POLITICS IN THIS PAPER

The editors of this paper, no matter who they are will always have a hard job to avoid criticism by those who fear that the Farmers Union may in some fashion get tangled up in politics. Laws are passed by men who are usually regarded as politicians. If a statute affects the interests of agriculture in any way it is the duty of this paper to discuss it so that the readers may know what it means. If it is a good law designed and likely to promote the prosperity of those who work the farms it is right that it should be commended. If it is a bad law it is equally certain that the defects and results of its application to our problems should be constructively criticized. In either case the law was enacted by a legislature or a congress that was controlled by one or the other of the great political parties. It is not strange therefore that commendation or criticism of the law is often construed as commendation or criticism of the party that controlled the law making body by which it was enacted.

This paper has criticized the new intermediate Credits law. It has pointed out that farmers may expect very little relief from this measure so far as their individual operations are concerned but that it will supply the credit required for the success of co-operative marketing through the great commodity associations through which the farmers hope to get substantial relief. There are other defects and other merits in the law which have been mentioned or will be discussed from time to time. There has been no partisanship in these discussions. There will be none. Both parties united to pass the law. Its faults are no more due to the Republican party than its merits are to the Democratic party. There has never been a word in these columns endorsing a law as a party measure or an administration, a legislature or a congress as a partisan body.

The following "Observation" recently printed in the Jewell County Monitor is manifestly unfair and must have been called out by something that was printed concerning the merits of a law or an administrative act. Certainly there is no excuse for stating that this paper is being used as the mouthpiece for any political party. Thus the Monitor:

"I belong to the Farmers Union and loyally patronize our local elevator. In all the commodities kept there in stock that I can use; but the way W. C. Lansdon runs the Kansas Union Farmer sometimes makes me tired. The great burden of most of his articles is to lambast the Farm Bureau and write Democratic editorials. I have never heard any one accuse him of being a farmer. He was once the Democratic candidate for governor and is a politician first, last and all the time and does not seem able or inclined to refrain from making our Union paper his partisan organ. Instead of promoting co-operation he is alienating many of the friends of Farmers Union, and, unless something is done to promote a better spirit of harmony, more county unions will experience the fate that has come to the Smith county Union, which was recently declared to be bankrupt and all its elevators sold under the hammer at a very great loss to the stockholders."

There are several misleading statements in this quotation. W. C. Lansdon does not "run" the Kansas Union Farmer. This paper is the official organ of the Kansas Farmers Union which hires Mr. Tromble and Mr. Lansdon to get out the paper and holds them responsible for whatever is printed. They do their work under the supervision of the board of directors of the organization.

This paper has never lambasted a single Kansas farm bureau. On the contrary it has repeatedly commended the work of the extension service and of the county agents but has from time to time ventured to say that both the county farm bureaus and the agents would be more useful and more generally supported if they would stick to the field prescribed for them by federal and state laws. It has been necessary to criticize the Farm Bureau Federations, both state and national neither of which was set up under the sanction of the law and both of which have done many things that have impaired the usefulness of the county agents and their supporting associations, the county farm bureaus. The writer of this "Observation" is one of those men who are not able to distinguish between two essentially different things—the county farm bureaus and the Farm Bureau Federation.

Whether Mr. Lansdon is a farmer depends altogether on the point of view of the men who are not satisfied with his editorial work. Every dollar that he has in the world is invested in farms. Being engaged in Union work he does not personally operate his properties but leases them to three farmers who make a living for their families, twenty-two persons in all, and sometimes pay the owner almost enough rent to pay his taxes.

If Mr. Lansdon is a politician there are a good many people in Kansas who have misjudged him. It is the universal complaint of the men with whom he has been associated in politics that he has less political sense than any other man who ever ran for an office in this state. He has refused lucrative and honorable appointments offered him by the present and other governors of Kansas. He wants no political office of any sort state or federal.

It is true, of course, that Mr. Lansdon was

twice nominated for the governorship of Kansas. That was an honor that he did not ask for and in each primary campaign, with active opposition in the field, he made a record that is unique in American politics—he never wrote a letter, spent a dime, or asked any human being to vote for him either time. During each campaign for the primary vote he was out of the state and entirely out of touch with the Democratic party organization.

The Smith county Union was not put out of business by politics. In fact it has not been put out of business at all. The Smith county Farmers Union Cooperative Business Association is out of business, unfortunately, but politics had nothing to do with the failure of that enterprise. The fatal blunders in the management of that business that finally resulted in disaster were made a good while before Mr. Lansdon was an officer of either the state or national organizations of the Farmers Union.

Further along in the same article, which is reported to have been written by a brother of Congressman Hays B. White, there is a discussion of the results of co-operative live stock marketing. The Farmers Union houses at Kansas City, St. Joseph and Omaha, are mentioned, but the figures given are inaccurate and misleading. The Farmers Union houses at Denver, Sioux City, South St. Paul, Chicago and East St. Louis where we are associated with the Missouri Farmers Association are wholly ignored. The houses "fostered by the Farm Bureau Federation" are all mentioned with detailed figures as to business and results.

The fact that Mr. White has detailed knowledge of the business of the Farm Bureau Federation live stock commission companies and very little information concerning the Farmers Union houses might lead a suspicious person to conclude that he is supporting the Federation live stock marketing program. He says that he is a member of the Union and loyally patronizes the local Union elevator. That is fine. He says also that he has just returned from taking a shipment of live stock to Kansas City. Is it fair to ask him whether his live stock was sold for him in Kansas City by the Farmers Union or the Farm Bureau Federation house?

Mr. White says that he is a loyal member of the Farmers Union. Frankly he has taken a mighty poor way to show his loyalty. If there is anything wrong with the Union, with this paper, with the officers or with the business policies of the organization he should make his complaint to the board of directors who are always ready to sit in judgment on the grievances or complaints of any member instead of printing his criticism in a journal of general circulation where they are likely to do more harm than good. The columns of this paper are always open to all members of the Union for all proper purposes and if Brother White has any further observations to make he is welcome to use any reasonable amount of space in his own paper.

Members of the Union who have grievances or complaints should lay their troubles before the proper Union authorities. Washing family linen in public is a mighty poor business.

Have you ever debated this question in your local Resolved, That the primary election is the only agency through which the voters authority can be exercised in the selection of public servants.

THE FARMERS PROSPERITY

The Country Gentleman is one of the leading papers that is trying to convince the country and especially the farmer that there is nothing wrong with agriculture at this particular time. This distinguished practitioner is very active and earnest in its campaign of Coubism as applied to rural conditions. In a recent issue it stated very solemnly and with every appearance of believing its own story that if the farmer is not prosperous it must be his own fault as his income is larger and his necessities no greater than ever before. He cannot be in debt. He cannot be falling behind from year to year. He cannot owe great sums on fixed farm mortgages that will burden himself and his children for two generations. Tenancy cannot be increasing. Farms cannot be without the comforts and decencies of modern life. Farmer boys and girls cannot be going to the cities in greatly increasing numbers. So on and so on.

All of which recalls the story of the ducky who was thrown into jail but was permitted to consult a lawyer. His attorney had him tell just what he had done to get in such a fix. After the colored brother had told his tale of woe the lawyer very emphatically declared that he could not be put in jail for that. To which the prisoner very stupidly and persistently replied that he did not know anything about the law but he was dead certain that he was in jail. The farmer may not know very much about the things so acutely analyzed and so penetratingly discussed by the talented writer for the Country Gentleman but he does know to a dead moral certainty that he is not making any money in his business operations and that he and his fellow producers owe a small matter of about \$14,000,000,000.

Now Mr. Country Gentleman, explain the farmer's debts on your theory of agricultural prosperity if you can, but use neither time or space in your explanations unless you can prove that there is no such debt and that the business has money to its credit in the bank.

Never get too busy to do a little good Union work with your non-union neighbors. They need your help.

If you are not using your local for the benefit of your community you are not realizing very many of the opportunities that you have as members of the Farmers Union.

COMMENT ON WORLD'S NEWS FOR WEEK

Germany Was Greatly Offended

Because Great Britain did not support her offer of \$20,000,000 gold marks as payment in full of reparations due France and Belgium. England not only did not take sides with Germany but sent that country a sharp letter advising another and a larger offer.

It is reported that Germany is now considering a second offer. Some of these days this matter will be settled and peace, trade and prosperity will be restored. It is pretty definitely known that Germany has plenty of funds on deposit in foreign banks to pay a just indemnity.

Harding Will Discuss Transportation

In his address at Kansas City. The business interests down there are much worried over the proposal to merge the railroads of the southwest into two or three great systems. They are afraid that Kansas City would become a mere wharfing station for the trains of lines operated out of Chicago or St. Louis.

President Harding is reported to be in favor of the merger plan. In his Kansas City address he will doubtless support his position with data and argument favorable to the merger. The president may be right. The people anyway are willing and anxious to know why he believes that the proposed wholesale mergers are way out.

The President Will Speak at Hutchinson

About the middle of June. It was announced originally that Mr. Harding would make his speaking tour for the purpose of presenting the merits of the World Court to the voters. It has since been determined that other questions of importance will be discussed in some of the addresses in this connection the Kansas Farmers' Union has sent the following letter to the White House:

"Sir: We have just learned that you will make a public address at Hutchinson, Kansas about the 16th of June. We are very much pleased to know that Central Kansas will be favored with a place on your speaking schedule. At Hutchinson you will be in the heart of the winter wheat belt of the middle west. Kansas, as you know, one year with another produces about one-fourth of the winter wheat crop of the republic. For the three years wheat has been sold for less than the cost of production. As a result wheat growers have suffered losses that have ruined thousands of farmers and that have reduced all producers of this most essential of all the great food staples to the verge of bankruptcy."

We are writing this letter to ask that in your address at Hutchinson you deal with agricultural conditions and especially with the unfortunate and disastrous situation in which the producers of wheat, through no fault of their own, find themselves at this time. This is a matter that is of the very greatest importance not only to farmers but to all that are dependent for their prosperity on the purchasing power of agriculture."

County and Rural High Schools

Should serve agriculture and their courses of study should be made up in such a way that students and graduates may be prepared for the duties and obligations of life in the country and on the farm. The most serious criticism that can be made against any public high school is that it devotes too much of its energies and resources to the preparation of students for admission to colleges and universities that nine-tenths of them never see.

The Reno County High School appears to be conducted on the right plan. It has a forty acre farm, a residence for the teachers, barns for its herd of registered pure bred cows and poultry, and all the facilities required for a school whose first purpose it is to educate the boys and girls from the farms for life on the farms.

THE CUCKOO'S NEST

One of the strangest of all birds is the cuckoo. The mystery which surrounds its habits and habitat has never been solved by ornithologists. There is nothing more weird than its method of propagating its kind.

For 300 years, a consistent hunt was made for a cuckoo's nest. Even the telescope was used in an effort to follow the female to its nesting place. Patience was finally rewarded by a remarkable discovery.

The cuckoo builds no nest. It does not hatch its own eggs. It feeds no hungry mouths. It rears no family for itself. It has no domestic troubles. It should worry. It takes things very comfortably.

It lays its egg and takes it in its bill and sneakily deposits it in the nest of another smaller bird, usually a sparrow, and leaves this little mother to hatch and rear a cuckoo along with its own young.

The cuckoo has its counter-part in the human family. Farmers, everywhere, are struggling to extort from unwilling manipulators, a just wage in the shape of at least fair prices for their products.

The accepted method of procedure is along the lines of cooperative marketing. Various associations, representing different commodity lines, have been organized and are functioning most profitably.

But their success is measured only by the number of members, the acres or pounds of crops, the majority of which it is sought to control through

Our new state superintendent of public instruction can do no greater service for this state than to see to it that the rural and county high schools of Kansas carry out the purposes for which they were established. The taxpayers are not primarily interested in the work of feeding colleges with annually increasing numbers of freshmen so much as they are in educational agencies that prepare for practical work on the farm.

William Allen White, Kansas Editor and Writer.

Has just been awarded the Pulitzer prize of \$500 for the best editorial published in the United States during the year 1922. White did not write his piece for a prize. He printed it in the Emporia Gazette in protest against attempts to restrict freedom of speech and of the press. The editorial, entitled "An Anxious Friend" and was probably written about the time his old enemy, Governor Henry J. Allen, was trying to put White in jail for defending his right to hold and express his own opinions. Here's the editorial that took the prize:

"You tell me that law is above freedom of utterance. And I reply that you can have no law unless there is enforcement of law. Unless there is free expression of the wisdom of the people—and, alas, their folly with it. But, if there is freedom, folly will die of its own poison, and the wisdom will survive. That is the history of the race. It is the proof of man's kinship with God."

"You say that freedom of utterance is not for time of stress, and I reply with the sad truth that only in time of stress is freedom of utterance in danger. No one questions it in calm days, because it is not needed. And the reverse is true also; only when free utterance is suppressed is it needed, and when it is needed it is most vital to justice. Peace is good. But if you are interested in peace through force and without free discussion, that is to say, free utterance decently and in order—your interest in justice is slight. And peace without justice is tyranny, no matter how you may sugar coat it with expediency. This state today is in more danger from suppression than from violence, because in the end suppression leads to violence; violence, indeed, is the child of suppression. Whoever pleads for justice helps to keep the peace; and whoever tramples upon the plea for justice, tempests made in the name of peace only outrages peace and kills something fine in the heart of man which God put there when we got our manhood. When that is killed, brute meets brute on each side of the line."

"So, dear friend, put fear out of your heart. This nation will survive, this state will prosper, the orderly business of life will go forward if only men can speak in whatever way given them to utter what their hearts hold—by voice, by posted card, by letter or by press. Reason never has failed men. Only force and repression have made the wrecks in the world."

College Professors Like Other People Are generally anxious to do better for themselves. They are not so very highly paid as a rule and of course are always willing to accept new positions that pay higher salaries. Every time one of the teachers in a Kansas institution of higher education gets a call or rather a raise from some other college and naturally accepts the chance to advance himself there are a lot of half baked folks who set up the cry that our state is being deprived of needed talent because we are too stingy to pay fair wages."

This old cry is being raised again this year because the word, whether true or not, has gone out that the State Board of Administration proposes to revise the salary lists of the state schools downward if possible. This is all bunk. Some mighty good money may leave the state to accept places but the uneasy and alarmed individuals who think our schools will be wrecked by the transfer of a few

love the greatest results attempts at pooling. As full control is had, the greater the success. The farmers composing these organizations are the same men who have borne the brunt of the battle for better laws affecting agriculture, the establishment of rural credits and better marketing conditions.

Against this organized band, not only have the predatory interests fought, but also all of those who "farm the farmer" and decline to recognize agriculture as the basic and largest industry in this country.

And now comes the saddest of all oppositions—the "cuckoo farmer". He is the man who declines to join a farmers organization; he will not pool his tobacco, peanuts or cotton. He is the non-cooperator.

He has had no part in the battle for his rights; he enjoys the beneficence of rural credits—the hand-out of others; he ships at reduced freight rates secured by others; his market is made safe for him by others.

He receives a better price for his products—the result of the sweat of the other men's brows. He enjoys the fruits of organization without cost of time or labor. His responsibility for its maintenance is nil.

FARMERS MUST ORGANIZE It is generally admitted that an organization of the entire farming class to render means of living less dangerous by the farmer obtaining an equitable share of the fruits of his toil is the most vital necessity of the present day.

To obtain this necessity and achieve

professors to better jobs ought to know that the indispensable man has never yet been discovered. There is always a better man for the vacancy left when a good one goes elsewhere. The schools are much more likely to be improved than injured by the introduction of a little new blood into the faculties.

The professor who is worth his pay is always worth more and someone will find it out and grab him off for higher usefulness. This will give the state a chance to take advantage of the ambition and ability of new men who are waiting for chances to prove their worth and are willing to work for reasonable wages.

Eat More Wheat Is The Latest Slogan

Of those who would increase the price of wheat by enlarging the demand in this country. It is estimated that if every person in this country would increase his wheat consumption to the extent of one slice of bread per meal the new demand would absorb all the present exportable surplus and then some.

There is a lot of sense in this movement. In the first place wheat in the various edible products made from that grain is not only the best but the cheapest food in the United States. It would still be the cheapest food of all the food staples if the price should be doubled. A greater consumption of wheat products would reduce the use of many alleged foods that are more harmful than useful. Nor would the increased use of wheat result in a decreased market for other real food staples made by American farmers.

Three hundred million more slices of bread each day would of course have to be buttered. Just figure out how much that would increase the annual demand for butter. The additional dairy cows to provide this new butter supply would eat a lot of alfalfa, corn and other feeds and would produce a great quantity of manure that would restore the fertility of millions of acres of worn out farm lands every year.

Every farmer can mighty well afford to take part in the campaign for a wider use of wheat.

Labor Shortage Becomes More Acute

Every day. There are plenty of skilled workers, expert tradesmen, trained mechanics of every sort in the country but there are not nearly enough plain hard fisted common laborers to do the unskilled work required in the various industries. Great corporations and interests are bidding against each other for the services of common working men.

It is reported that beet sugar producers in Michigan have gone into Texas and have hired all the Mexican laborers that could be found in that state. The railways and other enterprises that have used this labor at rather low rates in the past are making a terrific protest but what good will it do. Even a Mexican will better his position when he can and so the railways will soon be forced to again increase the wages of section hands.

As for farm labor the outlook is almost hopeless. Not only is it all but impossible to get the seasonal labor required for berry picking, harvest, corn gathering and threshing but it is increasingly difficult to get any sort of hired man to stay all the year round on farm work. On top of all this the young men are leaving the farms daily for the better paid work of the cities and industrial centers. During the year 1922 more than a million able bodied men and women left the farms. That movement is increasing in volume.

The only way out for the farmer appears to be through the development of machinery that will enable the older men and the boys girls and women left in the country to keep up the agricultural production without which the world cannot be fed. It looks like a good time to stick to the farming business but the men who do so must be ready to work harder than ever before in their lives if the volume of production is maintained.

farm organizations have been too different in form to classify but nevertheless without some results. It is enough to say however that those that took in others than farmers went to the rocks most speedily while those that started with an elaborate platform of abstract principles got sooner or later into fatal complications and slowly but surely became exhausted.

In talking you invariably hear that farmers will not stick and that co-operative business enterprises are a failure. The farmers bury the majority in this class. Don't you believe that it reflects upon the intelligence of ourselves to admit that we have not got the brains and stickability to handle our own products.

You don't condemn the entire banking system because banks fail, you don't condemn the mercantile or other enterprises because there happens to be a few failures. Then why condemn the co-operative movement for a few failures, especially since each has not been without results.

Failure is nothing less than education and we profit by our mistakes. Co-operation can be a success only when we are actually willing to co-operate not only by saying so, but by giving of our financial as well as moral support.

Thousands and thousands of dollars have been saved during the past year through co-operation and millions more can be saved if we are willing to do our share and co-operate.

Boys' and Girls' Club News

PIG AND CALF CLUBS FOR BOYS AND GIRLS

Boys and girls calf, pig and chicken clubs are among the possibilities of good things in store for the boys and girls of Saline County. The Chamber of Commerce took up these subjects at the noon meeting Wednesday and the board is very favorable to doing its share of work to put them across. The plan is successful everywhere tried and it helps to make the boys and girls on the farm take a greater interest in their work.

CORN CLUB DOUBLES YIELD

For the last ten years Arkansas corn-club boys, following cultural methods recommended by agricultural extension workers, have each year, a little more than doubled the average corn yield per acre of the State under the usual methods of cultivation, according to reports to the United States Department of Agriculture.

CHAMPION CANNING TEAMS SAIL MAY 23RD.

The Champion Canning Teams of the United States, together with their leaders and all of their friends here when they sail out of the New York harbor on the Steamship La France, May 23rd, for a three months trip to France and Europe.

The young ladies taking the trip, which was awarded at the last Boys and Girls Club Congress at Chicago in December during the International Livestock Exposition, are Miss Alphonse Amquist, Asst. State Club Leader, Iowa; Miss Maude E. Sheridan, State Club Leader, Colorado; and the Misses Esther Bollbaugh, Beulah Rogers and Kathryn Bollbaugh of Iowa, and Bertha Boger and Elaine Hendricks of Colorado.

Enroute to New York from their homes they will stop over at Chicago one day to attend the Conference of Extension Workers, also at Washington where they will be received by Government officials in and out of the Department of Agriculture.

The trip to France was awarded by the American Committee for Devastated France.

KEEPING CHILDREN ON THE FARM

At a recent meeting of the Pima County Farm Bureau there arose an informal discussion which was far more important to the members of the organization than the regular order of business. The question came up as to why children did not stay on the farm to take up and carry on the work of their parents. Many and various were the reasons given. Some of the older members complained that the youngsters preferred the wild life of the cities and their attractions, than they did for cultivating the soil. The impression seemed to be that it was the children's fault. One member, however, hit the nail

on the head in our estimation. "My boy," he said, "could not be dragged off the farm. He is an average boy, and probably just as sensitive to the appeal made by the city life as any other boy would be. But there is a way in which he is handled that makes him like the farm life. He is, in fact, as well as in theory, my partner. He can try any experiment along the line of farming and live stock raising that he wishes. If he has no money to work with, he can get it from me. One incident will illustrate my point. He wanted to join a Hog Club. I did not have the money to let him buy the animal. But I told him he could go to the bank and borrow the money on his note, and that I would endorse the note. I called up the banker and told him that he should let him have the money on the boy's note, that it would be a practical lesson in self finance for him, and naturally that I would endorse the same. The banker let him have the money.

"Well, that boy took so much interest in raising that hog that he made a wonderful animal out of it. I would not trade that hog for any other in the county. I believe that it was the best investment we made."

This is one right way of keeping the boy on the farm. Let him understand that he is a partner in the success as well as the losses on the farm. It will give him an incentive to work for this family partnership. Many a father gives his son a calf or pig, or pig to feed, and when it is sold, the son gets nothing for his work. That is false partnership. Give the boy his just share of the work on the farm and you will keep him there. Arizona Cattleman.

SHOWING INTEREST IN AGRICULTURAL WORK

Much activity is featuring work of boys and girls in Okaloosa county, and Miss Bertha Henry, home demonstration agent in a recent report said there are fifteen children's clubs and seven woman's clubs in the county.

Since the first of the year a total of 11,000 have been examined by Dr. F. A. Brink, district health officer, who is cooperating with the home demonstration agent in health work with the children. Forty-five children have set hens and seventy-two have started gardens, two hundred twenty-seven children have joined the sewing clubs and there are three hundred and fifty children members of the home demonstration clubs.

BOY WINS CULTIVATOR
Coveta—Phillip Clay of Coveta has won the new model cultivator offered by the Rock Island Railway company to the club member making the best showing in corn club work in 1922. His yield was eighty-eight bushels and twelve pounds on one-acre tract.

up the profits which they have made off the farmer before he woke up to churning his cream instead of selling it.

Bill:—Well that is not treating the fellow fair, after he has built up his creamery and trade for the farmers to go to handling and churning their cream and selling none to him, forcing him to sell his creamery at what ever he can get for it.

Ole:—You appear to be more concerned in his welfare than you do in your own Bill. Is that your last argument against joining the Union and the Creamery Association. Pity for the other fellow? I am sure he has not that much pity for you. I presume that if a fly bit on you, you would push his back through the skin and sucking your blood, your pity for him would be so great that you would just let him set there until he had his fill even if it took the last drop of blood you had. That is about the condition that the farmers are in, they have been profiteered on until they, as farmers, have been about profligate out of business and when the farmers can no longer make a living on the farm, the profiteer's business will last about as much longer as the fly would last on you after all your blood had been sucked out, just long enough to consume the remains. No, Bill, there are other things the profiteers can do and they will find something to do, if nothing else they can become farmers and stand an equal chance with other farmers, but neither profiteer nor farmer can last forever under the present plan or lack of plan. We must cooperate or join the Creamery Association.

Bill:—Well I guess you are right Ole, but I must go. Goodbye.

EMPLOYEES TELL HOW THEY MAKE COOPERATION
One of the best ways of judging a cooperative is to ask its employees about it. That's what the Franklin Cooperative Creamery Association of Minneapolis has done, and here are some of the answers the managers got from 60 of their employees. They ought to convince any Doubting Thomas that there is more than mere talk in cooperative principles; real cooperation is practiced as well as preached.

These are a few of the answers the workers in the Cooperative Creamery gave to the question "Why are you working for the Franklin Cooperative?"

"Because the workers are going together, always pulling together for one thing, 'the largest creamery in the city.' When we go to the customer we know we have quality and purity which we have never had before."

great cause. Cooperation, you get wonderful results."

"Because it educates and does not drive its workers."

"Because the Franklin Cooperative Creamery is one of the strongest proofs that the workers can be trusted to operate and manage industry for the benefit of the workers and the public."

"Because at the Franklin Creamery the profits gained by the worker's toll are not going to tear down his standard of living for his family, and that to regain his loss he won't have to stand on a picket line while thousands of babies are doing without milk."

"Because I believe in cooperation as the best way to change the present economic system under which the consumer is paying the highest and the producer gets the lowest possible price for his products. Cooperation is simply democracy in industry. We recognize no masters, no slaves."

With visions like these, it is easy to understand why the workers of the Franklin Creamery have been able to handle a business of \$1,600,000 and roll up earnings of more than \$100,000 during the past year. Cooperation not only pays in dollars and cents to the consumers, but pays in happiness and opportunity to its workers.

MILK CONSUMERS GET LOWER PRICE

The Milk Producers' Cooperative Marketing company of Chicago reports that a large number of groceries and other stores have recently contracted with the company to sell its bottled milk at 10 cents per quart or 2 cents under the prevailing price.

Because milk dealers refused to purchase milk from the company, a plant was opened by this organization early in 1922 to care for the milk of its members. At this plant milk is handled according to the latest improved methods. The bottling and capping machines have a capacity of 96 quarts per minute. Butter is made in two electric churns, each with a capacity of 900 pounds, and packed in a cooling room equipped to handle 10 tons of butter every eight hours. Twelve motor trucks are used

to distribute the products of the association throughout the city.

THE NICK OF TIME
The boy stood on the burning deck, When all the rest had fled, His coattail burned up to his back, But he never lost his head.

Up on the roof he began to slide, His heart began to fail, Just in time to save his hide, His pants caught on a nail.

The tramp lay on the railroad track, Sleep had closed his eye, While he raised up to scratch his back The train went whizzing by.

The birds in town were starving to death, No matter how they'd rattle, As the streetcar struck, she held her breath, While the oats poured from her bustle.

He missed the train, it had a wreck, His heart was in a flutter, He would have gotten on by heck, But then he had to stutter.

The gambler sold the farmers wheat, He acted mighty cool, But the farmer dodged the gambler's clutch, WHEN HE SIGNED UP FOR THE POOL.

M. O. Glessner.

OHIO GOES STRONG ON COOPERATIVE SELLING

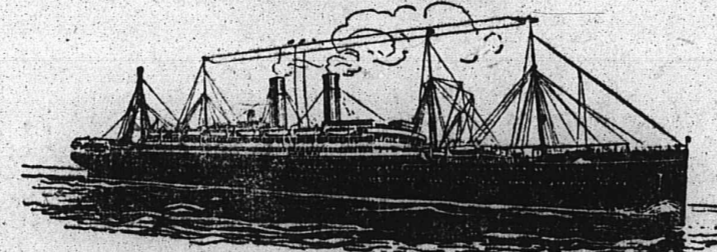
Columbus, Ohio.—(Special Correspondence)—The cooperative marketing of nearly every farm commodity produced in Ohio will be considered during a three-day conference of cooperative marketing leaders of the state. It is expected that plans will be developed for unifying cooperative marketing of Ohio products with similar work carried out in adjoining states.

Included in the list of commodities for cooperative marketing consideration are livestock, grain milk and other dairy products, fruits, vegetables wool and poultry products.

Announcement

THE GREAT NORTHERN STEAMSHIP COMPANY

(Incorporated)
Boston, Mass.



Announces that Arrangements are Now Being Made for Monthly

\$110 Round Trips to Europe

Boston—Southampton Boston—Gothenburg

\$110 ONE WAY \$65 **\$138 ONE WAY \$75**

Connecting for London Liverpool, LeHavre Christiania, Stockholm, Helsingfors, Danzig, Riga, Copenhagen

THE ABOVE PRICES INCLUDE RAILROAD FARES TO PORTS AS FAR NORTH AS STOCKHOLM

The Company plans to carry approximately two thousand passengers monthly. Make your plans now for a trip during the coming season.

Lives of passengers will be protected by EVER-WARM SAFETY-SUITS

which prevent drowning and protect from exposure

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RESOLUTIONS OF SYMPATHY

Resolutions of Sympathy
Whereas it has pleased our Heavenly Father to remove from our midst the wife of Brother James Haysen, be it resolved that we, the members of Rock Creek Local No. 1810, extend our heartfelt sympathy to Brother James Haysen and further resolved that a copy of this resolution be sent to the Kansas Union Farmer and to the Local paper for publication and a copy to the bereaved family and one spread on the minutes of our local.

Signed: Mrs. Chas. Leeth, Mrs. W. Larrick, Mrs. A. F. Breithaupt.

RESOLUTIONS OF BELLEVUE LOCAL NO. 2042

Whereas our Heavenly Father in His wisdom has decreed that the earth life of Carl Hansen have been completed, be it resolved that we, the members of Bellevue Local No. 2042, extend our heartfelt sympathy to the bereaved family and one spread on the minutes of our local.

Whereas Carl's honored father and mother Mr. and Mrs. Wm. Varnas and his sisters Grace and Arvid are true friends of our Union and among our true friends, be it resolved that we, the members of Bellevue Local No. 2042, extend to the bereaved family our sincere sympathy in their dark hour.

Be it further resolved that a copy of these resolutions be sent to the Kansas Union Farmer and the Colony Free Press and a copy be spread upon the minutes of our local.

Ray Sickle, Secretary, Cliff Henderson.

Whereas our dear Heavenly Father in His infinite wisdom has called home from our midst our most true and faithful President and brother, Hubert Clemens, local, Home and Union, be it resolved that we, the members of Root Local No. 1288 extend to the bereaved family our most sincere feeling of sympathy in this their hour of deepest sorrow.

Geo. W. Coe, Frank Reicher.

Whereas it has pleased God in His infinite wisdom to remove from our midst Mrs. Lois Moore, wife of S. A. Moore, be it resolved that the members of Prairie Home Local No. 2070 extend their heartfelt sympathy to the bereaved family in their sorrow.

Be it further resolved that a copy of this resolution be sent to the Kansas Union Farmer and the Colony Free Press and one to be spread on the minutes of our local.

Committee: Mrs. Lura Lee, Mrs. Mabel Cox, Mrs. Ruth Greager.

Whereas brother Fred E. Loomis has been by death removed from our midst, be it resolved that from our midst this local loses a loyal member and a good friend, be it resolved that the members of Pleasant Dale Local 438, extend to his family our deepest sympathy in their sorrow and a good friend, be it resolved that the president be instructed to transmit a copy of these resolutions to his family and a copy be spread on the minutes of this local, and a copy sent to the Union Farmer & publisher.

F. H. Harvey, James W. Freeman, H. M. Keener, F. H. Huming, V. C. Reed, J. H. Ball.

Whereas our Heavenly Father in His infinite wisdom has seen fit to remove from our midst the faithful wife of our brother, Henry Hoffing, be it resolved that we, the members of St. Paul Local No. 1788 extend to the bereaved brother and family our sincere and heartfelt sympathy in their hour of sorrow.

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

F. J. Severt, Committee.

Whereas, our Heavenly Father, in His infinite wisdom, has seen fit to remove from our midst our sister Mrs. C. B. Schafer, be it resolved that we, the members of Summit Local No. 1874, extend to the orphan children, their mother, sister, and heartfelt sympathy in this their hour of sorrow.

Mrs. Alice Ames, Sec. Treas.

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