



THE KANSAS UNION FARMER

Organization

Co-operation

Education

VOLUME XVIII

SALINA, KANSAS, JANUARY 7, 1926

NO. 22

A Meeting of Real Honest-to-Goodness Farmers

A Committee Consisting of Heads of all the Farm Organizations of the Mississippi Valley Met in Des Moines, Iowa, in December. The Resolutions that Were Drawn up at that Meeting are History Makers. Politicians and Many Others Will Set up and Take Notice.

Representatives of every grainbelt farm organization of consequence, including in their membership 1,000,000 farmers in the territory from Oklahoma through the northwest, unanimously adopted brilliant resolutions here yesterday assailing the last two addresses of President Coolidge, the administration co-operative marketing bill of Secretary Jardine, and condemning "any one who thinks a constructive agricultural program evolved by farmers without having an equally constructive one to offer in its place."

The resolutions, which demanded effective export control on farm products and lambasted Jardine's bill as a means of salvation of the farmer with information, of which farmers never had so much in their lives, did not indorse any one of the export corporation bills now before congress. They announced that in the near future the committee will present the export corporation idea in simplest form, compatible with effectiveness, and asked that congress postpone action on all export corporation bills until the committee's bill is drafted.

Represent 23 Groups
The two day meeting was attended by representatives of the twenty-three farm organizations which formed the federated committee of grain belt farm organizations last May and the American Council of Agriculture, formed a year ago in St. Paul to further the McNary-Haugen bill in the last session of congress.

"We are obliged to differ from the administration," the resolutions read in a particularly vigorous section which followed criticism of the reasoning of President Coolidge in Chicago, "not only in his statements in Chicago but also in that portion of his message to congress which dealt with agriculture."

"We protest against such a misrepresentation of the movement for equality in which the people of the great staple growing empire of America are enlisted with all their hearts."

"We protest against the abrupt dismissal of which the best intelligence of agriculture has put in so many years of devoted and sincere study."

Protest Makeshift Plans
"We protest respectfully, but none the less with every ounce of power, that is incumbent upon anyone who comes into the agricultural forum to thwart a constructive and practical program to have an equal and constructive and practical program to suggest in its place."

"We submit that, in view of the pitiable conditions existing among men who have spent a lifetime in heaving a destiny from the soil, anything less is a betrayal of faith."

"Wherever one turns, except in the price of the great staples of agriculture," the resolutions declared in expressing surprise at President Coolidge's arguments in Chicago, "the influence of the protective system is encountered. The farmer, consequently, while himself deriving almost none of the benefits, bears the burden and shares in adverse economic implications of protection to the full."

Demand Farm Equality
"If it was wise on the part of congress to stabilize our banking system through the federal reserve act and our transportation system through the Esch-Cummins act, then why not indorse the same solicitude for the 40,000,000 people who live upon the farm and whose purchasing power is so vital to our myriad mills and factories?"

"Finally on this score we desire to say to congress that the time has come when it must choose between one or two alternatives—if industry insists that it cannot exist without the tariff, then it must take agriculture in on the deal. And, failing to do this, it should at least provide that self-preservation is the first law."

A joint legislative committee to draft the organization's export corporation bill and further its passage in Washington was named at the meeting as follows:

James Monahan, St. Paul, Equity Co-operative exchange; Milo Reno, Des Moines, Iowa Farmers Union; John Tromble, Kansas Farmers Union; Ralph Snyder, Kansas Farm Bureau; H. G. Keeney, Nebraska Farmers Union; William Hirth, Missouri Farmers Association, for the corn belt committee; and George N. Peek, William Settle, Indiana Farm Bureau; Frank D. Barton, Illinois Agricultural association, chairman; Charles E. Hearst, Iowa Farm Bureau; Thomas E. Cashman, Minnesota, and Frank W. Murphy, Minnesota.

The text of the resolutions, in part, as adopted by the conference, is as follows:
"The corn belt committee and the executive committee of the American Council of Agriculture representing the farm organizations of the middle west and west join in making the following statement with reference to the national agriculture situation; and in this connection we repeat the declaration made at the St. Paul conference in 1924—namely that the agricultural question is fundamentally economic rather than political."

Hit Present Tariff Act
"We do not concede that the exist-

ing Fordney-McCumber act is of great benefit to agriculture as a whole. On the contrary, the staggering burdens imposed upon the consumers of the country through this act fall as heavily upon the farmer as upon any other class—on the one hand the farmer pays his full share of the heavy tariff tribute upon practically everything he buys, while on the other hand the price of his great surplus commodities is fixed in the world market. The living standard of organized industry and labor is the highest and most generous any nation has ever known, while the living standard of the farmer is rapidly becoming that of the world farmer. And therefore, what virtue has the boasted home market? At this hour this home market is offering the corn belt farmer 55 cents and 60 cents per bushel for his corn, when it costs him more than twice this much to produce it. Also, we hope we will be pardoned for our skepticism when we refuse to become elated over reference to certain articles that are on the free list, such as farm machinery, binder twine, etc., in which lines our American manufacturers dominate the world markets and therefore control the domestic market."

Demand Protection
"If the existing tariff is such a boon to agriculture then how can the fact be explained that, although this tariff has been in operation for five years, agriculture is at this hour staggering on the brink of complete collapse? With all due respect to the president we desire to say that the farmers of this country know the source of their difficulties—they know that on the one hand they are carrying the heavy burdens of the protective system and sustaining the generous wage scales of organized labor, while on the other hand they are meeting world competition which industry and labor refuses to meet, and in these premises we demand of the sixty-ninth congress that it enact legislation that will assure the same degree of equality for agriculture that industry and labor have so ungrudgingly demanded and received."

Must Choose Course
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Attention Stockholders in Jobbing Association

I am in receipt of some proposed information being sent out by a bunch of fellows who seem to have a grievance against the Board of Directors and the action of the Jobbing Association.

Now, it has been my plan, my wish always, to lay everything face up on the table. We have no secrets nor anything to hide.

I am going to request every stock holder to be at the meeting to be held in Salina January 19th. Let everybody with a grievance present their grievances at the convention and let's try and iron all these difficulties out. Forget our prejudices and bad feelings and try to pull together for the benefit of the organization. That is the only way we can build up.

If you cannot come to the convention yourself, select some man from your county or locality. Give him your proxy to vote.

If there is anybody who has a grievance, that will be acted on at this convention and the stockholders will be the judge and jury. Then after it is over we hope everybody will go home happy and build for the Union instead of trying to hold rump conventions and trying to tear our organization down.

JOHN TROMBLE,

President.

AN ECONOMIC ARGUMENT FOR CO-OPERATION

Sauce for the goose won't kill the gander. The same arguments that are used by merchants, manufacturers, and railroads as to reasons why they should consolidate, can be applied with equal logic and much stronger force by the farmer.

There are two general doctrines concerning the relation of government to industry. One of these is the school of socialists or those who advocate strict government regulation or even government control of all industry. The other school advocates a "hands off" policy of government in relation to business. In other words, the natural laws of economics and free competition are to have full sway and governmental agencies are not to be used in regulating industry only. One group or division become oppressive on another group. The latter policy has been the one followed by the government and people of the United States.

We believe this policy is more sound and more in keeping with our American ideals than the choice of the other and act as we please. However, it has certain danger points and I should like to direct your attention briefly to one of these danger points; and the one in which the farmers of America should be immediately and vitally interested. That danger is that one group or set of groups may be unfair practice secure unjust advantage over another group.

The logical result of free competition is the formation of trusts and monopolies. We see evidence of this in every line of business, from the largest to the smallest. The formation of the oil trust, tobacco trust, sugar trust, alleged aluminum trust, etc., are natural. Those who form these trusts are actuated by the same ideas that cause the grocers, or any other class of merchants, to get together and fix prices that they will all use. Let us see specifically how it works. We shall use grocers as an example, not because they are worse than others, but because their situation lends itself readily to the example. There are five grocers in a community. Competition is keen. First one, then another, cuts prices in order to get the business. When selling prices become so low that there are no profits, or even before that stage is reached, Grocer A meets Grocer B and says, "we're foolish. Why cut each other's throats. Let's get C, D, and E and fix a schedule of prices at which we can all make a profit."

Thus the first step in consolidation, or co-operation, takes place. The grocers association fixes prices for each member. Prices go up, but when prices become exorbitant, F, who has been in the clothing business, enters the grocery business and sells at lower rates than the association. If it had been possible for the grocers association to secure a monopoly on the business they would have done so and kept F out of the grocery business. It is possible to do that in some lines, and in just that way great trusts are developed.

If Grocer F, mentioned above, is to succeed in the grocery business he must adjust himself to the situation affecting that business. He doesn't need to be a crook or to be dishonest in order to do that, but he does need to recognize the situation as it exists and adapt himself to that situation. The farmer must do the same. He must recognize the situation as it exists in his business and adapt himself to meet that situation. He sees capitalists organized, railroads organized, labor organized, merchants and manufacturers all or-

ganized and acting co-operatively in their respective groups. Some farmers insist that they do not see the need of organization and yet the very fact of his being unorganized and consequently unable to meet these organized groups is what makes his an unequal struggle in securing a just share of the profits of his management and wage for his labor. Fight fire with fire. Recognize the situation that the farmer faces and use the only method possible to secure a just share of returns, that is to follow a natural economic law and co-operate. The danger for the farmer is that the other groups will be so firmly organized and established before the farmer perfects an organization broad and firm enough to function that he, the farmer, will no longer be a free individual but a serf on the land, sowing and reaping for the other fellow.

If this survives the censor, I shall attempt in another article to show more definitely how competition affects the farmer and point out some of the farmers' particular difficulties to be overcome, with suggested solutions.

—Guy W. Webster, with Farmers Union Jobbing Ass'n.

FARMERS WEEK AT TOPEKA

Agriculture is by long odds the biggest thing in Kansas and the basic exchange of views, ideas and opinions that progress comes. No one who grows crops or keeps livestock can afford not to join with his fellows in working out farm programs and policies. This is one type of co-operation that should appeal to all and that should pay big dividends.

Here are some of the conventions and meetings at Topeka, January 11-16, to which all Kansas farmers and stockmen are cordially invited:

State Agricultural Convention, under the auspices of the State Board of Agriculture.

Kansas State Farm Bureau. Creamerymen and field superintendents.

The Kansas Agricultural Council. State Poultry Association, and The State Poultry Show.

Instructive and helpful programs have been arranged for introducing timely and important subjects for general discussion. One of the notable speakers at the State Agricultural Convention is A. J. Glover, editor of Hoard's Dairyman, who will bring a message from Wisconsin that should profit every Kansan.

Another is Dr. J. R. Slonaker, of the Food Research Institute, Stanford University, Calif. His lecture is calculated to stimulate consumption of meat and the production of better quality, and is the result of twelve years of the most comprehensive and scientific survey of the subject ever made. Robt. H. Hazlett, a Kansas breeder who has built up one of the most noted herds of pure-bred Herefords in the world, is on the program, along with Dr. F. D. Farrell, President of the Kansas State Agricultural College. Dairying, alfalfa growing and feeding, the operation of the state's new pure-bred law, the development of pump irrigation in Kansas and its wonderful possibilities, the value and improvement of county fairs and local expositions, and other subjects pertinent to the betterment of agriculture will be presented.

Remember, too, that the railroads are co-operating by having granted an open rate of one and one-half fare

An Automobile Trip or the History of a Hoodoo

Mr. A. M. Kinney Has Proven Himself a No. 1 Poet, Story Teller and Jinx Chaser. The readers of This Paper Appreciate the Inside Information that is Given, in Regards to the Spirits. To the Ability of Some Managers to Drive Fast. Also We All Admire a Man Who Can Make a Good Excuse.

Mr. Archie Seamans invited me to attend a Produce and Managers meeting at Herington, on November the twenty-third, and he said I had better come to Kansas City and drive down with Mr. DeVoss and Mr. Cook. I had always supposed Mr. Seamans was a friend of mine; and it is possible he did not know what he was letting me in for, but it was sure a strenuous trip.

To start with, Sunday night at Kansas City, I was given room number thirteen at the hotel; now, I have never been superstitious, but when I got to thinking about the date of the meeting which was the twenty-third, and that I was in room number thirteen, I began to get a little suspicious of my luck.

We started out the next morning in good spirits, about nine o'clock, with Mr. DeVoss at the wheel, speedometer jiggling around fifty miles an hour, plenty of all kinds of gas and the car working fine; but I knew something was bound to happen, and sure enough it did.

Just before we got to Lawrence, Mr. Cook took the wheel and as we drove off the south end of the bridge, a car came alongside and hailed us, and after we had stopped, the following conversation took place. Chief of Police: "Say, what are you fellows in such a hurry for?" Mr. Cook: "We aaaaare mmmmm in a hhhhhurry." Chief of Police: "Well you fellows were driving fifteen miles an hour, and the speed limit here is twelve; Where are you from?" "KKKKKK Kansas City," said Mr. Cook; and ywwww dddddd mmmmm know tttttt LLLLLL Lawrence was such a ssssslow tttttown."

Here Mr. DeVoss explained to him that we were Farmers Union men going to a Farmers Union meeting at Herington, and after warning us to slow up, let us go. I was like the little boy, I had nothing to say; but my private opinion is, he first took us for bootleggers (Although we did not have Cadillac car) and after he found out we belonged to the Farmers Union he concluded we did not have enough money to pay our fines so he let us go.

Mr. Cook was thirty minutes driving to the outskirts of Lawrence, but he made up this time between there and Topeka, getting in time for lunch. We left Topeka heading south towards Lyndon, every one feeling fine over our escape from Lawrence, but about four miles north of Lyndon we slowed up to pay our fines; car absolutely refusing to go. We all

for the round trip from all points in Kansas, and from Kansas City and St. Joseph, Mo. Every Kansas farmer who is seeking ways of helping himself should attend these conventions, and thus contribute also in promoting the general welfare of the state's agricultural industry.

A LETTER TO COOLIDGE

Asking why the administration at Washington ignores the advice and counsel of farm organization leaders, A. W. Ricker, of Minneapolis, secretary of the Corn Belt Committee of Federated Grain Belt Farm Organization, released today an open letter addressed to President Coolidge as follows:

On Tuesday evening, Dec. 22nd, at Des Moines, Iowa, the Corn Belt Committee and the American Council of Agriculture in joint session adopted by unanimous vote, resolutions putting these two organizations on record as favoring the principle of an export corporation, under farm organization management. These resolutions were released to the press association for publication on Wednesday morning.

Simultaneously with the appearance of the convention resolutions came a manifestly inspired statement to the press from the administration to the effect that farm leaders would be invited to the Capitol to advise on some method of handling surplus agricultural products.

If the list of names, of persons to be invited appears several distinguished individuals, but in this list, not a single name of a leader of a farm organization in the grain belt is mentioned.

We wish most respectfully to call attention to the fact that at the Des Moines meeting every farm organization of any consequence comprising that vast area known as the Mississippi valley was represented, and in most cases by the actual responsible heads of these organizations.

A poll of the delegates showed that they represented over a million organized farmers. Not only that, but the heads and managers of the principle Mississippi valley co-operative marketing organizations dealing in grain, livestock, poultry and milk were also present.

As evidence of the foregoing, we submit the list of delegates and the organizations they represent, which list is in our possession as secretary of the meeting.

Corn Belt Committee: William Hirth, Columbia, Mo., President, Missouri Farm Association; A. W. Ricker, Minneapolis, secretary, National Producers alliance; H. C. Keeney, Omaha, Neb., Farmers Union; Ralph Smith, Newton,

had different opinions as to what was the trouble. Mr. Cook thought some dood dad had got loose from the thing-a-bob in the gasoline system, and was obstructing the circulation; Mr. DeVoss was sure it was static in the radiator for he said the air had been full of it ever since we had left Kansas City. In my opinion it was the thirteen-twenty-three hoodoo on me fulfilling its mission, to ball up this trip.

Anyway, there we were, and there we stayed until we were dragged in to Lyndon; and after a mechanic had worked on the car until seven P. M., he said the trouble was in the timing gear. This was self evident; for there we were in Lyndon at seven o'clock, when we were due at a banquet and meeting in Herington eighty-one miles away. We had our banquet of ham and eggs in Lyndon, and then we were lucky for the first time that day, for we found Mr. Gerstenberger with his Henry Sedan, and he agreed to get us to Herington before the meeting was over, and he and his Henry heroically performed their duty. Talk about "Sheridan's Ride." It was not a patching to the ride we took eighty-one miles over the flint hills that night; but outside of our bumps on our heads, and a few times we got off of the right road; the time passed very nicely; Mr. Cook entertained us with stories, and Mr. DeVoss sung to us, and we were before we realized it we dashed up to the hotel where the meeting was being held, and the trip and the hoodoo was ended.

Although we were quite late, I want to say that this was one of the best meetings I ever attended. There were over a hundred managers and directors there, and they were enthusiastic in their support of the Farmers Union Produce Association. I predict great success for the Farmers Union movement around Herington in the future. Mr. Tromble had made one of his great talks before we arrived and Mr. Bullard had the floor when we came in. The meeting did not break up until one o'clock.

The next morning I had a good visit with Mr. Morris, the local manager, in his office, and I want to congratulate him and his assistants upon the very efficient way they are conducting their business. It is certainly a pleasure to meet men who take such a great pride in their work.

A. M. KINNEY.

Ia, Iowa State grange; E. F. Bloss, Ottumwa, Ia, Iowa Milk producers; Thomas Cashman, Owatonna, Minn., Minnesota Farm Bureau; Albert Fickler, Omaha, Farmers Union Livestock association; C. H. Richeson, Webster City, Ia, National Corn Growers' association; C. C. Talbot, Forbes, N. D., North Dakota Producers alliance; James Monahan, St. Paul, Equity Co-operative exchange. C. B. Stuart, Lincoln, Neb., Nebraska Farm Bureau; Charles E. Hearst, Des Moines, Iowa Farm Bureau; Ralph Snyder, Manhattan, Kan., Kansas Farm Bureau; John Tromble, Salina, Kan., Kansas Farmers Union; C. Bechtelheimer, Waterloo, Ia, Iowa Creamery association; Robert Moore, Brainerd, Minn., Vice-President Iowa Farmers Union; A. E. Cotterell, Leon, Ia, Farmers Union Livestock Shipping association; M. J. Sullivan, Chicago, Chicago Milk Producers' association; Ed Overbold, Watertown, S. D., South Dakota Producers alliance; John Simpson, Oklahoma City, Oklahoma Farmers Union; Jesse Nelson, Ridge-land, Wis., Wisconsin National Producers alliance; R. H. Cowles, Bloomington, Ill., Illinois Association of Agriculture; C. E. Brasted, Salina, Kan., Kansas Farmers Union Livestock Shipping Association; A. C. Davis, Springfield, Mo., National Secretary Farmers Union.

The American Council of Agriculture: Geo. N. Peek, President, Moline, Illinois; Geo. E. Davis, President North Dakota Wheat Growers; C. W. Crouse, President S. D. Wheat Growers; L. C. Wilson, President Kansas Wheat Growers; Col. Geo. C. Lambert, St. Paul, Equity Co-operative Exchange; H. A. Wallace, Editor Wallace's Farmer; F. E. Murphy, Wheaton, Minn.; Wm. Settle, President Indiana Farm Bureau; F. D. Barton, Illinois Association of Agriculture; Mark Wood, Lincoln, Neb.; C. H. Zealand, Minneapolis.

In view of the foregoing we must respectfully inquire of you, Mr. President, and of Mr. Secretary Jardine, why in considering agricultural legislation, both of you choose to ignore and exclude those responsible heads of farm organizations who are delegated to speak for the only groups of farmers who by virtue of organization are in a position to make their wants known, as was done at Des Moines on December 22. Were this a matter affecting business men only, we would expect to see the Chambers of Commerce consulted, or of labor, the heads of labor organizations. On a question of agriculture the organized farmers should be ignored by the administration?

A. W. RICKER, Secretary Corn Belt Committee, Hon. Calvin Coolidge, White House, Washington, D. C.

CALL FOR MEETING

The Annual Meeting of the Farmers Union Co-operative Auditing Association will be held in the Memorial Hall, Salina, Kansas on Tuesday, January 19, 1926.

H. E. WITHAM, President.
THOS. B. DUNN, Secretary.

the old home place isn't so hard now. Keeping the farm boy and girl on days when the boys' and girls' clubs give them something to do and develop in them a real affection for up-to-date farming.

The Kansas Union Farmer

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W. C. LANSDON Associate Editor

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Notice to Secretaries and Members of Farmer
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.

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

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

Communications and Questions—Communica-
tions are solicited from practical farmers, mem-
bers of the F. E. & C. U. of A., are at liberty to
ask questions on any phase of farm work. An-
swers will be either published or mailed.

THURSDAY, JANUARY 7, 1926



OPPORTUNITIES OVERLOOKED

This paper goes into at least 25,000 Kansas
homes and for the most part is very thoroughly
and conscientiously read. It is fair to say that at
least 100,000 mentally alert Kansans go through
these columns each week in the year. It has been
proved that the Kansas Union Farmer is one of
the very best advertising mediums in the state. If
we cared to advertise goods that are sold by our
own stores throughout the state we could fill every
paper with mail order advertisements and in that
way earn an income that would go very far to-
wards paying all the expenses not only of the
paper itself but of the entire official organization
of the Kansas Farmers Union.

Business concerns in competition with our
local co-operatives will not be permitted to use
this paper. That much the Union owes to its own
members. In return they owe something to the
paper. Scarcely a member in the state who has not
something to sell that some of his fellow members
must buy. Hundreds of Union men have seeds of
various kinds that might sell direct to other mem-
bers who want exactly those things for sowing or
planting this spring. Other hundreds have fine
flocks of poultry and annually produce large num-
bers of young stock for breeding purposes and
eggs for hatching. Just now there are a thousand
progressive farm women who are loyal to the
Union who are reading the advertising columns of
a half a dozen other papers in search of places
where they can buy eggs for the improvement of
their flocks. Those women should be able to supply
their needs by patronizing advertisers who use the
columns of this paper.

One of the purposes of the Farmers Union is
to bring the producer and the consumer, that is
the buyer and the seller into direct contact with
each other and that way save the heavy tolls that
middle men charge for handling farm products.
Practically every member of our organization in
the state is either a producer or a consumer and
most of them are both. If they would practice what
all of us preach and try to make direct sales to
each other they would save themselves hundreds of
thousands of dollars a year and the small amounts
that they would spend for advertising in this paper
would all be used in their own interest and return
benefits that can be secured in no other way.

OUR ADVERTISING RATES

There are a good many members of our or-
ganization who believe that we should open the
advertising columns of this paper to them without
charge. It just cannot be done and there is no good
reason for expecting any such thing. It costs
money to get this paper out every week, a good
deal more money than the subscription price
amounts to. Then there are a good many other
thousands who would like to advertise in their own
paper but are deterred by what they regard as our
unreasonably high charges. They point out that
they can get space in their local papers, for much
lower rates than are charged for similar services
in the Kansas Union Farmer.

How many of our members with something to
sell have ever stopped to figure out just how much
service they can buy for a small advertising pay-
ment to their own paper. Suppose a five line
trouble is that such a law cannot be enforced with-
expense may be something over a dollar for a single
insertion or two or even three dollars for four
weeks. In four weeks the ad is presented to more
than a hundred thousand readers four times or
there are 400,000 opportunities for it to be read.
A single order for whatever is advertised will pay
for the service and all the profits from other sales
will be just that much clear gain.

Now figure a moment on the cost of reach-
ing an equal number of prospective purchasers by
using the mails. The post card would be the
cheapest way to go about it because cards can be
printed and distributed at an average cost of about
three cents each. Therefore it would cost only
75,000 cents or \$750 to reach all the families
through the mails that can be reached with a
short want ad in this paper at a cost of less than
a dollar and fifty cents. To reach 25,000 families
four times in as many successive weeks with postal
cards would cost \$3,000 in cash to say nothing
about the labor of addressing 100,000 cards which
would be some job, and cost a lot of money. The
same service, much more likely to get results can
be secured through the advertising columns of this
paper for less than \$5.00.

It may be true that the local papers charge
lower rates for advertising but they do not render
anything like the same service. In the first place

there are very few local weeklies that have a cir-
culation in excess of 2500 and most of them do not
have even half that many subscribers. Other
things being equal and measuring advertising
value by circulation only, space in the Kansas
Union Farmer is worth at least ten times as much
inch for inch or line for line as it is in the average
local weekly. What patrons can buy from this
paper for \$5 in the way of advertising should be
obtained from the local paper for not more than
fifty cents.

Circulation is not the only measure of adver-
tising value. The local paper is taken almost ex-
clusively in your own neighborhood of your own
county. You and all your brother farmers in the
territory covered by the home weekly are in much
the same business. You have about the same things
to sell and all of you want to buy pretty much the
same sort of stuff. It is perfectly clear that you
cannot reach many prospective buyers by advertis-
ing your stuff among people that have the same
things that you have to sell and contrary wise.

The Kansas Union Farmer circulates in every
county in Kansas. It reaches thousands of families
who want to buy exactly what other thousands of
families in other sections of Kansas have to sell.
Through the columns of your own paper you reach
people who are doing farming very different from
your own and so are not producing and offering the
things for sale out of which you must make your
living. That sort of folks are your natural custom-
ers not your rivals in business and you can afford
to pay your own newspaper a fair price for intro-
ducing you and your products to them.

If you have anything to sell that you believe
some other farmer in Kansas would buy if he
knew about it try to inform him by patronizing
the advertising columns of your own paper. It
will pay.

WHAT TO ADVERTISE IN OUR PAPER

There are quite a lot of good members who
say that they would like to use the columns of this
paper if they only knew what to advertise. It
should be easy to settle that question. Advertise
anything that you have to sell that you have any
idea that other farmers in the state can use. Here
are a few suggestions of things that the readers
of this paper will be buying and selling during
the next three months:

Tukey, duck and hens eggs for hatching, to
say nothing of guinea eggs, goose eggs, pigeons
eggs, and even canary birds eggs;

Alfalfa, timothy, red top, red clover, crimson
clover, blue grass, orchard grass, sudan grass
seeds; corn, seed oats, broom corn seed, water melon
seed, garden seeds, potatoes, barley, kafir, milo
maize, sorghum either for molasses or feed, pop
corn, pumpkin and squash seeds and so on world
without end;

Pigs, calves, hogs, cows, pups, ponies, cats,
parrots, and other standard and pet stock for
breeding purposes;

Farm equipment no longer useful to you but
with years of serviceable life for some other farmer
who needs good implements but lacks the money
to buy them new. Scattered over the state are lots
of gas engines, tractors, plows, mowers, rakes, hay
stackers, reapers, headers, combines, threshers,
wagons, buggies, harrows, cultivators and other
perfectly good tools with years of useful life left in
them. Why not give yourself a chance to salvage a
few dollars from abandoned equipment and your
fellow farmer who could use the stuff a
chance to save a few dollars in the purchase of a
tool that is still good for several seasons and that
his means justify him in buying.

No. This is no day dream. The writer is wide
awake and knows something about what advertis-
ing in a good paper will do. It is the literal truth
that the members of the Union in Kansas can add
a million dollars a year to their income if they will
make the proper use of the advertising opportuni-
ties that are open to all members in the columns
of this paper.

LAWS OR EDUCATION, WHICH?

It is the sorry truth that an enormous number
of Americans are killed in automobile accidents at
railway crossings every year. Probably not less
than 10,000 lives were needlessly thrown away in
such disasters during the past twelve months. All
agree that something should be done about it
but there is no agreement as to what shall be
done or how. It is self evident that a railroad train
and an automobile cannot use the same crossing at
the same time without unfortunate results to one
or the other or both but almost invariably it is the
automobile that is wrecked and its passengers that
are killed.

There are tens of thousands of grade crossings
in this country, perhaps several thousand in Kan-
sas. It is plainly impossible that railway trains
shall come to a full stop at every crossing. That
would retard traffic, interfere with business, slow
up travel and entail an expense of many millions of
dollars that the roads would be forced to get back
from the public by charging higher rates for ser-
vice. It is almost equally impossible to do away
with grade crossings, especially in a state like
Kansas where there are few deep railroad cuts that
can be bridged for highways. The cost of abolishing
grade crossings would be so heavy that neither the
roads nor the municipalities could meet it without
greatly increasing rates or taxes.

Remains then to determine whether the law
can not be used to require the drivers of all motor
driven vehicles to come to a full stop before enter-
ing the right of way of any railroad. Several states
have adopted this plan. This paper has approved
such legislation. On the surface of things it looks
like such a regulation might be effective. The only
trouble is that such a law cannot be enforced with-
out entailing an expense as the cost of abolishing
grade crossings. Of course it would be fine if every
driver of his own free will and accord would ob-
serve it at every railway crossing. Unfortunately
there are several millions of Americans who seem
to believe that it is all right to break any law if it
can be done without being caught.

There are only two ways of enforcing such a
law in Kansas or in any other state. The first is
to put a watchman or policeman at every grade
crossing with authority and instructions to arrest
every driver who does not come to a full stop be-
fore entering the right of way. It would require
several thousand policemen at an annual expense
of more than \$1,000,000 to enforce such a statute

in this state. The other way would be to detail con-
stables, deputy sheriffs, and policemen to watch a
few of the busiest crossings with orders to arrest
every violator of the law making no distinction be-
tween Fords and Packards. Once arrested after be-
ing caught in the act of violating the statute the
law breaker should be dealt with harshly, that is
by the imposition of a heavy fine or a substantial
jail sentence or both. The assessment of a few such
penalties might discourage some fool drivers but
not many. There would still be violations, accidents
and deaths.

The whole thing involves the world old prob-
lem of devising laws or regulations for protecting
folks not against outside enemies or dangers but
against themselves. It is easy enough to enact a
law that will protect drivers from anything that
railroad trains can do to them but absolutely im-
possible to devise any rule, ordinance, regulation
or law that will protect a free born American citi-
zen against himself. The answer is not compulsion
but education, not legislation but self control, not
policemen but sane and law respecting drivers. In
short proper conduct by human beings can never
be enforced by pressure from without. It must be
the result of forces at work within.

There is some indication that self educative
processes that will solve this problem are already
effectively at work. During the year just ended
there were fewer crossing accidents than for the
preceding twelve months although it is certain
that a great many millions of more times automo-
biles were driven over grade crossings. The drivers
are learning even if quite a number of them are
getting killed. The survivors are a good deal more
crossing shy than they were a year or two ago.

About the only feasible way for reducing auto-
mobile accidents is through the licensing of drivers.
No one whose ability to drive and whose good
sense and loyalty to law has not been tested in
some way should be permitted to drive any sort
of a car. Once licensed every driver guilty of vio-
lating any of the traffic regulations should have his
license withdrawn and thereafter if caught driving
should be sent to the penitentiary. In a few years
the inner forces of self control and self restraint
developed by the enforcement of such a regulation
would stop murder on the highways and at the
street crossings.

CALIFORNIA PEACH MARKETING

The California co-operative peach packers as-
sociation, that may not be the exact name but it
tells who we are talking about, began business in
1922. It now has 1200 members who deliver the
peaches from 13,000 acres of orchards. Last year
it broke all previous records and canned 353,589
cases of cling peaches. Its operating revenues for
the season totaled \$126,770 and its operating ex-
penses were 60,620. Now keep calm. It did not cost
half the price of the fruit to run the business. The
co-operative bought nothing from its members. It
merely packed and sold what was delivered to it
and the charges for the services rendered amount-
ed to \$126,770 and it was so economically and ef-
ficiently conducted that it was able to save half its
income.

This association uses neither paid in capital
nor borrowed money for its operating funds. After
it got to going good it adopted the policy of with-
holding about 5 per cent of the sales prices for
use as operating capital. Experience has proved al-
ready that it is not necessary to retain the with-
held money for more than three years and in a
very short time the amounts taken out in 1923 will
be distributed to growers who loaned it from the
proceeds of their sales. This system enables the
co-operative to operate without any capital expenses
either for dividends on stock or interest on bor-
rowed money.

The more we learn about co-operation in Cal-
ifornia the more we realize the possibilities of
team work and defects of our own methods in the
middle west.

CHEESE IN WISCONSIN

There are 2400 cheese factories in Wisconsin
of which more than one third are co-operative, and
all are organized into one general body, the Wis-
consin Cheese Producers Association. They make
some cheese up there. Believe it or not it is a fact
that three fourths of all the cheese made in the
United States is manufactured in the 2400 fac-
tories that are in operation in every part of Wis-
consin. And the cheese makers of Wisconsin make
money out of their cheese business. A trip through
the dairy sections of the state proves beyond all
question that at least one agricultural section is
prosperous.

There are two easily understandable explana-
tions for the splendid financial condition of the
dairy farmers of Wisconsin. In the first place
they are producing commodities for which there is
a constantly growing market that will not reach
the saturation point for many years to come. In
the second place they are engaged in an agricul-
tural industry that furnishes remunerative em-
ployment for farm labor for twelve months in
every year.

As hitherto often remarked in these columns,
to the very great disgust of some of our customers,
unemployment on the farm is just as disastrous
from an economic point of view as it is in the
cities. The only reason that it does not hurt quite
as bad to be idle in the country is because a farm
run half way right always makes enough food for
its inhabitants even if they do work less than half
the time but the city folks that are employed less
than six months in each year are pretty sure to get
part of their living from bread lines and soup
kitchens. The way to make farming pay and to
keep folks from leaving the country for the city
is to operate in such a way that something can be
sold for cash every week in the year. That is why
Wisconsin is prosperous.

Farmers Union Locals that are collecting may
now get another mighty good book for a very
small cash outlay. Jake Mohler has just issued a
new report of his department for the years 1923
and 1924. A lot of folks have criticized Jake as
a farmer but be that as it may he is a good editor
and writer. That new book is chock full of in-
formation that every farmer in Kansas should
have. Of course there are not enough books for
all the farmers but there are plenty for each.
Farmers Union Local to get one copy. Why not?
You pay for the book. Why not read and use it?

COMMENT ON WORLD'S NEWS FOR WEEK

Skirts Within Six Inches

Of the ground, waists reaching to
the neck and no more cigarettes for
women make up the program of re-
form announced by Mrs. John B. Hen-
derson, a rich society woman who lives
in Washington. The eastern papers
are full of the plans of campaign for
bringing about these alleged desirable
results.

Chances are that Mrs. Henderson
is a little too late. All the indica-
tions that skirts will get shorter and
shorter until they entirely disappear
to be replaced by some sort of flur-
gated garment that will permit ease
and grace of movement and not dis-
close an undue length of the feminine
lower extremity. At any rate it is
reasonably certain that there will
out grow the skirts of the old gen-
eration street sweepers made up of
seven or more widths of dress goods.
Nor is it likely that cigarette smok-
ing by women will be very much de-
creased or discouraged by the new
crusade. The tobacco trade reports
that the ladies consume more than
9,000,000,000 cigars made "cotton
reels" last year and the dear girls
"ave only fairly started to burn the
fragrant leaf and increase the income
of farmers and manufacturers who
supply the "makings."

Mrs. Henderson

Who has all the wealth and social
position that any woman should
crave but her undoubted distinction
as a society leader is not enough to
satisfy her yearning for publicity.
She is a natural born spotlighter.
and is never so happy as when her
name is on the front page of the
daily papers. For the last year or
so she has not had very much free
advertising and so has determined
that something must be done about it.

A couple of years ago Mrs. Hen-
derson offered one of her palatial Wash-
ington mansions as a free gift to the
United States for a residence for the
vice president who generally lives at
a hotel. The only condition attached
to the offer was that Congress should
accept the donation and make suitable
appropriations for up-keep and main-
tenance of the proposed "Little White
House." Our lawmakers proceeded to
look the "gift horse" in the mouth
and have finally decided that a vice
presidential palace would entail ex-
penses that the taxpayers of the re-
public do not care to meet for a lux-
ury so out of keeping with the dig-
nity and importance of the office.

Russia

Origins
A lot of interesting news. The
trouble with reports from that coun-
try is that few of us are able to dis-
tinguish the true from the false. What
the average American does not know
about the Soviet Republic that con-
trols an area and population each
double that of the United States would
make a whole library full of books.
On succeeding days of news we are
carried stories to the effect that
Russia is moving towards India for
the purpose, presumably of making
trouble for the British, and that the
Soviet government plans to side track
all world politics and devote all its
energies and resources to the work of
building up the prosperity and securi-
ty of the Russian people at home.
The only thing certain about our in-
formation concerning Russia is that it
is uncertain and unreliable.

Ford

Is Another Reformer
Who is always talking on a new job
before he has finished his last con-
tract. The last ten years of his life
have been filled with such achieve-
ments in the interest of his fellow
men. He went to Europe in the now
almost forgotten peace ship and al-
though he failed to get the soldiers
out of the trenches before Christmas
he acquired considerable information
about human nature and other things
before he got back.

Not so long after the peace ship
failed to make peace Mr. Ford de-
cided that farming as conducted in
this country is all wrong. He
was never very successful and un-
profitable unless individual farmers
abandoned the whole industry is
reorganized on the factory basis. That
of course would require the banish-
ment of that once well known beast
of burden, faithful old Dobbin, and his
replacement by fleets of Ford trucks
and tractors.

The cow was the Detroit timers
next object of attack. He is con-
vinced that we waste a lot of money
and do a lot of unpaid work in tak-
ing milk and butter from living ani-
mals instead of using synthetic prod-
ucts manufactured in laboratories
scientifically operated in conformity
with the tested efficiency methods of
a flivver assembling plant. But the
price of dairy cows is still steady to
higher and a hopelessly conservative
world insists on butter fat mixed
in natures time tested fashion.

Undisunayed

And Undiscouraged
By the lack of results from his past
attempts to do something worth while
for an ignorant and naughty world
Mr. Ford has busted out in a fresh
spot and now proposes to restore old
time dancing and fiddling to the pop-
ularity they enjoyed when our grand-
mothers and grandfathers were stim-
ulating the light fantastic to the tri-
pling strains of "Money Musk,"
"Buffalo Girls," "Turkey in the
Straw" and the "Arkansas Traveler."

To forward this last reform Ford
transported an old time Maine fiddler
from his retreat among the frozen
lakes of the Pine Tree State to the
luxuries of Detroit by the River that
separates Canada from the thirty. A
land and modern dance steps of the
Hoochy Koochy type was introduced
to the waltz, the schottische, the polka,
the quadrille, the lancers and other
types of the terpsichorean art that
flourished when the world was young
and less blasé than it will ever be
again.

Mr. Ford is convinced that old and
young alike should do more dancing
and would if the so called dances of

the present day were not so hard to
learn and the music were less synco-
patic and more musical. But he is in
or another disappointment. The
dances that he considers immoral and
unnattractive will soon give way to
newer and perhaps wilder diversions
but will never be replaced by the more
innocent and less complicated figures
and movements that delighted an old-
er generation.

Change

But not Retrogression
Is the law of life. We move but
we always go forward if not to bet-
ter at least to different ways of en-
tertaining ourselves, of making non-
sense, of getting about from place to
place, and of living once our lives.
When the folks of the United States
out grew the canal boat and the con-
estoga wagon they developed each in
its turn the steam boat, the steam
railroad, the internal combustion en-
gine, and the various other inventions
that have enabled us to speed up. A
human contrivance once abandoned is
never restored to use. When the folks
of these United States voluntarily re-
turn to the flat boat for transporta-
tion they may again make use of old
fashioned fiddlers to supply music for
wallazes and other dances that are now
almost forgotten.

There is nothing in this world that
is so difficult for us humans as to re-
trace our steps. The new things that
we learn and do may not be any bet-
ter than the amusements, recreations,
and occupations of our ancestors but
they are different and our children
after us will go on inventing ways
and fashions that are different. It is
the law of life which Mr. Ford with
all his billions cannot change, and af-
ter all is the real reason that he has
so much money.

Coal

Miners and Operators
In the anthracite district of Pen-
nsylvania the miners have ended the
strike before the brethren get this
paper. It is time. The miners have
used up all their savings and ex-
hausted their credit. With winter
starting in by making new records
of low temperatures not only the min-
ers but many millions of other folks
must have coal. The mine operators
have sold all their reserve stocks of
anthracite at profitable prices, have
hiked their prices until coal is selling
at retail all along the eastern sea-
board at a cent a pound and must de-
cline future orders until the mines
can be reopened.

As always happens in such strikes
the workers have lost, even if they
get an increase in wages when they
go back into the mines. On the other
hand it is quite possible that the op-
erators have made more money than
would have been possible with their
mines operated at capacity. Three
months they have paid no wages while
they have been filling all orders for
coal at increased prices. Also they
plan to maintain strike prices for the
balance of this winter and perma-
nently if possible. They may have to
pay the miners a little more money in
the future but it is dead certain that
they will get back all and more of any
increase in labor cost by charging the
consumers more for coal.

The miners have lost their savings
and probably have failed in their
fight for better conditions but their
battle is over and they will soon be
back at work. Their losses are only
temporary and may yet be repaid in
higher wages. With Mr. John Henry
Public are not so good. He has al-
ready paid many millions of dollars
for high priced coal and has just be-
gun. For years after the miners and
operators have settled their quarrel
consumers will continue to pay the
costs of this strike.

Control

Of Exportable Surplus
Commodities for purposes of price
fixing is so obnoxious to lots of folks
in this country that it is not unusual
to hear many otherwise well informed
men declare that such a thing cannot
be done. Price fixing, say the wise
men, is impossible and even if it were
possible is highly undesirable.

Direct governmental action to se-
cure higher prices for exportable com-
modities may be undesirable from an
economic point of view but it is a
pitifully ignorant citizen who declares
that it is impossible. Every time an
American house wife pays three cents
for a pound of Brazilian coffee she
helps to prove that producers may get
higher prices through direct govern-
mental action. Every time an Ameri-
can automobile owner pays double
for a tire or tube for his car he pays
tribute to a group of producers who
are getting high prices as the result
of direct governmental action.

The farmers of this country know
that the governments of Brazil and
Great Britain have valorized and
stabilized the prices of coffee and
rubber. Many of them believe that
our congress can do the same thing
for wheat, cotton, tobacco or any other
exportable farm product that the
outside world must have. It is a
waste of time to try to make us be-
lieve that price fixing by the control
of exports is impossible. It would be
much wiser to show us why such a
policy is dangerous and therefore un-
desirable if such a showing is pos-
sible.

Butler

Failed to Clean Up
Philadelphia because the big and
controlling interests of the city
want a purified town. For his zeal
in enforcing the laws he was fired
out of his job by the same mayor that
invited him to leave the "Devil Dogs"
and devote a couple of years to the
duty. From what we know of Butler
we were not at all surprised by the
theory that laws are made to be ob-
served by all. The men in control of
the city government of Philadelphia
also believe that laws are made to be
observed by the ordinary run of folks
but never by politicians, millionaires,
big hotel keepers and other privi-
leged groups.

General Butler found a \$7,000,000
hotel operating a dance hall for
young boys and girls. Worse he found
that the dancers were able to get

plenty of booze without leaving the
building and that it was no uncon-
mon thing for school girls under eigh-
teen years of age to be so drunk that
they were wholly unable to get home
under their own power. The general
said that such a hotel should be pad-
locked. He gave the mayor all the
necessary information and asked per-
mission to lock up the law breaking
tavern and send the landlord to jail.
The mayor did not act until after the
general said that he would ask Gov-
ernor Pinchot to enforce the law. That
was the end. Butler was fired and
the \$7,000,000 dives are still operat-
ing.

Now Butler advises the law abiding
citizens of Pennsylvania that the only
way to stop law violation is for them
to go with clubs and ropes and deal
with the officers who ignore the law
and neglect their duty. Strong talk.
Those General Butler really believe
that law enforcement can be brought
about by resort to law violation by
decent folks? If he is right this re-
public and especially the City of
Brotherly Love is in a terrible fix.

Chicago

Retail Merchants
Report that Christmas sales in that
city amounted to \$100,000,000. That
was some holiday trade. About one-
twentieth of the urban population of
this country lives in Chicago. If the
folks in New York, Salina, Hattville
and other burbs large and small
bought as generously as the custom-
ers of the Chicago retailers there was a
total holiday trade of \$2,000,000,000 in the towns of the United
States to say nothing of the Christ-
mas gifts that were bought by the
farmers.

The volume of the holiday trade,
the greatest in the history of the
country, is not an accurate index of
the prosperity of the people. The
greater part of the Christmas pur-
chases is made up of things that are not
necessities. Most of the gifts are
things that the recipients do not need
and could very well struggle along
without. In short, Christmas buying
for the most part is luxury buying and
every one knows that it is easier to
sell something that supplies no real
need than it is to dispose of actual
necessities. A lot of folks can get
along without necessities but we have
come to a time in which few people
care to skimp along without luxuries.

Still and all it was wonderful
Christmas and it is worth while to
know that we are living in a country
that can afford to spend nearly three
billion of dollars in the expression of
good will.

Bootlegging

And Law Breaking
Some progress towards the enforce-
ment of the prohibition law. A curi-
ous New York newspaper man has
discovered that of 100 bootleggers who
flourished amazingly only five years
ago fifteen are now in prison, twenty-
five have gone to the penitentiary,
fourty-nine have disappeared and only
eleven are doing business at the same
old stand.

Of course a good many of the boot-
leggers of 1920 are now millionaires
living in mansions once owned by
their customers but on the whole ped-
dling booze contrary to law has
turned out to be a very undesirable
business. Few men like to live over
a powder magazine even if they get
free rent and have big earnings. They
soon quit because the rewards are not
equal to the risks.

ADVISE METHODS FOR MEAS- URING STACKED HAY

In computing the number of tons
of hay in a stack, say agricultural
engineers at South Dakota State
College, in reply to many inquiries
concerning this mid-winter prob-
lem, ordinary wild grass which
has been stacked from 30 to 60 days
will, it is estimated, require 422 cu-
bic feet to make a ton. When it has
stood longer, 343 cubic feet are con-
sidered as sufficient for a ton. These
estimates are incorporated into a
South Dakota law for use when no
other

The Country woman

THE MODERN WAY
Twenty laddies went to school.
For that's the modern business rule:
Twenty faces, tanned and brown,
Twenty chins with silky down.

We have come to school, said they,
To learn the scientific way
To raise alfalfa, corn and wheat,
And crows and hogs that can't be beat.

Their master taught them, day by day,
The mystic rules of Algebra:
How to handle X, Y, Z,
To find the area of A and B.

He placed some books upon the shelves,
And taught them how to help themselves,
To learn the wars and other things,
Of all the ancient, ancient, kings.

He taught them all that Shakespeare wrote,
And likewise other tales of note:
And as a help in time of need,
He taught them foreign tongues to read.

Twenty laddies grew up fast,
Men they all became at last:
Cultured in a high degree,
As each laddie ought to be.

Now they view the farm with scorn,
Leave their "dads" to plow the corn,
Press their suits and go to town,
And loaf the sidewalks up and down.

A. F. THOWE.

A WEEKLY HINT FOR THE HOUSEWIFE

Delicate Wall Finishes Make Rooms Attractive

A beautiful wall finish is one of the first essentials in making a room attractive and home-like. Calculating the walls will do much to produce the desired "home" effect. Calcimines are quite generally used today for wall tinting because they are inexpensive, the work is easily done and the result is both attractive and sanitary.

In tinting a room with calcimine, advises Miss Susan Z. Wilder, extension specialist at South Dakota College, the calcimine should be put on the ceiling first. It is best to begin at the left-hand corner of the room and work away from the light because the result can be seen better. The calcimine should be applied entirely across the ceiling in a strip about a foot wide. If a workman is very quick, a wide strip can be handled. The object is to cover the wall with a thick coat, and avoid the appearance of joinings or dry edges. If the strip is too wide, the edge will dry and it will be necessary to brush it lightly with clean water and clean brush before going on to the next strip. The ceiling should be covered evenly. On the walls, work from the top down. As large a strip is done at one time as will insure wet edges. Mistakes by which walls are not as likely to occur because the heat is not as at the ceiling; the space is more broken with openings and defects are not so noticeable.

Usually during the calcimining process, all doors and windows are closed because the drying may take place too rapidly if there is too much ventilation in the room. If drying takes place too slowly, the walls may appear spotted. Consequently, after the work is finished, the room should be opened to hasten the drying. On the other hand, if the atmosphere is damp, it may mean better results if heat is used to dry out the room.

HOME HINTS

—By Aunt Aggie of K. S. A. C.—

The Young Bride Resolves

"I hereby highly resolve," swears the young bride who started house-keeping soon after Christmas, "that this year I will keep a budget, and write down every cent we earn, even cent, we spend, and what we spend it for."

And, acting as disbursing agent for the family, she plans a thrift budget, apportioning her husband's salary of \$100 a month or \$150 a month so that it will cover the following items: savings; rent; food; clothing; house-keeping expenses; church and charities; health, recreation, and education; personal and miscellaneous.

Being a modern bride, she knows that the family purse is to be a partnership fund held in common, and that its distribution among various household necessities is to be a matter of joint consideration and decision.

Although the budget of every family must be worked out to suit the needs and circumstances of that family, standard budgets are sometimes helpful aids. One "Ideal Budget" suggests the following apportionment of the family income: food, 25 per cent or one-fourth; rent, 20 per cent or one-fifth; clothing, 10 per cent or about one-seventh; household operation, 15 per cent or one-seventh; and higher life expenditures, 25 per cent or one-fourth.

Habits of saving and spending established in more or less organized form, and "mental" budgeting finally becomes automatic. So, even if the young housekeeper keeps a written budget for only two or three years, she will have formed the habit of intelligently controlling the family finances, thereby greatly increasing the satisfaction and comfort of living.

OWSLY LOCAL 2004

Farmers Union Owsly Local 2004 will start the new year with all new officers with Virgil Sellers, as president, except secretary Joe Farmer and we cannot very well get along without him. He is the right man in the right place. We propose to gently but firmly handle the family finances, thereby greatly increasing the satisfaction and comfort of living.

One of our main and serious

troubles are co-operation which we need among ourselves. If we don't co-operate with one another we will get no place, not only everything that farmers have produced but everything, that they plan to produce is under way and discussing our affairs in those lines are wide open so here in co-operation may tremendously advance farming and horticulture, poultry, dairy, berry and garden products by the simple device of shutting off the surplus shotters of information. So we ardently hope, let us boost the market, the knockers helping the farmers, let them take the necessity of big production. Instead for the simple reason we have 12,000,000 more people now than in 1914, therefore we need more food stuff that is produced by the farmer; therefore where is the surplus going? Instead of howling to the contrary we should be hammering the facts at home, dwelling on the truth that we are on a higher price level and consuming all we produce, and that farm products must and will sell in proportion with other products and commodities, co-operation and organizations is the only salvation to the farmers and small fruit growers. There will be no surplus if handled in the proper way, some times the farmers blame failures on bad luck of merely giving personal shiftlessness a soft name management. Included no doubt this is often true but see ahead, for instance, the early frost in the spring, the hail storm, the drought, and we must be prepared to meet some of those obstacles that many confront us in the line of preparing with insurance on crops, berries, wheat, oats, corn and other products. I will say that the farmers in the southeast part of Kansas are not getting rich on corn, wheat, and oats. They would be profited more by paying more attention to other products such as onions, berries and smaller fruits of the horticulture variety and the poultry business and do shipping themselves through the Farmers Union Co-operation.

Recording Secretary

LOCAL 753 FARMERS UNION MEETING

The social meeting of the Farmers Union Local 753, Trego County, was a decided success, Friday evening, December 18th. The schoolhouse was filled to its capacity and more, there was scarcely standing room left. The teacher of the school had prepared a very interesting Christmas program, after which Santa Claus appeared and distributed presents to the children. Immediately following the school program, the president of our local, T. M. Tuman, took charge of the meeting. The minutes were read by the secretary, C. L. Marey after which the ceremony of the installation of the officers took place, Manager R. T. Schofield acting as installing officer. Each officer was then called upon by the president to give a short talk as to their work for the advancement of their Union for the year's work. Manager R. T. Schofield then gave a short talk, followed by a talk by C. E. Francis of the Produce association. Sam Babb, the county president of the Union, also gave a sort of outline of the work. The evening was then turned over to the ladies. A lunch of sandwiches, pickles, etc., etc., was served and coffee was served. The evening was profitably as well as pleasantly spent. The next regular meeting will be Wednesday evening, January 6th. The subject for discussion will be "Roads and the farmer." The evening is being made to have our representative, C. H. Benson, and others out at this meeting to give some information on these subjects.

Mrs. H. E. Whisler, Social Correspondent.

F. U. ALWAYS ACTIVE

The Beattie Farmers' Union Co-operative Association of Beattie, Kan., is one of the strongest organizations in northeast Kansas. This association is composed of three large locals and every one of its members is a co-operator.

The association owns one modern elevator of 22,000 capacity and in addition owns a tile fire proof seed house said to be the best along the G. I. R. R.

On one of its busy days this association recently had 100 loads of corn and wheat in nine hours. F. L. Hardman, the elevator tender was at the wheel. Miss Margarette Burnside, the efficient clerk did the weighing and made settlements.

These sturdy men and women and their families are constantly discussing knotty problems.

At a recent meeting the principle topic under discussion was the eradication of tuberculosis from the dairy herds in the county and went on record to co-operate with the state to accomplish this. Not for a selfish purpose alone to create an accredited area of Marshall County that they might enhance the value of their live stock in the markets, but more especially to protect the health of every inhabitant in the county from this dreaded disease.

Who could do more.

An Observer.

RESOLUTION

Hopewell, Kans., Nov. 27, 1925. Whereas 100 substantial farmers of Douglas county subscribed for capital stock to the amount of \$25,000 and surplus to the amount of \$2500 in a Farmers Union bank to be located at Lawrence, Kansas.

And whereas the Charter board set a date for a hearing on this proposed bank but without a hearing unanimously refused the charter on the day prior to the day set.

And whereas the farmers contribute about one-half of the patronage enjoyed by the Lawrence banks, yet in the survey made by the charter board to determine the need of another bank in Lawrence the farmers were ever interviewed regarding the matter.

Therefore be it resolved by the High Prairie Farmers Union local that we hereby condemn the charter board for the unfair and discourteous treatment of the incorporators of

the proposed bank received at their hands and for the incomplete and biased survey they made regarding the need for another bank in Lawrence.

And be it further resolved that the members of this local appeal to the 50,000 members of the Farmers Union in Kansas to remember the Charter board (Mr. Griffith, Mr. Ryan and Mr. Bone) for the discourteous and unfair treatment we received at their hands.

Signed: B. A. Hammond
Loren M. Williams
Lewis Tucker
Committee.

PLEASANT RUN LOCAL 2016

We, the members of Pleasant Run Local 2016 are feeling quite proud of our local membership. We have eighty-one dues paying members, all paid up to the close of 1925, and are having a dinner Dec. 29 for all members and their families.

Although the charter board turned our bank down we are not a bit discouraged. Are still boosting the Union, and expect to get a bank some time in the not very distant future. The agricultural report stated: the farmers produced 100,000 bushels of wheat and three-fourths million dollars last year. Now we feel we need a bank and deserve a bank and expect to get it.

Wishing the Union as a whole a very prosperous New Year.

Ida M. Bell, Local Sec'y.

A VISITOR FROM MCPHERSON COUNTY

Captain Alfred Johnson of Pioneer Local No. 656 McPherson County was a caller at Farmers' Union headquarters Thursday, Captain Johnson was the first man to join the Union from his community.

UNCLE SAM, LANDLORD

From the National Wool Growers Association, Salt Lake City, Utah. Over a hundred years have passed since the settlement of the Far West began and the United States government is still the principal land owner there. It is still the landlord over a vast acreage in the eleven states of the Rocky Mountain and Pacific sections and of the Southwest.

The largest part of this land to which the government still claims title is the public domain. There are 186,000,000 acres of such land upon which no homesteaders have failed. Next is the area in the national forests, approximately 136,000,000 acres, of which 65,873,000 are in timber. The government also acts as trustee for the Indians, for whose benefit 72,000,000 acres of land have been withdrawn from settlement. Lastly there is the large acreage of national park and monument lands.

These areas, of these lands broken up and lie in small and large pieces in the different states. Eighty-two per cent of Nevada consists of public domain and national forest lands, while 62 per cent of Utah is made up of these lands. Utah also has some Indian lands. Taking the eleven western states as a whole, over 53 per cent of their area is still owned by the United States government as public domain, national forest, national park and monument lands and Indian reservations.

A considerable part of the public domain is used for grazing purposes. Although it is generally admitted by those familiar with these sections that practically none of them give promise of furnishing new homes for future settlers, yet no provision for the grazing use of these lands, or for their distribution, except by homesteading, has ever been made. However, several measures were introduced in the last session of Congress providing for the control of grazing on these lands, and it is not improbable that similar measures will be presented again. It is not possible for live-stock owners in this vicinity of government unreserved land to secure any control or agreement with the government for making use of the grazing produced on these lands. As a matter of fact, the opportunity for access to such lands has resulted in greatly adding to the sale and assessed values of the open land. In several states in which hearings recently were held by the Senate, Public Lands Committee, stockmen requested that a plan be put into effect under which the lands not suitable for homesteading and useful only for grazing should be classified and leased to stockmen in a way that would permit their efficient use and the conservation of an maximum return from the feed produced.

On 90,000,000 acres of the national forest land, live-stock is permitted to be grazed. In fact, the government desires and authorizes this grazing as there is no other means so effective and economical for controlling the undergrowth of weeds and in some cases, grass, which if not removed, constitutes a very serious fire hazard. On some considerable areas grazing is entirely prohibited, either because they have been set aside as game preserves, or because a growth of new trees is desired where old timber has been cut down.

Beginning in 1905 the grazing on the forest areas was regulated under a permit system, which is still in effect. Under this system the forest officials determine what parties shall be allowed to use the forest grazing and the number of stock that shall be grazed. At the present time there are 31,000 different owners whose five week grazing upon the forests for six weeks in some of the northern states to twelve months in a few of the areas in the Southwest. These 31,000 permittees graze approximately two million cattle and five million sheep and horses.

The admission of animals to graze in the forests and their control while there, is handled under a set of twenty general regulations, prepared and enforced by the forest officials. While these regulations are well established in number, they cover sixty-two printed pages, or over 40,000 words, and their administration cost the government during the fiscal year of 1924, \$641,516.63.

Practically all of the men holding permits for grazing in the national

KANSAS UNION FARMER WEEKLY EXCHANGE

If members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 3 cents a word per issue. Count words in headings, as "For Sale," or "Wanted to Buy," and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

POULTRY

SHINN CHICKS ARE BETTER. Leading breeds, \$8.40 per 100. Free book. Shinn Farms, Box 153, Greenport, Missouri.

BETTER CHICKS: ALL KINDS. OUR low prices will surprise you. Pictorial catalog free. Comfort Hatchery, North 11th, Pleasant Hill, Mo.

SEEDS
NEW CROP SUDAN SEED \$3.50 PER CWT. Smaller quantities 4 cents lb. Can ship from Norton or Oradell, La. Greenwood, Oradell, Kansas.

HEDGE POSTS
ATTENTION MR. FARMER: HEDGE posts for sale. If interested write H. R. Goodman, Pomona, Kansas, R. 4.

SALESMAN WANTED
WE PAY \$200 MONTHLY SALARY, furnish car and expenses to introduce our guaranteed high quality stock powders, cleaners, etc. Bigler Company, 673 Springfield, Illinois.

ELEVATOR FOR LEASE
"FOR LEASE—ELEVATOR AND FEED MILL. Fifty thousand bushel capacity. Same owner fourteen years. Never ran less than \$12,000 net per year. Good location. Real opportunity for a financial investment. Elevator, 1000 bushels. February 1st. Owner—W. H. Scribner, 1106 Pasco, Kansas City, Missouri.

RESOLUTIONS OF SYMPATHY
Whereas: Death has come into our midst, and a noble and exacting man, friend and brother in the Union, Benjamin White, has passed away, and he it is resolved: that the members of Marine Local 643 extend to his relatives and friends our sincere sympathy in their bereavement. Be it further resolved: that a copy of these resolutions be sent to the Kansas Farmers Union, and one recorded in the minutes of our local.
E. OVERHELMAN,
W. D. AUNT, Secretary.
ALBERT SPARMAN.

RESOLUTIONS OF SYMPATHY
Whereas: Our Heavenly Father, the Almighty ruler of life and death, has removed from our midst our faithful member and brother, William A. Doane, Be it resolved: that we, the members of Highland Local No. 1669, extend our heartfelt sympathy to the bereaved ones. Be it further resolved: that a copy of these resolutions be sent to the Kansas Farmers Union, and a copy be spread on the minutes of this Union.
Signed:
GEORGE HOMRIGHAUSEN,
ALLEN COURTNER,
PAUL ALPERT.

forests are owners of lands they must use during other parts of the year to support their live stock. In fact, the regulations of the forest officials have been questioned as to the amount and character of the property which the grazing permittees must own in order to continue to enjoy the use of forest lands during a part of the year. It is claimed by the stockmen that a cancellation of the whole or in part of the grazing permit would largely destroy the value of the lands in which they have been forced to invest, as it is not possible to keep stock at all if summer pasturage is not available. For this reason, the stockmen have suggested that since live-stock grazing upon the forests is necessary, both to the forests and to the stockmen in the vicinities, and since the methods of admission and use have been questioned, the status of grazing should be recognized in law and provision be made for removing any doubt as to the legality and basis of this use. This is necessary in order to give the degree of stability and certainty to the future of the business that is essential to promote and encourage investment in improved live stock and preparation for the employment of the most modern and efficient methods of range use and live-stock management.

These suggestions were embodied in a platform adopted by some three hundred representative cattle and sheep raisers of the national forest and public land states at a meeting recently held at the National City. It is the stockmen's proposal that instead of being given permits to graze, the Secretary of Agriculture should be authorized by Congress to issue to parties who so desire, leases for extended periods of time to graze on the lands now utilized by the forest permittees. Such lease, as proposed by the stockmen, would be restrictive in character and provide severe penalties for any injury that might be done to the timber or watershed, or to the game, or to any undesirable acts or practices. Those who have had the longest and most intimate experiences with the handling of live-stock upon the forests are of the opinion that the great majority of the stock owners would preserve completely the tree and forage growth. The fact is that it would be greatly to their interest to use every means to insure the continuation and improvement of the forage used by the live stock, as when the live-stock feed conditions are of the best, it usually is found that the greatest opportunity is offered for the growth of young trees. The fact that the stock owner, under the suggested plan, would have assurance of the use of the land for a long period and would receive the benefit of the improvement he might effect, would have a greater psychological hold and stronger appeal than is now found in the enforced obedience to government orders, which it must be said, as issued or directed by inexperienced and incompetent local officials, are not always in accordance with good business or conservation requirements.

It is also claimed that the proposed lease plan would result in a considerable economy in the expenditures by the government for the administration of grazing affairs. There would still be need for inspection of the range, and until the new system was well understood and well established there might be a small number of cases in which legal procedure would be necessary to penalize those responsible for damage, or to prevent threatened injury. On the whole, however, the new plan would be much more effective than the present system as a conservation measure and more economical from the government's standpoint. It would also add very largely to the efficiency of the grazing industry associated with the forest lands by giving to it the element of stability which is now so seriously lacking.

SELLING CROP FOR SEED EXPENSIVE TO ONE WHEAT RAISER
When John put out a greater acreage of corn and wheat each year in order that he might raise the money to pay the mortgage, he was surprised to find that each year showed no more money, and finally, he complained to his wife, Mary.

What shall I do? No matter how consistently I work, each year leaves me in the same place." On which Mary made the remark: "Well, John, you should raise less corn and wheat and raise more hell and pay more attention to the marketing system."

I delivered 113 bushels of the 1924 wheat crop to the pool, at which time my neighbors asked me for seed wheat, which was of exceptional quality. I sold the balance of 400 bushels to my neighbors as seed wheat at the open market prices. However, at the close of the pooling year I learned that if I had delivered all my wheat to the pool I would have had \$65 more in my jeans. Thanks to Mary for the lesson.

Very truly yours,
JOEL STRAHM,
Farmers Union, Kans.
—The Co-operator.

Are you ready for that crop of spring pigs which will be coming in a couple of months? If not, why not spend a few days making good littles for the stockmen? If you are a sow that is especially likely to kill the pigs by lying on them, get some good stockman in your neighborhood to tell you to build a good pig creep, and follow his advice.

Wouldn't it be a good idea to keep farm accounts throughout the coming year just as merchants do? These farmers who are doing it praise the practice.

HOW SHE GOT RID OF RHEUMATISM

Knowing from terrible experience the suffering caused by rheumatism, Mrs. J. E. Hurst, who lives at 224 Davis Avenue D. 21, Bloomington, Ill., is so thankful to have healed herself that she writes of pure gratitude she is anxious to tell all other sufferers just how to get rid of their torture by a simple way at home. Mrs. Hurst has nothing to sell. Merely cut out this notice, mail to her with your own name and address, and she will gladly send you this valuable information entirely free. Write her at once before you forget.

SALINA SANITARIUM
J. A. Gaume, M. D.
Specialist rectal and colon diseases. Also Sulphur Baths for Rheumatism. Files cured without the knife. Little or no detention from business.
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\$6 A THOUSAND LETTER HEADS \$5 A THOUSAND FOR ENVELOPES
Printed and Mailed You the Same Day as Order is Received
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FARMERS UNION MUTUAL LIFE INSURANCE COMPANY

Farmers Union Owned and Controlled
Farmers Insurance at Farmers Cost
Tables Published by the United States Government, Based on the 1910 Census. Show That the Death Rate is Much Lower in the Country Than in the City. To Illustrate:

NUMBER DYING PER THOUSAND		
	Rural	Urban
At age 20	4.83	4.93
At age 30	5.39	7.22
At age 40	7.05	12.10
At age 50	10.65	17.17

The only way the farmer can get the advantage of this low rural mortality is to insure in a company that insures only farmers.

BUY YOUR INSURANCE FROM YOUR OWN COMPANY. IT BELONGS TO YOU. WHY NOT HAVE IT SERVE YOU AS IT IS SERVING THOUSANDS OF FARMER UNION MEMBERS?
Detailed Information Furnished on Request.
Write Your State Secretary or Home Office, Des Moines, Iowa, 412 Hubbell Bldg.

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News---Read It!

By the time this issue of the Union Paper reaches Kansas points, better packed in the new "UNION GOLD" cartons will be ready for distribution.

This is real UNION butter and you will like its pure rich flavor and the attractive manner in which it is wrapped. Make a New Year's Resolution to try it at once.

FARMERS UNION CO-OPERATIVE CREAMERY

Kansas City, Missouri

Have You Been Reading Our Advertisements?
We have been spending money every week in your newspaper. We just wonder how many of you men have been reading the ads. We have had very few replies and of course judge that few of you read them. It is necessary if we continue to advertise in your paper, to have responses to our ads. We have a product that will make you money, one that is worth more than we ask for it and is the best of its kind on the market today. It is the

Crawford Universal Belt Transmission
This Power transmission answers your problems of power where you want it and when you want it at a very low cost. It attaches to your FORD car or truck and furnishes plenty of power for the ordinary things about the farm such as wood sawing, feed grinding, soil filling and the other many things about the farm.

CRAWFORD UNIVERSAL NO-HEAT FAN
YOU CAN TAKE IT ANYWHERE ON THE FARM A FORD WILL GO. You have perhaps experienced heat trouble when your FORD was under heavy work, or in the summer months, or perhaps your FORDSON. This fan is guaranteed to keep the motor cool, and will do it! Try one for \$1.00. WRITE FOR ILLUSTRATED LEAFLET TELLING ABOUT THESE TWO "FARM ASSISTANTS" AND BECOME CONVINCED.

The Crawford Manufacturing Company
109 North Seventh
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PRICE LIST OF LOCAL SUPPLIES

Application cards 20 for 5c
Credentialed blanks 10 for 5c
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Ode cards 12 for 20c
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Secretary's Minute Books.....50c
Farmers Union Buttons.....25c
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor
WRITE C. E. Brasted, Box 51, Salina, Kan.

INSURANCE

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

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Watson's Best Berries are just what the Brand Indicates—They Are the BEST
WATSON WHOLESALE GROCERY
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1500 Bargains

The Year's Biggest SALE

Our Great Annual Sale Is On!

Never such a galaxy of bargains as is contained in this little book of 200 pages! An opportunity such as is seldom offered is presented in this the greatest sale event of the year.

If you want white goods, dress goods, wearing apparel, home furnishings, automobile tires or supplies, implements or hardware, then you must have this book.

For this sale we have bought in immense quantities—sometimes the entire output of mills and factories—and we are offering our 9,000,000 customers the opportunities for saving during the sixty days the sale lasts.

Remember, these low prices are only good until February 28. That's the day this sale ends. Every year we plan for this big sale to make it America's outstanding value-giving event. But never in all our history have we been able to present such bargains as are shown on the pages of our Sale Catalog.

To you who live in the Heart of America, close to Kansas City, this event is of double importance. For the first time you can buy direct from our Sale Catalog. Send your orders to our big Kansas City store and have the merchandise sent direct to your home. This means added savings in time and money.

America's Thrift Sale, the greatest achievement of the World's Largest Store, can save you many dollars. If you haven't a copy of this book, by all means get it. It costs nothing but it is worth much. It sets the standard of values. It proves the leadership of the World's Largest Store.

The coupon below, filled in and mailed to our Kansas City store, will bring you this catalog free. Don't be without it. Remember, one-third of all the families in the United States use this catalog to supply their needs, to get quality merchandise, guaranteed to satisfy completely, and to make big savings.

Mail this coupon—today!

SALE
January-February

89c Each Pair
86X6600
Colors: Medium gray, French nude, Alredale, Windsor tan, French tan, Blush, Gammetal, Blond satin; also Black. Sizes, 8½ to 10. State size and color.
Mercerized cotton tops, heels and toes. Ravel stop stitch. Spring needle fabric.

79c Each
Beautiful Rayon Vests and Bloomers
16X96700—Pink.
16X96701—Peach.
Sizes, 34 to 42 inches.

Bloomers to Match
\$1.39 Each
16X96702—Peach.
16X96703—Pink.
Sizes, 34 to 42 inches.
For this sale we are featuring Rayon vests and bloomers at astonishingly low prices.

The New Damask Pattern Border
Per yard..... \$1.19
94X1635
Width, about 54 inches. Colors: (1) Almond green; (2) Castilian red; (3) Tan, or (4) Flemish blue. State color.
This is a new and beautiful fabric with a very silky appearance. Woven of lustrous Rayon and extra fine, soft cotton yarns. Requires only 1½ to 2 yards for a dress.

Dolly Madison Percalé
Yard Wide
\$1.49 FOR 10 YARDS
96X92070
Our famous Dolly Madison Percalé is a material which has won the lasting friendship of thousands of women who seek high quality and low price combined. Very dainty and yet most serviceable. It is one of the outstanding bargains of this sale.

Sears, Roebuck and Co., Kansas City
This Sale Starts the Day You Get This Catalog and Ends Feb. 28, 1926

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CATALOG**

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Kansas City, Mo.

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