



# THE KANSAS FARMERS UNION

Organization

Education

Co-Operation



VOLUME XIX

SALINA, KANSAS, THURSDAY, SEPTEMBER 9, 1926

NUMBER 5

## A WHEAT POOL LEADER EXPLAINS A FEW REASONS WHY ENEMIES COMBAT POOL

Ernest R. Downie, Kansas, Nationally Known Wheat Pool Leader,  
Points Out Important Methods Used to Injure  
Wheat Pooling Cause.

The following article was written by Ernest R. Downie, General Manager of the Kansas Wheat Growers Association. It pretty well covers the different methods used to combat and defeat the pool program. In the current issue of the "Wheat Growers Journal," published at Wichita, Kansas, Mr. Downie says:

"At the time the wheat pool started to operate in Kansas, persons engaged in the merchandising of wheat in this state, started a plan to receive wheat from the farmer on a storage agreement and allow the farmer to sell the wheat to them at some date to be fixed later in the season. A variety of plans were worked out and have been used more or less in this state since that time in order to combat the pool and in order to try to prevent Kansas farmers from becoming interested in the pool and supporting it.

"Everyone who is familiar with the situation in Kansas knows that, in a great many instances, people who have delivered their wheat in this way on an agreement to sell it at a later date and at a price to be fixed later, have had some very unsatisfactory experiences. For instance, some farmers made an agreement to sell their wheat at a later date, at a price which was to be a certain basis as compared with the option market at the time of the sale. This price very frequently was 20 or 30 cents per bushel lower than the farmer expected to receive on the market basis. He was left with the wheat and it was necessary for him to accept the settlement whether it was satisfactory or not.

"Other Storage Dangers  
"In a number of other instances, farmers delivered wheat in this way and the company receiving the wheat went bankrupt before they decided to sell their wheat. They consequently lost the entire amount which frequently totaled several thousand bushels for one farmer. In a number of other instances, farmers who delivered their wheat in this way and tried to sell the deal and sell the wheat at some time when the market happened to be high, were unable at that time to locate the man that had made the deal with, and for that reason were unable to make the sale at the high price. Just why they were unable to locate the dealer at this particular time, we do not know, but possibly the fact that the market was unusually high had something to do with it.

"Kansas farmers have had a number of very disastrous experiences in selling wheat on this plan. It would be well, also, to consider the probable effect of such a plan as this if it should be followed extensively by wheat farmers in any section of the country.

"How to Hold Prices Down  
"Supposing 75 per cent of Kansas farmers should make some such deal as this to dispose of their wheat. They would deliver this wheat to the dealer on the presumption, of course, that the market would be higher later on and they would close the deal when they could receive a better price than the prevailing price at the time of actual delivery. But, as stated above, if approximately 75 per cent of the farmers of the state should deliver their wheat in this way, and this wheat should go on into the hands of the millers and other people who use the wheat, would there be any possible chance for the market to be higher later in the season? If millers already had received a sufficient quantity of wheat, and other dealers had this amount of actual wheat on hand, would there be any reason why they should bid for wheat later in the season that would bring a higher price? We believe the answer to this question is apparent to everyone, and everyone will realize that.

"The market probably would be lower than the remainder of the season because the wants of most of the buyers would be filled and there would be no reason why they should bid for wheat and cause a higher market.

"During the past few months we find that the persons who are actively engaged in opposing cooperative marketing of wheat in Kansas, have worked out new plan to interest the farmer and prevent him from becoming interested in the pooling plan. There are a variety of propositions that are being made to farmers over the state. Some of them provide for the wheat when sold shall be paid for on a basis of 15 cents a bushel below the nearest option. In some instances when the wheat is received the farmer is given a warehouse receipt and allowed to store the wheat and then later on, when the warehouse receipt is called for, there are a number of other plans of this kind.

"Good For Dealer  
"The proposition of dealer settlement for the wheat on a basis of 15 cents per bushel below the nearest option will probably be a very satisfactory method of settling in most instances so far as the dealer is concerned. The market varies in this respect, of course, but it is likely that at the time most of these farmers sell their wheat, cash wheat will be worth a premium over the option and this will allow a nice profit for those who are buying it.

"In any of these methods which the farmer may use in disposing of his wheat to dealers, he is of course careful to require the farmer to sign a contract when they are making any such deal with him. In other words it seems that it makes a great deal of difference who the contract is made with, in determining whether it is a good thing for a farmer to sign a contract or not. If he is signing a contract which is helping to build up an organization which will gradually get control of the marketing of the farmer's wheat, and take it out of other hands, it is a bad thing for the individual farmer; but if he is signing a contract which will help the dealers to maintain their control and their hold on the movement of the farmer's wheat, it is a good thing for the farmer to sign the contract.

"In Canada wheat producers had much better arrangements than these years ago for handling their wheat. They have had arrangements they have made with the assistance of the government whereby they can deliver their wheat at any time and receive a warehouse receipt for it and then dispose of the receipt as they see fit. Furthermore, they had an arrangement whereby the farmer could load his wheat direct into cars and ship it for sale to some other market, provided he did not care to sell it on his local market at time of delivery.

"Low Handling Charge  
"The law in Canada provides that in such a case the local elevator is required to load this wheat at the request of the farmer, and the handling charge that the local elevator must pay for this service is established by the government, and is a very low rate. Canadian farmers had all of these matters worked out much better than they are worked out in Kansas. It is a fact that they will be in Kansas at any time in the near future, but Canadian farmers finally realized they were not getting anywhere by following such methods and that they were not any nearer to controlling their wheat than they were selling to local dealers in the regular way. They learned what the farmers of Kansas will finally learn, that is, that any plan that is going to benefit them, and get them real results in the marketing of their wheat must be a plan that will place the control of the movement of this wheat and the distribution of it absolutely and entirely in the hands of the producer of the wheat. But any plan which simply provides for a different method of settling or different means of storing this wheat, although it might at times have some advantages to the individual, will never give the farmer any control of his product which he can use to his advantage, furthermore, as we have indicated, following such practices by a large per cent of the farmers will bring about a condition which will mean materially lower prices than would otherwise be obtained.

"Pool Enemies Co-operate  
"Whenever a large per cent of the wheat producers in Kansas learn to co-operate as well in promoting the wheat-pooling business as some of our citizens co-operate in working against it, we will make much more rapid progress than we have made up to this time.

"We regret very much that it is necessary to discuss such matters in our paper, because some of our friends get the idea that we are making a fight on other interests. If you are informed in regard to this situation and will read carefully what we say in regard to it at various times, you will notice that it is simply a matter of defending the interests of the members of this association. If unfair attacks and unfair methods had not been used in opposing the wheat pool in Kansas, it would not be necessary for us to discuss these matters, but under the conditions it is necessary for someone to call attention to the facts in the case in an attempt to protect the interests of the farmers of this state who are building up the wheat pool.

Editor's Note—What is true in Kansas concerning the above article is true in all states.

—South Dakota Union Farmer.

Someone showed a nice sense of discrimination in making up the big posters the Jobbing Association is putting out. We refer to the appropriateness of having a photograph of John Tromble as the central figure. In our mind, no work of art could epitomize the spirit of co-operation in Kansas as does this picture of "Uncle John." If there is any one thing that Mr. Tromble believes in and works for above all other things, it is the business independence of the American farmer. Add to this his splendid idealism, his knowledge of farmers and the co-operative movement gained from long service and meeting of all classes of men in all parts of the country, and in Mr. Tromble the farmers of Kansas have a leader they should be proud to follow.

### THINK THIS OVER

We sometimes wonder if you, Farmers Union member, realize what you are doing to yourself, your family and to agriculture in general when you buy insurance in any company other than your own organization. We wonder if you realize that the reserves that are being built in these companies are going out of your territory to stay out of your territory, to be used often times against your own best interests.

We wonder if you stop to think what vast strength you can help to build for the protection of yourself and family in taking life insurance in your own Farmers Union organization. If you will but realize in the first place that our Union insurance is a full legal reserve insurance, as safe as it can be built and that will give your family a safe protection as is obtainable. That is all that you can get in any insurance written. And in addition to this, you are building reserves and surpluses to be controlled by you through your organization. These reserves and surpluses will be used in the future to protect your family, by making it possible for you to carry and control any necessary mortgages. If you realized all that meant to you, we believe that you would give more than a second thought before taking insurance in any company other than the Farmers Union Mutual Life Insurance Company.

If you are to build and control finance and credits in your own organization, which will make it possible for you to control the future safety of your family and your investments, it will be necessary for each individual to consider very seriously in the future in taking out insurance, whether the company which he is considering does not have a vital interest in your welfare or whether you wish to build your own insurance company strong enough, to hold this control yourself and get the benefit that will accrue through such control.

It will be well for every Union member to keep in mind the fact that every policy taken in other companies is helping to build them just that much stronger in the control they have built up so strong through years past, and that every policy taken in your Farmers Union organization is helping to build up a control of reserves and surpluses which will be a direct benefit to the entire Union and your organization in time to come.

Morse C. Brink.

### CO-OPERATIVES MUST KEEP FAITH

There are three groups of people with whom a co-operative must keep faith if it is to be successful. These groups are the purchasers of the products handled by the co-operative, the creditors of the enterprise, and its own members.

Faith must be maintained with the customers in order that they may not only continue to be customers, but that they may purchase in increasing amounts. One of the most certain ways for insuring a continued and increased patronage from old customers is to supply a product that exactly meets their needs, prepared according to a standard which never varies.

The establishment of high standards and rigid inspection of grading are the first steps in any program for creating and maintaining customer faith. It is probably more co-operatives fail to get the customer's confidence than they do because of the lack of stable standards than for any other reason. The members and the management of most co-operatives, however, are abundantly supplied with good intentions. But business is not built nor maintained on such a basis. Business develops and grows in an atmosphere of confidence—a belief that faith will be kept—all ways. Manufacturers have learned that permanent success is won only by high standards of quality below which their products are never permitted to fall. They have further learned that standards must be raised as their customers become more exacting, otherwise these customers will seek their supply from more satisfactory sources.

Co-operatives must adopt the methods which have been found essential to success in other lines of business.

The co-operatives which are forging ahead today and becoming outstanding examples of success are those that are keeping faith with their customer by giving them a high-grade product; are ever raising the standard of quality and guaranteeing an unvarying quality through rigid grading and inspection.

A co-operative must also keep faith with its creditors. If it wishes to be numbered among the successful enterprises, it is imperative that adequate provision be made to promptly reimburse those who extend to it credit for financing its various transactions. Not infrequently friends of co-operation assist in the financing of specific enterprises in order that such efforts may get under way without undue delay. It is only fair to such well-wishers that their claims be met from the proceeds of the business at as early a date as is possible.

Lastly, a co-operative must keep faith with its members. To do this it is incumbent upon the management to transact the business intrusted to its care with the highest degree of honesty and guaranteeing to its members full membership fully informed regarding their business.

The membership is entitled to full information as to what has been done, and the reason for it. Executives who are remiss in this regard, invite serious trouble and eventual disaster.

A. V. Swarthout.

### OUT WHERE THE WEST BEGINS

Monte Zebulon Pike characterized Kansas as "a barren desert incapable of sustaining a habitation." Poor old "Monte." Little did he realize that the prairie that he was calling a desert would be the source of a few years producing the "best wheat in the world" and that the labor required to produce it would be furnished by the greatest people on earth. Gent because they represented all nationalities under the sun approximately. Great because of the great gift that they were giving, a measure of wheat that was a part of the life of the farmer who not only labored with out pay to produce the wheat but gave a part of the value of the land upon which he lived. The land was valuable because it had been transformed into farms contrary to the views of Pike, and now carries a mortgage of \$27.00 per acre.

There must have been a dry spell preceding Pike. If the old fellow thought it was dry then he should be told because it had been raining so long that he might have a clear conception of the meaning of a "dry spell."

For about three years a part of northwestern Kansas has not received enough rain to cause the frogs to sing. (A western Kansas frog will sing if there is sufficient moisture to lay his hair.) Crops are somewhat of a curiosity. About the only crop perceptible to the nostrils is "Corn" and that is "wormy."

Cattle are being shipped out of Kansas, Norton and other western counties. Mules are a common sight in the stockyards along the railroads.

Tractors are replacing the horse in farming operations. Feed from Russell, Kansas, on to the Nebraska line consists in the most part of Russian thistles cut with a mowing machine and raked and stacked. A cow from Eastern Kansas would have to take a correspondence course in "thistle eating" before she could turn the stems into milk. Norton county has cows that know how to figure.

Lenora, with its Union Store and Elevator had a picnic on August 24th. Quite a large crowd of folks gathered at the park where the afternoon was spent in the usual manner.

Readings were given by several of the ladies. The audience sang America. Brother Jacobson manager of the elevator, acted as chairman.

I tried to say something that would help in some way to encourage the folks in their struggle for existence.

One would not suspect that the farmers were shaking their head and smiling that smile that is different, was the man that had seen his wheat crop wither away, his corn die beneath the suns scorching rays and his watermelon rot on the vine. But he was there at the picnic and his faithful wife put up a nice lunch from the dinner that was had at noon and when I was through speaking gave the lunch to me.

On our way home my brother-in-law, Scott Wilborn, accompanied me on the trip, we stopped on the road and as the sun went down we ate the fine lunch and thought of the folks who had prepared it.

How can a man smile who ask under such conditions as the people of Norton county find at the present. Listen, this is not the first time since the days of Pike that the winds have been hot and the ground has cracked until the water evaporated until the well water is "out" when it is "in" the West Begins. "Out where the smile dwells a little longer." "Out where the hand clasp is a little stronger."

Will the farmer stick? You will find the answer in Norton county. His eyes may be growing dim, his back may be bending with age and his hair may be of the silver grey and his hand may be hard and calloused but years of labor have done all these and his home, and his fences, his fields and his livestock all give mute evidence that the "Desert shall blossom as the rose," that "Monte" Pike was a liar when he said Kansas was a desert and that you don't know that life is worth living unless you are "Out Where the West Begins."

M. O. GLESSNER.

Nearly two-thirds of the \$4,226,589.00 worth of merchandise imported into this country last year, came in duty free according to an analysis of the Department of Commerce.

### REPORT OF CENTRALIA BUSINESS ASSOCIATION.

Dear Stockholder—  
The Annual report of June 30, 1926, is a pleasing one to the Manager of your store and trust it is equally gratifying to the stockholders.

The amount which is being returned in cash to the shareholders is a substantial one and will not in any way handicap your future operations since you so wisely created a strong permanent surplus fund.

We submit the following figures obtained from the auditors report covering the past five years showing the rapid gain which the management has been able to make on account of your co-operation.

Period covered	Profit	Period covered	Profit
7-1-1921 to 12-31-1921.....	\$ 808.63	1-1-1922 to 6-30-1922.....	\$ 594.15
7-1-1922 to 12-31-1922.....	202.37	1-1-1923 to 6-30-1923.....	4597.68
7-1-1923 to 12-31-1923.....	758.27	1-1-1924 to 6-30-1924.....	1924.96
7-1-1924 to 12-31-1924.....	1479.35	1-1-1925 to 6-30-1925.....	2401.02
7-1-1925 to 12-31-1925.....	2023.76	1-1-1926 to 6-30-1926.....	2023.20

The following is a review of the past year's business operations: Sales of Merchandise to Members were \$20847.95 and are rebating at the rate of 8 cents on the dollar which makes a grand total of merchandise of \$19127.00.

Purchase of poultry from members amounts to 198127 pounds on which we are returning one and one-half cents per pound which amounts to 1981.27

Purchase of Eggs from members amounts to 48687 dozen on which we are returning one and one-half cents per dozen which amounts to 728.85

Purchase of Butterfat from members amounts to 28242 pounds on which we are returning 2 cents per pound which amounts to 564.82

Total savings returned to Stockholders .....\$3547.34

You Bot \$.....Mise at 8c return equals.....\$.....

You sold.....Lbs. poultry at 1 1/2c return.....\$.....

You sold.....Lbs. butterfat at 2c return.....\$.....

Total savings obtained by dealing with yourself.....\$.....

Please preserve the above figures and show them to your neighbor and friends who have not participated in your success and ask them to join with us and make your local institution one of the best in the state.

In conclusion our manager wishes to thank you for your hearty co-operation during the past business year.

The Farmers Union Store.

### CO-OPERATIVE LIVESTOCK SHIPPING ASSOCIATIONS EXPAND RAPIDLY

There are now from 4,000 to 5,000 co-operative livestock shipping associations in the United States, according to the latest figures of the United States Department of Agriculture. Rapid development has occurred in the past 11 or 12 years, and particularly during the past 8 years, the department says, emphasizing that the movement must be recognized as a factor of permanent and growing importance in the marketing of livestock.

A study of co-operative livestock shipping associations has been made by the department, the results of which have been published in Farmers' Bulletin No. 1502-F. Principal requisites to the success of co-operative livestock shipping associations, according to the bulletin, are competent management, good business methods, and loyalty on the part of members. It is important that the manager be well known in the community and experienced in marketing livestock. It is important, also, that the officers, particularly the board of directors, keep informed at all times as to the financial affairs of the association.

Wherever co-operative livestock associations have been operated efficiently in communities where there have been no other means of marketing livestock, they have shown an appreciable saving to the farmers has resulted, says the department. The profit that formerly went to the local shipper now goes to the farmer, and he has the satisfaction of knowing that he receives for his stock the actual market price, less the cost of marketing.

Copies of the bulletin may be obtained, as long as the supply lasts, upon request to the United States Department of Agriculture, Washington, D. C.

### AVERAGES FOR FARMERS' ELEVATORS

Averages derived from the audits of 56 farmers' elevators in five states are given in a recent issue of the Farmers' Elevator Guide, Chicago. With the suggestion that they might be considered typical for the entire group of such elevators. The average investment for the 56 elevators was \$22,984. The depreciated average property value per association was \$19,130. Sales for 1925 averaged \$213,987. Sources of sales were: wheat, 21 per cent; corn, 26 per cent; oats, 13 per cent; other products, 40 per cent. Expenses of operation averaged \$8,345 for the 56 enterprises; or 3.8 per cent of sales. Salaries and labor accounted for 58 per cent of the operating expense. The average loss for the year, for those elevators having losses, was \$3,240; the average gain for the elevators with gains, was \$3,175; and the average gain including all of the 56 organizations was \$1,000. Thirty-six of the companies closed the year with a surplus and 20 with a deficit. The surpluses averaged \$6,690 and the deficits \$6,459. Including the entire 56 companies the average surplus was \$2,280.

### REPORTS ON CO-OPERATIVE TOBACCO MARKETING

Several preliminary reports, dealing with the co-operative marketing of tobacco, in the various producing sections, have been prepared and will be available for distribution in the near future. Two of the reports already issued deal with the co-operative marketing efforts in the Wisconsin section and the Burley producing region of Kentucky. A third report nearly ready for distribution covers the subject of co-operative marketing in Southern Maryland. These reports were prepared by the Division of Co-operative Marketing of the Federal Department of Agriculture, Washington, D. C.

Field meetings are being held during the summer by the management of the Tennessee Cotton Growers' Association, Memphis, throughout the territory served by the association. At these meetings the officers of the association meet the members face to face and answer many questions.

### REPORT OF CENTRALIA BUSINESS ASSOCIATION.

Dear Stockholder—  
The Annual report of June 30, 1926, is a pleasing one to the Manager of your store and trust it is equally gratifying to the stockholders.

The amount which is being returned in cash to the shareholders is a substantial one and will not in any way handicap your future operations since you so wisely created a strong permanent surplus fund.

We submit the following figures obtained from the auditors report covering the past five years showing the rapid gain which the management has been able to make on account of your co-operation.

Period covered	Profit	Period covered	Profit
7-1-1921 to 12-31-1921.....	\$ 808.63	1-1-1922 to 6-30-1922.....	\$ 594.15
7-1-1922 to 12-31-1922.....	202.37	1-1-1923 to 6-30-1923.....	4597.68
7-1-1923 to 12-31-1923.....	758.27	1-1-1924 to 6-30-1924.....	1924.96
7-1-1924 to 12-31-1924.....	1479.35	1-1-1925 to 6-30-1925.....	2401.02
7-1-1925 to 12-31-1925.....	2023.76	1-1-1926 to 6-30-1926.....	2023.20

The following is a review of the past year's business operations: Sales of Merchandise to Members were \$20847.95 and are rebating at the rate of 8 cents on the dollar which makes a grand total of merchandise of \$19127.00.

Purchase of poultry from members amounts to 198127 pounds on which we are returning one and one-half cents per pound which amounts to 1981.27

Purchase of Eggs from members amounts to 48687 dozen on which we are returning one and one-half cents per dozen which amounts to 728.85

Purchase of Butterfat from members amounts to 28242 pounds on which we are returning 2 cents per pound which amounts to 564.82

Total savings returned to Stockholders .....\$3547.34

You Bot \$.....Mise at 8c return equals.....\$.....

You sold.....Lbs. poultry at 1 1/2c return.....\$.....

You sold.....Lbs. butterfat at 2c return.....\$.....

Total savings obtained by dealing with yourself.....\$.....

Please preserve the above figures and show them to your neighbor and friends who have not participated in your success and ask them to join with us and make your local institution one of the best in the state.

In conclusion our manager wishes to thank you for your hearty co-operation during the past business year.

The Farmers Union Store.

## MODERN FARMING IN THE SHADOW OF MT. ARARAT

Prof. Morgan Gives Us a Story of a Few Agricultural Graduates  
Who Hope to Replenish a Nation. Americans are  
Helping in a Co-operative Way

(By Arthur Calhoun)

Editor's Note—Prof. Morgan is devoting his sabbatical year to a survey of the Near East Relief's agricultural work overseas. As director of this great enterprise in the education and training of refugee farmers, he is laying the foundation for a new era in the agricultural development of the Bible Lands.

In the shadow of Mt. Ararat, whence Noah set forth to repopulate and replenish the world, a handful of modern agricultural college graduates are engaged in a task of replenishing a nation.

They are the Americans and Armenians, these men who battle against famine and want in a land blood-soaked by the tide of war which has ebbed and flowed across it for a thousand years. Absorbed in teaching the gospel of hard work by modern methods, they have seen Russian Armenia emerge from the shades of disaster, and today there is a new sunrise over the mountain of Ararat.

From the beginning of man's kinship with the soil, the Armenian farmer, when not fleeing before an invading host, has scratched the earth's surface with a pointed stick to lay down a few seeds. From them grew meagre harvests, enough, in the brief intervals of peace, to bring a sort of prosperity to a few. And, though privation was the lot of the many, death from hunger was not so common until the greatest scourge of all, the world war, left its terrible blight upon the land.

With millions starving, the pointed stick of the Armenian farmer was a pitifully futile implement. Its painful slowness was an aggravation to the hunger that gnawed at the vitals of children, women and men. Famine, necked at the pointed stick and plodding oxen.

Rehabilitating Armenia, after the war, and after the ravages of the Turk, became a struggle against impossible time. Emergency measures of the Near East Relief, the daily feeding of the hungry, could at best afford but temporary succor. Permanency was a need, and to establish, quickly, a permanent agriculture in a broad country laid waste, could wait upon methods which were old when Noah landed upon the neighboring mountain-top.

Permanent agriculture is now fast developing in Russian Armenia. On a 15,000-acre ranch, the property of a Grand Duke, the Near East Relief is teaching the Armenian to wrest a hearty subsistence from the reluctant earth. The stick and oxen are giving way to the tractor and multiple plow, and modern science is showing the way literally to make two stalks of grain grow where only one grew before. The yield of barley, for instance, was doubled in one year.

### WHY WAIT FOR "REVOLT"

"When the farm industry gets into trouble its discontent is apt to take the form of a revolt against the party in power. The revival of prosperity may take the sharp edge off the discontent. But in any event it behooves the administration to push a sound program that will satisfy the farmers that their interests are being looked after.

The preceding statement, from an editorial in a paper supposed to be devoted to the cause of agriculture, is the grossest kind of an insult to the intelligence of present-day farmers, and especially to those who have devoted time and thought and energy to the matter of relieving the present un-economic situation. The idea that the farm industry, more than any other, would be inclined to strike blindly when it was hurt! And that temporary revival of prosperity may take the sharp edge off discontent!

The present un-economic situation is not caused by an overproduction. The world is just as near starvation now as it ever was. This situation has been growing on American agriculture for years, and is a direct result of protection afforded other industries and labor by more effectively favorable laws, and lack of these same favors to agriculture. This refers not alone to tariffs, but to favorable labor laws, laws favorable to monopolistic control of large industries, laws favorable to transportation and other public utilities. Coupled with these have been the natural advantage enjoyed by many industries and labor through their ability to thoroughly organize.

It is probably true that the war and its after results emphasized this condition to some extent, but it must be evident to any unbiased observer that before the war, we were drifting to the same shoals and that we would have reached them sooner or later without the impetus of the "war wind."

The farmers of America have lost thirteen billion income dollars since 1920 because of their reduced purchasing power compared to other industries. This is according to the report of the National Industrial Conference Board and is verified by the statements of our U. S. Department

A pitiful herd of bony, worn out beef cattle, the pick of the miserable lot left by the years of warfare, has been developed into a respectable herd of dairy cows. Strength was given through the purchase by American Armenians of bulls in Switzerland, and since their arrival a steady improvement has been noted from year to year. Today butter and cheese for 25,000 orphans in refuge on the Near East Relief farm is produced from the descendants of cattle which, on America's plains, would have deemed hardly worth killing for their kind.

The Near East Relief farm in a season now produces upwards of 500 tons of grains, 5000 tons of hay, 5000 tons of vegetables, along with derivatives and minor products. In this production remarkable showing has been made, and agricultural men have risen to heights of enthusiasm over the results. But after all, the real significance is not in the productivity of the land through the efforts of the farm experts, but a far greater work of education being done on the ranch near Noah's mountain.

It is in training Armenian young men and boys in modern agricultural methods that the farm experts of the Near East Relief are doing their real work. This training embraces not only the elemental science of the calling, but the mechanics, the operation and care of machines so new in an old, old land.

Fostering the co-operative plans, whereby small farm owners will share commonly owned tractors, threshers, harvesters, is another service of these Americans. Marketing methods, too, have their place in the course of instruction. Indeed, the plans are designed to turn Armenian youth into an agricultural generation which will banish forever the familiar spectre of the Near East famine.

However, though the sun now shines over Ararat, it yet far from its zenith. While actual want is a ghost of the past, plenty is still but a promise of the future. The Armenian's subsistence is of the simplest order, and never too much.

Thousands of Americans in past years have gained a sympathetic understanding of the Armenian's unenviable lot, through the observance of International Golden Rule Sunday, when voluntary regulations are placed upon the fare of the prosperous, to make it approximate the average of the Armenian meal. President Coolidge has remarked that the movement is a "practical help and the best expression of friendship" for the less fortunate people of the Near East. The President has just reiterated his desire for a wide observance of Golden Rule Sunday, which this year has been set for December 5.—Farmers Union News.

of Agriculture and other Federal departments. It seems to me this condition is entitled to serious consideration by some of these self-appointed advisors who now state that something must be done to satisfy the farm.

It must be borne in mind that this thirteen billion dollars does not represent the farm property shrinkage, but an actual loss as compared to what the farmer would have received had the purchasing power of his product been the same as it was in 1914. The quality of fruit is high and the price quite reasonable.

The farmer doesn't ask to be "satisfied." He wants this un-economic and unfair situation permanently corrected. No "sugar-teat" like the Tinscher-Fess bill, which met such ignominious defeat in the last Congress, is going to at all answer the purpose.—Kansas Farm Journal.

Have you tasted any of those peaches or plums that "Archie" Seaman is putting out? The carlot department of the Jobbing Association has had an unusually nice business in peaches and plums this year. The quality of fruit is high and the price quite reasonable.



## The Kansas Union Farmer

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

Entered as Second-Class Matter August 24, 1912 at Salina, Kansas. Under Act of March 3, 1872. Accepted for Mailing at Special Rate of Postage Provided for in Section 1103, Act of October 3, 1917. Authorized July 30, 1918.

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

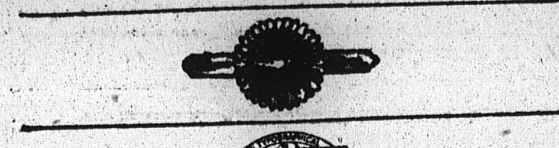
Subscription Price, per Year.....\$1.00

Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the 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 including advertising, should be in seven days before the date of publication. Notices of meetings can be handled up until noon Saturday on the week preceding publication date.

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



THURSDAY, SEPTEMBER 9, 1926

### CANADIAN WHEAT POOLS PROVIDE FOR MEMBERSHIP CONTRACTS

On of the outstanding features of the Canadian Wheat Pool movement is the definite provision for membership control and participation in pool activities. To this end unincorporated local units have been provided by each of the three provincial pools. By means of local meetings, committee activities, field service work and educational publicity, the service rendered by the pool is made known to producers. By means of these agencies also, the management is acquainted with the prevailing sentiment among members. The manner of achieving these results is described in literature circulated by these agencies, details of which are summarized in the following account.

There are three provincial wheat pools in Western Canada, each of which is incorporated under the name "Co-operative Wheat Producers, Limited," prefixed by the name of the province, Manitoba, Saskatchewan or Alberta, in which it operates.

For the purpose of securing unity of action and the advantages of combined selling, these provincial pools have organized a central association known as the Canadian Co-operative Wheat Producers, Limited. These three provincial pools and the central selling agency make up what is known popularly as the Canadian Wheat Pool.

The general organization set-up of the three provincial wheat pools is similar, but they differ in detail. In Alberta the province is divided into seven districts and each of these into ten sub-districts. Within these sub-districts members have voluntarily organized 226 local associations. The local associations help to keep members in touch with the head office and provide a medium for the expression of opinion by members. The pool is controlled by a board of seven directors, one from each district. The manner of selecting directors is as follows: In May of each year a ballot is sent to each member. Accompanying the ballot is a list of members in his sub-district. A member may vote for one representative, or delegate as he is called, from his sub-district. Ballots are counted by the board of directors. The 70 delegates elected constitute the members' representation at the annual meeting of the association. At this general meeting separate sub-district meetings are also held, at each of which one of the ten delegates or a member from each sub-district is elected to the board of directors for the ensuing year. A new board is elected annually. A director may resign or be recalled, in which event a new director is elected by his district delegates. The same provision applies to delegates except that a new delegate must be elected by the members of his sub-district.

In addition to the educational work performed by the Wheat Pool local, the meetings of the local units of the United Farmers of Alberta are devoted partly to discussion of pool activities. The official publication of the latter body known as "The U. F. A." is also used by the pool to carry its news to members. News concerning the pool is also supplied to the daily press and farm journals.

The skeleton organization of the Manitoba Wheat Pool resembles that of the Alberta Pool but inside the framework the set-up is different. The province is divided into seven districts, as in Alberta. The districts contain approximately equal membership. In each district unincorporated local units are organized on the basis of one to each rural municipality. (Municipalities in Western Canada correspond to counties in Eastern Canada and the United States.) There are 90 of these local units. Locals elect delegates to the annual meetings on the basis of one representative for any number of members up to 75 and an additional delegate for each 50 members, with a maximum of 6 delegates from any one local. At the last annual meeting there were 250 delegates for 12,480 members. A board of seven directors, one from each district, is elected annually.

Because of the fact that the area covered by local associations is large, provision is made for the election, by local associations, of a committee at each shipping station to issue seed and feed grain permits to members desiring to sell grain to neighbors for such purposes, and in general provide a means of contact between members and their association. There are 448 shipping committees.

The Manitoba Wheat Pool maintains a force of six field-service men for educational and contact work, and also publishes a journal known as "The Scoop Shovel." A charge of 1-20 of one cent per bushel of grain handled is made for educational purposes.

The Saskatchewan Wheat Pool is the largest of the provincial pools. Its structural organization and provision for membership control differs from

each of the pools already described but has features common to each. The province is divided into 16 districts on the basis of acreage under contract, modified slightly to give approximately the same number of members in each. Each district is again divided into 10 sub-districts on the same basis. Within the sub-district are local units called committees, each consisting of five contract signers and representing an area of five townships. These committees perform many of the functions of local associations.

In the election of delegates and directors, and on other occasions when voting is required, the one-man-one-vote principle applies. Contract signers in each sub-district elect a delegate from their number, making 160 delegates in the 16 districts. Nominations for a sub-district delegate may be made by any six contract signers and are made either at the regular meetings called by the local committees or by direct nomination endorsed by six contract signers. Voting is done by mail ballot, using the single transferable ballot. Ballots are counted by a disinterested party appointed by the board of directors. A director for each sub-district is elected from among the ten delegates. The 16 directors thus elected manage the affairs of the pool for one year.

The Saskatchewan Pool maintains a field-service man in each district who devotes his time to educational and membership control work. The official publication of this pool is the "Western Producer," an independent weekly newspaper. The daily and weekly press together with farm journals are also used extensively in educational and publicity work.—J. F. Booth in Agricultural Cooperation.

### WHAT IS LAND WORTH?

The editor of the Nebraska Union Farmer is usually sound and accurate in economic reasonings and conclusions. In the following article, however, he seems to have slipped a cog or two. It is true, of course, that measured by returns the great majority of the farm lands of this country have no value. That does not mean, however, that such lands do not represent a very substantial capital investment all or at any rate the greater portion of which is entitled to a fair annual return which is chargeable against the cost of production.

Reasoning in the same way the country might well have held a few years ago that the majority of the railways had no value. They were earning no returns and if return is the true measure of value they were worthless. Neither the roads nor the Congress of the United States took this view of the worthlessness of railway property. The roads insisted that they must have a fair return on their capital value or they could not continue in business and Congress agreed with them and enacted a law which is a virtual guarantee of a return of approximately six per cent on the capital of the railroads, as determined by themselves.

But read what Brother Heron says about the value of farm lands and consider its effect. It is adopted as an agricultural policy, on our program to secure cost accounting as a basis for demanding fair prices for farm products:

That less than 10 per cent of the farms in the United States have any land values was the somewhat startling statement made a few months ago by Edward Nordman, commissioner of markets for the state of Wisconsin, in an address to the national convention of marketing officials. His contention was that land values are inflated and that this inflation is injurious to agriculture.

Mr. Nordman based his conclusion on the proposition that land is worth what it will produce in terms of net profits, and no more. He held that if a reasonable rate of interest were allowed on farm improvements, equipment, and live stock, plus going wages to the farmer and his family, most farms, year in and year out, would show no net returns. Therefore, the land itself would have no real value.

While Mr. Nordman's conclusion that most of the farms in the United States have no land values rather takes the breath, his proposition that land is really worth only what it will yield in net returns must be granted. This means that the price of land should be based upon the prices of its products, and not the prices of the products on an assumed value of the land. The latter puts the cart before the horse.

Although at present time there is disparity between prices of farm products and prices of manufactured wares—a disparity that should be overcome, yet it is a condition and land is really worth a price only in proportion to net returns it will actually yield under this condition, and not a price based on what it ought to yield. Farmers who are trying to make from \$500 to \$1,000 a year interest per quarter section, besides paying taxes and making a living, realize this thoroughly.

There is another angle to the land question that should be more generally understood. If wheat went to \$3.80 a bushel and corn to \$1.50 a bushel, and both remained at those figures, land speculation would send the price of land up accordingly, and the labor income of farmers would not be increased. Nor would it be any easier to buy a farm and pay for it out of its net earnings.

All must admit the danger to agriculture from inflation of land values but that danger lies in the direction of increased speculation in farm lands with consequent piling up of interest charges which like railroad bond interest may eventually exceed the earning power of the property, rather than in an increase in the price of staple farm products. We must have more money for farm crops if our land is to have any value at all.

With the aid of the New York Department of Farms and Markets a plan of organization is being worked out by the cauliflower growers of the Catskill Mountains. The plan provides for local organizations of growers around eight major shipping points, in order that they may ship in car load lots, may grade their products, use standard containers, ship under a trade-mark, and also buy necessary supplies for members. Facts and figures collected for the past two years have been utilized in formulating the plan. The possibilities of co-operation were demonstrated last season over a period of two weeks of heavy shipping.

### COST OF PRODUCTION

There is no longer the slightest doubt that the Farmers Union has stirred up a lot of folks by the publication of studies of the cost of producing agricultural staples in the states of Iowa, Illinois, Nebraska and Kansas. It is a thing that appeals to common sense and to business instincts and habits. Few folks are foolish enough to argue that any industry can long continue to sell its products under the cost of production. To so contend would be to advertise economic ignorance so dense that it would merit no contempt. Nor are there very many people in the country who would ask that any product be sold to them below the cost of production. It is universally admitted that every producer is entitled to his costs back and to a fair return for his own labor and the use of his own capital.

It was only a few years ago that printers discovered that they were selling their goods below cost. For a long time they overlooked the value of the most important thing that goes into the cost of a piece of printed matter, that is the time of the labor and the machines employed in production. When master printers learned the value of time and began to include it in their cost estimates they had to double the prices that they had been charging for their services and merchandise but they had the courage to demand the cost of production plus a reasonable profit and they are now doing well. Before they learned to base prices on cost of production most printers were practically bankrupt and even the most prosperous were barely making wages in the shops that they owned.

So all through industry. Profits are possible only when costs are known and charged against product. Farmers have never paid much attention to cost accounting. For one thing it has not been worth while to know cost unless that knowledge carried with it the power to fix prices. That the farmers have seldom been able to do except in a few highly specialized departments of agriculture. Then there has been a lot of misconception about the elements of cost in producing agricultural commodities. In too many branches of the industry and with far too many farmers cost has meant only the amount of cash expended in making a given crop. No account was taken of the labor of the farmer and his family. Return on the investment in land and equipment was not counted. The farmer owned the land, the machinery and the animals employed in producing his crops. Why charge himself for the use of his own property?

The answer of course is plain enough. The farmer must charge himself with the use of his own property before he can charge any one else for that service. It must be assembled, all the many items of production cost, into one total and to the total must be added overhead expenses that cannot be itemized and a reasonable profit on the whole investment in labor and capital before a price can be made to the consumer. The farmer who began the agitation for cost accounting in agriculture started something that cannot be stopped until farming is established on the same solid and equitable basis that underlies every other profitable industry in this country.

Up to July 15 the Sovegar Melon Growers' Association, Adel, Ga., had shipped 1,579 cars of melons. The management reports that remittances to growers have been made a little more promptly than heretofore, the average length of time being two weeks. The large number of cash track sales has contributed to this result, as has also the fact that remittances have been received more promptly on arrival sales. No pools have been allowed to remain unclosed over night if the returns were on hand to close them.

### PROFITS FROM CREAMERIES

Farmers must be something more than producers of raw materials at prices fixed by the converters and consumers. As fast as the farmers are able to supply finished products directly to consumers they will increase in prosperity. The most profitable lines of farm production are those that supply ready to use food to the consumers. The best way to sell butter from the farm is in the shape of cream delivered to the co-operative churning station and by it sold to the consumers in such a way that the producer has an interest in the results until the product is delivered to the agency that distributes to the retail market.

There is a growing number of successful Farmers Union Co-operative Creameries. Each one of them seems to be doing better this year than ever before. The following, reprinted from the Nebraska Union Farmer, is a very gratifying story of success achieved by our fellow Union farmers in our sister state:

The Farmers Union Creamery of Superior is returning about \$17,000.00 to those who marketed their butterfat through the creamery in the year 1925, a letter from Manager Nordgaard, says. Patrons get their share of this juicy melon. Mr. Nordgaard declares, regardless of their politics, religion, or complexion, "just so they are Farmers Union members and own at least one share of stock in the best creamery south of the North Pole."

This \$17,000.00 represents the profits, or surplus savings, above the cost of operation, interest on shares, and addition to reserves. When farmers sell their cream to the old-line centralized creameries, the profits go to the stockholders, who produce no cream. In the co-operative system, the profits go back to the patrons.

No thoughtful farmer should have any difficulty deciding which system deserves his support and patronage. The cure for swollen fortunes and overbearing trusts and combinations is to quit feeding them with the profits on our business. Every farmer can do his part by co-operating loyally right where he is.

Representatives of the Alberta, Manitoba, and Saskatchewan wheat pools are now on their way to the Orient for the purpose of determining the best methods of expanding the Far Eastern markets for Canadian grain. A considerable demand has developed during the past few years and it is for the purpose of stimulating this demand that the present tour of investigation is being made. Before returning, several of the party expect to visit Australia to obtain first-hand information regarding co-operative wheat marketing in that country.

## Comment On World's News For Week

### France

#### Now Formally Announces

That even though usually attifies the debt settlements made with this country it is impossible that she should ever be able to pay much if any of the principal of her obligations. England and Italy have not yet made such statements but they will before very many years. The man who can look forward to the receipt of more than \$800,000,000 a year for sixty years from our debtors in Europe is a hopeful soul who makes Colonel Mulberry Sellers look like a rank pessimist.

In spite of all the indications of outward prosperity France is in a fearful situation. The franc is current at less than a fifth of its par value. That means that all fixed incomes and salaries have been divided by five. It means that debts contracted before the war can now be paid for one-fifth the cost to the debtors at the time they were made. Contraction is a bad thing. It works out for the benefit of security holders, salary earners and all who enjoy fixed incomes. It makes the payment of debts impossible. Inflation is even worse. It enables debtors to evade much of their responsibility, destroys the value of all long term securities, reduces the spendings of a great section of society and so curtails markets. Happy is the country that has a stable currency and thrice happy that nation that has the common sense to realize and avoid the dangers of contraction on one hand and inflation on the other.

England will eventually pay out if the resources are equal to her obligations and her good intentions because she has maintained the stability of her currency. There is no hope for France and the other nations that have already wrecked their credit in the mire of inflation.

### Fishing

#### Begun Late in Life

Is apt to become a confirmed and unbreakable habit in a single season. It is only a few months since the president was quoted as having no interest in angling which he regarded as a waste of time and a sport fit only for boys. If he ever said or thought such a thing he has changed his mind. During the past two months he has spent a good deal of time trolling for pickerel, worming for trout and casting for bass. Doubtless he has caught many fine fish and it is certain that he is a better man since he began to go fishing.

The politicians have done very little for the president this summer but he has done a lot for himself by learning to cast a fly for trout and to troll for pickerel.

### Texas

#### For Local and State

Purposes will be a little higher this year than ever before although there has been considerable talk about lowering rates and shifting valuations. Next year it will take a little more money to buy all the things that our folks ask of the public than it did this year. The demands for income for use for public purposes will continue to increase because we constantly discover new services that can be rendered more economically and efficiently through public agencies than by private enterprise.

Our tax problem is not to reduce the volume of taxes. That is something that we may as well admit is impossible. What we should do and must do is to shift the burdens of taxation in part at least from tangibles and tax on sources of revenue. Kansas has the worst tax system in the United States. We say again that too much of the burden of public revenue falls on the farms and the railroads and as the roads always get their share of adjusting rates that means that the farmers pay about all of it.

The next legislature must do something about taxes. You should vote for no man who has not given this matter much study. We must have a state income tax, a tax on production, a tax on natural resources and a more efficient provision for getting intangibles on the tax rolls.

### Drouth

#### Has been the Curse

Of Northwestern Kansas for the last three years. It is a fine country. If the people up there could be assured of a good crop every other year they would be satisfied. They are of good

### SHALL WE GO FARTHER?

William P. Helm, Jr., the special Washington correspondent whose articles on various subjects the Journal Post has published from time to time, has been ranked as one of the great reporters of his day. His current series on the tremendous sums being spent by the federal government to assist the farmer is a fine example of a reporter's work.

In the first article of the series, published in the Journal on Monday, Mr. Helm revealed the fact that the government last year spent \$165,000,000 in the interest of the farmer. The present rate of expenditure is \$1,000,000 a minute, he said, and the present outlook is that it will double with the enactment by the present Congress of a bill to assist the farmer to market his crops. The \$165,000,000 spent last year was for scientific research and for assisting the farmer with problems of production and conservation.

The department of agriculture has learned, for example, that wheat rich in protein may be produced by space fertilization throughout the growing season. It was learned that there is a direct connection between the acidity of the soil and the yield of strawberries, potatoes, tomatoes, corn and other crops. It has determined the proper time for picking cantaloupes that they may ripen when they reach their destinations. It has improved the quality of the navy bean, and made the sugar growers how to produce a better syrup. It has devised a method for turning the cull lemons of Southern

California into citric acid at a yield of \$12 a ton, and shown the orange growers engaged in the manufacture of marmalade how they can conduct a profitable dairy business by feeding the pulps of the oranges, which they formerly threw away. It has extracted from corn cobs an element which makes a waterproof and acidproof varnish, and checked the destructive activities of the alfalfa weevil, the grasshopper, the Hessian fly, the European corn borer, the Western cutworm, the wireworm, and the Japanese beetle.

It has done all these things and many more, and the cost last year was \$165,000,000. Is the government to add \$165,000,000 more, or even a greater sum, for the purpose of assisting the wheat farmers to market their crops? The government is spending already more on paternalistic efforts in behalf of the farmer than for any other class of citizens. If it carries its research and the dissemination of information intended to increase production and enhance conservation of the farmer's resources, where are governing efforts to stop? The writer asks.

The citizens of America and their representatives and senators in Congress must decide the question. Mr. Helm has done as much as any other man to focus attention on the real problem. The problem is whether the control of congress, the control of the federal government, the control of the economic, shall rest finally in the hands of the farmers. It has been said that America has ceased to be an agricultural nation, and become an industrial nation.

It is not true. It is an agricultural and industrial nation, and agriculture lacks \$165,000,000 a year in federal patronism of having been throttled by industry.

heart and cannot be discouraged. They will go right ahead with another wheat crop and with other preparations for next year but another crop failure would be a blow that would mean utter ruin to thousands of bankers, business men and farmers over a wide area that has a fertile soil as there is in the country.

More and more it becomes evident that something must be done to save and use the waters that fall in western and northern Kansas winter after winter only to run off in wasteful floods before the growing season fairly begins. There are at least ten thousand suitable locations for reservoirs for impounding the flood waters of northwestern Kansas. The next session of the legislature should create a commission to study this problem, estimate the possibilities of water conservation for irrigation purposes and make plans to reclaim all that fertile land if such reclamation is within human power.

A few big reservoirs in each county would not only supply water for the irrigation of many tens of acres of low lands but would, through evaporation, furnish precipitation for many times as much land that can never be brought under irrigation ditches.

### California

#### Renominated Shortridge

For the United States senate and thereby, according to some of the newspapers renounced Hiram Johnson, endorsed the president and expressed approval of the World Court. It may be so but the trouble is that the voters in other parts of the country seldom pay much attention to what happens in the politics of the Pacific slope. The renomination of Shortridge is apt to have a far-reaching effect on the senatorial election in California but will not affect the balancing anywhere else.

The result of the democratic primary seems to indicate that McAdoo has rather lost his hold on his party out there and that wet candidates are preferred to those who are known to be overly dry. California has not sustained any very heavy losses resulting from prohibition but the wine grape men out there are a little uneasy and would like to see the law modified a little. This as to republicans as well as democrats. Mrs. Hahn, sitting member of congress from a San Francisco district made her campaign on a wet platform and received a very large majority.

Judging by some of the primary election results this summer it is just possible that the politicians may be mistaken about the things they suppose the voters want.

### Texas

#### "Vindicated"

Jim Ferguson two years ago when Ma Ferguson was elected governor. The legislature restored the deposed governor to all the rights of citizenship after the people had chosen his wife to the office from which he had been expelled. That was a good bit of "vindication" but when this campaign year began the Fergusons started out on the hunt for some more of the same. Governor "Ma" had declared that she would not be a candidate for a second term but she changed her mind. She tried for a little vindication on her own account and failed to get it.

The Fergusons are pretty good folks but it is just possible that the sovereign squats of the great state of Texas are a little fed up with seeing names on the ticket. "Fergusonism," whatever that may be, is all done in Texas but only during the remainder of this political campaign. Death alone can deprive Governor Jim of the privilege of running for office of the state. He is running for office to vindicate himself or Ma. Long before Dan Moody is inaugurated governor the Fergusons will be making their plans for another come back in the search of more vindication and the chances are that they will beat Moody two years unless that young man really has a lot of goods for delivery to the state through the office of governor.

The only trouble with the whole Texas situation is that the average newspaper reader in other parts of the country has about come to the conclusion that there are only three people in the biggest state of the Union.

### Shall we go farther? If so, where are we to stop?

IT'S CHARACTER THAT COUNTS There is quite a difference between a large private corporation and a co-operative marketing association. One observer has described the difference this way: "A corporation is a massing of money and it is money that counts in a pinch in corporation business. A co-operative is a massing of men and it is character that counts in a pinch in co-operative enterprise."—Successful Farming.

It is gratifying to note the increasing tendency of Farmers Union members to market through their own organization and of local organizations to market through their own central organizations. But there is still much to be desired. There is still too much "shopping around" to enable either the loyal or the not so loyal members to receive the greatest benefits of co-operation. A big business is built because a definite policy has been adopted and adhered to, and not by following a policy of bargain hunting. The benefits of co-operation will always be in direct proportion to the volume of business handled. The central organizations must depend on the local organizations, and the locals must depend on the individual for this volume.

British women are strongly leaning to the men's attire and are buying collared shirts, ties, felt hats, walking sticks and even dressing gowns in men's shops.

President Coolidge has set \$3,270,000,000 as the limit of Federal expenditures for the 1928 fiscal year. This is \$55,000,000 higher than the current fiscal year. This is exclusive of post office costs.

### Missouri

#### Democracy

Has flopped again on the Reed record and character. Only a few years ago Senator James A. Reed was kicked out of the national democratic convention at San Francisco on his ear. A couple of years later he was re-elected to the senate by a very handsome majority, made up of we were told, years more and Reed asked for the endorsement of his own state for the democratic nomination for the presidency and was refused.

How things have changed. Reed is one senator who is always certain of a hearing in Washington or anywhere else in the country. He has had a lot of fun investigating the senatorial primaries in Pennsylvania and Illinois and incidentally has done a lot of good. Vane and Smith may be mad critics in their states but neither would be permitted to serve a term in the senate.

So Missouri sees Reed again. He is being endorsed by county and congressional committees as a candidate for the democratic nomination for the presidency. He may not be nominated. If nominated it is just possible that he might be defeated but the democrats, for once at least, would have a candidate familiar with the intricacies of the Jefferson and Jackson built the party and administered the government when they were in power. The only trouble that Reed would have as president would be in composing veto messages.

### Donahy

#### Is a Democrat

Who has twice been elected Governor of the republican state of Ohio and seems quite likely to turn the trick again. During all his terms his state has had a republican legislature so that he has no record either to bless or curse him as a candidate for re-election or as a possible aspirant for the presidential nomination.

Governor Donahy is a printer by trade, a country newspaper man who began his public career as auditor of state. In that position he refused to allow an expense account for some public servant who had paid 30 cents for a baked potato on the theory that no hotel or dining car should be allowed to charge that much money for a vegetable that some farmer had sold for two cents.

The governor is quite a man in Ohio. So was Jimmy Cox but the national stage was too big for James and it may be over large for Donahy. You never can tell what sort of stuff is in a presidential aspirant until he gets a long ways from the old home town.

### If

The President is not renominated in 1928 there is a feeling that his party will go to Illinois for a candidate. Two good and true Barkises are willing. Governor Lowden has never relinquished the hope of the presidency and he is only running true to form. No man with the presidential bee in his bonnet has ever yet given up while living and Lowden is very much alive. Also there is Dawes who is one of the few vice presidents who has not been buried in the obscurity of that office.

Neither of the two Illinois aspirants for the White House is a timid or shrinking soul. Each is in the newspapers every day and for the most part of the first page. Each has plenty of money, multitudes of powerful friends, unlimited self confidence and the assured feeling that with him at the helm the good old ship of state would be under safe guidance.

Lowden relies on the agricultural vote and will get most of it if some one does not prove that he is a "gentleman farmer." Dawes also seeks to save the farmer and expects the honor of tilling of the soil to return to the east. There will be a lot of action and not a little entertainment for the thoughtful in the next campaign for the republican nomination for the presidency. Just now, however, Coolidge is strong enough with his party and with the country to overcome the prejudice against more than eight years in the White House and will have to do a lot more slipping of the reins of the favorite sons of Illinois will have a chance.



## The Country Woman

**FARM-WIFE**  
She never climbed a mountain,  
She never heard the sea,  
But always watched a winding road  
That wandered aimlessly  
Among unshaded meadows,  
A farm, a pasture rife  
With black-eyed Susans, level fields  
Comprised her little life.

She never longed to travel,  
She felt no urge to search,  
Her longest journey the five miles  
On Sundays to the church;  
Yet, to her quiet dwelling,  
In singing, sighing flow,  
Came love and parting, birth and death  
And all that women know.  
—John Hanlon.

### JELLY PROBLEMS ARE ANSWERED FOR BRIDES

June brides are now having visions of glasses of bright sparkling transparent jelly. They will soon be attempting to make their visions real; so Susan Z. Wilder, extension specialist in foods and nutrition at South Dakota State College, offers solutions to the difficulties all new homemakers must experience.

Miss Wilder's description of a perfect jelly is like this: It holds its shape but quivers when turned out of a glass. It should be tender, but should break with a clean sharp edge. It should be bright, sparkling, and transparent, and should have a delicate flavor.

Fruits having right proportion and amount of pectin and acid for jelly making are: Plums, currants, gooseberries, raspberries, sour apples, grapes, blueberries, and cranberries. Fruits lacking in pectin are: peaches, sweet apples, and pears. Some fruits, such as pineapples, apricots, and rhubarb, require the addition of pectin.

Commercial pectin, which is made from apple peeling and cores, may be secured if needed, or pectin can be supplied by adding fruit juice rich in pectin to juice lacking in pectin or by extracting pectin from the white rind of oranges, grapefruit, or lemons.

There is no exact method of measuring the amount of acid fruit juice should contain, Miss Wilder says; but the juice should be sour to the taste.

The most common cause of failure in jelly making is that too much sugar is added in proportion to the pectin present in the juice.

Jelly should be cooked rapidly because it will be more clear and tender when made, and it should be poured into hot glasses after cooking. If the glasses are hot, they will not break.

Most reliable test for "finished" jelly is "sheeting" test, if the housewife has no thermometer, Miss Wilder claims. In the sheeting test, a little of the first run from the spoon, a little later it comes off in two drops, and finally it slips off in "sheets." Fruit jelly sheets between 216 degrees and 222 degrees Fahrenheit.

Material that will make good jelly base is cheese cloth, all-wool white flannel, or a heavy grade of cotton flannel made with fleece inside and twill outside.

### EAT IT OR LEAVE IT. GOOD POLICY WITH FINICKY CHILDREN

"Eat it or leave it, as you wish," said the mother to her choosy child. "There'll be nothing else until breakfast tomorrow morning, you know." She may have thought of him as a finicky child; the may even have blamed herself for having "spoiled" him. However, she explained his food refusal to herself, she was a wise mother to set out for him to break it up. The child who is allowed to leave his food on his plate a few times soon knows he has the upper hand. In addition to being naughty at the table, he asserts his right to rule whenever there is a difference between his desire and that of his parents. More than that, one wholesome food after another left off, and in time he begins to show evidences of a malnourished condition because he is choosing and getting too many sweets and too few vegetables, fruits, eggs and but little milk. It is because of this relation between food finickiness and malnutrition that the Bureau of Home Economics, United States Department of Agriculture, is making suggestions as a contribution toward the observance of Child Health Week, May 1 to 8.

Every child feeding problem can be solved by one method or another if adults have sufficient patience, understanding and ingenuity. For instance, the mother who let her child go to bed without any dinner because he refused what his plate contained was acting in agreement with the policy of many child specialists. No healthy child will starve or become malnourished because he is allowed to go hungry for a meal or so.

In fact, if missing one meal has not shown him that his parents are in earnest, he may well be required to miss several more. This method is effective only if there is no food given him by neighbors or others who do not know he is being disciplined. The mother who resorts to this let-him-go-hungry system must be very sure she has been offering the right food and that it has been well prepared. She is then justified in placing her judgment so sternly over that of the child's preference. Also, she will be both kind and wise if she offers his food with no comment on the past unpleasant experience; it never helps for the victor to "rub it in."

Sometimes "starving" will not work because the child is indifferent to food. Then there is something else for the parents to be concerned about. Active, healthy little tots have every reason to be hungry at meal-time and can well be expected to greet their food with joy. Lack of appetite may be due to overfatigue or some other bad physical condition, or to not enough active play out of doors. Sometimes the explanation is even simpler: nibbling between meals. Even the child who does not have nickels for ice cream cones or candy bars at odd times may be taking the edge off his appetite by eating wholesome food at a time when

his stomach should be resting. Some children may need an extra lunch, but if so food should be given at a regular time rather than as a "piece."

If parents would only realize that all of this eating business is so much a matter of habit, they would see to it that only the right habits have a chance to start. By the time the baby is weaned he should have become acquainted with such a wide variety of fruit, vegetable, and cereal flavors that adding new ones occasionally would be no trick at all. The trouble is that mothers often are discouraged early in the game when the baby spits out first tastes, and perhaps makes grimaces. This is a perfectly normal response to the new food, simply because it is new. Older children, too, and even adults, often have to become accustomed to something they have not tasted before. It feels strange on the tongue; it may be warmer, colder, or coarser than the accustomed food; it is different but that does not make it distasteful. Distaste or dislike usually comes under the influence of bad example or unfavorable suggestion. Often a child is unintentionally encouraged into a dislike by the mother who is prejudiced against the spinach that she is feeding him. Her aversion is strong enough to carry over to the baby though he is still too young to be aware of what is happening. The slightly older child, proud to be just like daddy, imitates the bad example of his elder and mimics his father's dislikes.

Of course, some food prejudices begin in other ways. The food may have been offered when the child was ill, angry, frightened, or otherwise emotionally upset. Perhaps he has unconsciously linked in his mind the flavor of some distasteful medicine with that of the food he is refusing. It is very helpful to trace out these associations of ideas and experiences wherever possible, because it is easier for parents to undo a bad habit when they understand how it began.

Parents who have finicky children might well begin by turning an eagle eye on their own food habits to see if they are, themselves, setting a good example. It might not be amiss to record table conversation verbatim and to note to what extent food matters, both as to choice and condition of food, are discussed here and there. After directing such an investigation toward themselves, parents should study their children's food habits and temperaments and then refer to the abundance of recent literature on child training which includes all types of behavior problems.

### HOME HINTS (By Aunt Aggie of K. S. A. C.)

**Do You Know How to Buy Good Cantaloupes?**  
Do you know that?

Close netting is usually associated with excellence of flavor, desirable texture and correct color for the variety of the melon.

That a good melon is relatively heavy in proportion to its size, which indicates a small seed cavity and plenty of flesh?

That ripeness may be judged by a pale green shading into pale yellow in the openings between the netting?

That if the blossom end yields slightly when pressed with the thumb that the melon is ripe? And those that are quite soft at the end since they are apt to be overripe and the very hard ones are apt to be green.

That slightly underripe melons may be ripened by keeping in a paper bag? That ripe or nearly ripe melons will have a faint characteristic odor while green ones will be practically without odor?

That there may be variations in the qualities of given varieties from year to year, depending upon weather conditions? Do not be discouraged if your favorite variety is not good this year. Try another kind.

### USE OF MARKETING CONTRACTS—TRACTS BY CO-OPERATIVES

Although marketing contracts or agreements have been used by co-operative associations for many years, there has been a marked increase in their use during the last few years. This is probably due to the rapid development of the large-scale centralized form of organization which has stretched from Delaware to Florida and 66 per cent of those in the four East South Central States of Kentucky, Tennessee, Alabama and Mississippi. The percentages of associations using marketing contracts, for a number of the leading co-operatives states, are as follows: California, 74 per cent; New York, 55 per cent; Washington, 53 per cent; Oregon, 37 per cent; Michigan, 21 per cent; Iowa, 8 per cent; Minnesota, 5 per cent; Wisconsin, 4 per cent.

Over one-half of the associations marketing poultry and eggs, fruits and vegetables, nuts, wool, and tobacco, use marketing contracts. The commodities are: Poultry and eggs, 76 per cent; fruits and vegetables, 67 per cent; wool, 54 per cent. Less than 9 per cent of the livestock shipping associations use contracts, less than 8 per cent of the associations marketing dairy products and less than 4 per cent of those marketing grain. In this connection it should be noted that a few large-scale associations market dairy products and grain and using marketing contracts have within their organizations large fractions of



5575. Ladies' One Piece Dress  
Cut in 6 Sizes: 34, 36, 38, 40, 42 and 44 inches bust measure.  
A 38 inch size requires 8 3/4 yards of 40 inch material together with 1/4 yard of contrasting material. Width at the lower edge of the dress is 2 1/4 yards. Price 15c.

5537. Ladies' House Dress  
Cut in 7 Sizes: 34, 36, 38, 40, 42, 44 and 46 inches bust measure. As illustrated in the large view it requires 8 3/4 yards of one material and 1/4 yard of another material to face collar, cuffs, vestee and belt, for a 38 inch size. The width of the Dress at the lower edge is 1 1/2 yards. Price 16c.

Send 12c in silver or stamps for our Up-to-Date Fall and Winter 1926-27 Book of Fashions, showing color plates, and containing 500 designs of Ladies' Misses' and Children's Patterns, a Dressmaking, also some Points for the Needle (illustrations of various simple stitches) all valuable hints to the home dressmaker. Pattern Dept. Kansas Union Farmer Box 48 Salina, Kansas

the total number of producers marketing these products co-operatively. Reports from 69 large-scale associations using marketing contracts indicate that these organizations have about 23 per cent of the total estimated membership for co-operatives in the United States.

### A STUDY OF CO-OPERATIVE GRAIN ELEVATORS

An analysis and summary of the financial condition and operations of sixty-five farmers' elevator companies in the state of Illinois has been issued in mimeographed form by the Illinois Agricultural Co-operatives Association, Chicago, Ill. The study is based on audits made of the 65 companies for business years closing between September 30, 1925, and February 28, 1926. In most cases the period covered was the calendar year 1925. The analysis deals with balance sheet information, income and expense statements, accounts receivable and average gross margins for the year. The conclusion are given six reasons for the successes of the 34 enterprises which were successful and four causes for the losses sustained by 31 of the companies.

### KANSAS COURT SUSTAINS LAW FAVORING CO-OPERATIVES

The Supreme Court of Kansas, in the case of the Farmers' Co-op. Commission Co. v. Wichita Board of Trade 245 p. 511, held that a statute of that state which prohibited boards of trade which were not eligible to designation under the Federal Grain Futures Act, from refusing membership to co-operative associations and which also prohibited the use of a bona fide trade or contract market shall forbid or be construed to forbid the return on any patronage basis by such co-operative association to bona fide members, of moneys collected or made in excess of the expenses of conducting the business of such association, was constitutional.

The Farmers' Co-operative Commission Co., instituted this suit to enjoin the Wichita Board of Trade from suspending its representative from doing business on the Board of Trade. The Board of Trade won in the lower court and the cooperative appealed. It appeared that the sole basis of the desire of the Wichita Board of Trade to exclude the co-operative from membership therein was on account of the fact that it paid patronage dividends. In reversing the lower court and there by deciding the Court among other things with respect to this matter said:

The sole objection is that plaintiff seeks fit to distribute its profits in a manner objectionable to defendant. One is tempted to inquire: What concern is it of defendant what plaintiff does with its profits, whether it retains them for additional working capital, or distributes them to its stockholders, why should defendant be concerned with the basis of such disbursement, so long as it is satisfactory to plaintiff and its stockholders, and in conformity with the statute under which it was created? It may be doubted whether plaintiff's method of disbursing profits is correctly construed as a violation of defendant's by-laws against rebating or refunding commissions.

The Board of Trade contended that its business was not affected with a public interest, but the Court held that it was and in doing so, said:

But when an organization is created for the sole purpose of promoting the general welfare and supervising the conduct of those engaged in an important industry, to the extent that it determines who shall engage in it, and which deprives persons of their business, it is regulated by defendant, and its market information distributed by it, materially affect the price of

**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 insertion. Cash must accompany order—TRY THIS DEPARTMENT—IT WILL PAY YOU.

### FARM PRODUCTS

**WRITE FOR QUOTATIONS ON CHOICE**  
Pinto and Navy Beans and Pinto Bean split. Jackson Bean Co., Woodward, Okla.

### FILMS DEVELOPED

**KODAK FILMS**—Trial offer: one film developed, 8 prints, 1 enlargement 2 1/2 silver. Superior Photo Finishing Co., Dept. X, Waterloo, Iowa.

### IRRIGATION LAND FOR SALE

**SIX HUNDRED** forty acres at \$50 per acre. No failures. Under irrigation corn, alfalfa or milo will make from fifty to ninety bushels per acre. A fair price of seven tons. This land is undeveloped but can be developed at forty to fifty dollars per acre. If interested write to L. J. Loux, Owner, Scott City, Kan.

### POULTRY

**CO-OPERATIVE CHICKS**—HIGHEST quality, 7c up. Prepared, live delivery. Write for prices. Co-operative Hatchery, Chillicothe, Mo.

**SHINN CHICKS ARE BETTER**. Leading breeders. \$7.40 per 100. Free book. Shinn Farms, Box 153, Greenport, Missouri.

### MISCELLANEOUS

**LADIES—WHY PAY DOLLARS FOR** complete powder, lotion, toilet goods, etc., when you can make them at home; one-tenth cost? Enclose stamp for literature. Webster Sales Co., Box 514, St. Paul, Minn.

**RESOLUTION OF SYMPATHY**  
Whereas, Brother W. F. McCormick died at St. Luke's Hospital, Wellington, Kan., July 12, 1926, and

Whereas, his departure causes this association the loss of its president. His years of age and good judgment are hard to duplicate. He was a man of few words but of many actions. A character of his kind is hard to find. It is resolved that a copy of these resolutions be placed in the home of each of his children with whom he sympathized. It is further resolved that a copy be published in the Kansas Union Farmer, as he was a member of Redman Local No. 43. He was also a member of Kansas Co-operative Wheat Marketing Association. A strong believer in co-operatives. C. M. Brooner, Sec.

wheat in Kansas. The evidence discloses but one other board of trade in the state—that at Hutchinson—although there may be others.

**KANSAS FARMERS' UNION MAKING BUTTER**  
Two million pounds of butter manufactured in a little over ten months, is the record of the Farmers' Union Co-operative Creamery of Kansas City which began operations in October, 1925, and has since that time been in business every month. All the cream for this quantity of butter came from Kansas. A ready market has been found for all the butter through a sales representative located in Philadelphia. Most of the butter has been sold in tubs but a considerable quantity has been put up in one-pound prints under the "Union Gold" brand.

### OUR UNSPOKEN LAW

It is of our Ladies' Aid and our quilting parties I wish to tell you. We have an unwritten, unspoken law, understood by everyone attending, that they shall go to the aid of the needy. The neighborly happenings, incidents of our daily lives, the church, the school, children and children, things political and things non-political all go, but the most and the best of all, the things that will wound or add sorrow to the hearts of our neighbors, must be left unsaid. If not, you will soon find that you are not welcome in this circle. No word is spoken, but we gradually we came to understand, and until you try you cannot realize how much more satisfaction there is in the knowledge that you have "kept your tongue from evil and your lips from speaking guile."

This all came about from the influence of one woman. We all make many mistakes, but we can at least be kind.

Mrs. L. C. Indiana.

If volunteer wheat in your fields is harboring the early crop of Hessian fly—you're breeding trouble later on.

### Latest Farm News Direct from the Nation's Capital

KNOW the latest FACTS right from Washington, the center of farm news. The case in favor of co-operatives, the weekly newspaper edited for farmers and rural folk by men who know agriculture. Prints truthful, "first hand" news and information not found in other newspapers. NOTHING ELSE LIKE IT.

Special trial subscription offer 10 weeks for \$1.00. Valuable souvenir of Washington sent FREE and POSTPAID to every new subscriber. Send 10c in coin or stamps to THE NATIONAL FARM NEWS 215-217 G St. N. W., Dept. XX Washington, D. C.

### Free

**SMUT**  
Kill the Germs—Before You Plant and Save Money

**CUPRO-JABONITE**  
(Copper Carbonate Dust 18-20%)

For treatment and control of SMUT or STINKING BUNT. Treat now—Plant anytime. Economical—Efficient—Convenient. Write us for circular giving full information—directions—prices.

Geo. C. Gordon Chemical Co. Kansas City, Mo. For Sale by Wholesale Druggists and Seed Houses

### FARMERS' UNION DIRECTORY

**NATIONAL OFFICERS**  
C. S. Barrett, Pres., Union City, Ga.  
John A. Simpson, V. P. Oklahoma City, Ok.  
A. C. Davis, Sec., Springfield, Mo.  
W. C. Lansdon, Lecturer, Salina, Kan.

**BOARD OF DIRECTORS**  
John Tromble, Salina, Kansas  
H. G. Keeney, Onaha, Nebr.  
Geo. M. Bowles, Lynchburg, Va.  
J. M. Collins, Eaton, Colo.  
J. W. Batcheller, Mission Hill, S. D.

**KANSAS OFFICERS**  
John Tromble, President, Salina, Kansas  
C. E. Huff, Vice Pres., Oronoke, Kansas  
C. E. Brasted, Sec., Salina, Kansas  
Grant Ellis, Treasurer, Woodstock, Kan.  
J. C. Felts, Conductor, Clay Center, Kan.  
V. G. Yates, Doorkeeper, Logan, Kan.  
M. O. Glessner, Lecturer, Salina, Kansas

**DIRECTORS**  
W. P. Lamberton, Fairview, Kansas  
John Vesceky, Timkin, Kansas  
C. E. Huff, Oronoke, Kansas  
H. B. Whitaker, Colony, Kansas  
Carl E. Clark, McPherson, Kansas

**LECTURE BUREAU**  
M. O. Glessner, Salina, Kansas  
W. C. Lansdon, Salina, Kansas  
Hon. John Tromble, Salina, Kansas

**GENERAL ATTORNEY**  
James S. Koehler  
111-13 Elks Bldg., Kansas City, Kansas.

**Farmers Union Jobbing Association**  
643 Board of Trade Building  
Kansas City, Missouri  
216 F. U. Insurance Bldg., Salina, Kan.

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

**Farmers' Union Live Stock Commission**  
406-8-10 Live Stock Exch. Bldg., Kansas City, Mo.  
Live Stock Exchange Bldg., Wichita, Kan.

**Farmers' Union Mutual Insurance Co.**  
Salina, Kansas

**Farmers' Union Auditing Association**  
Thomas E. Dunn, Salina

**Farmers' Union State Bank**  
Kansas City, Kansas

**Kansas Union Farmer**  
Salina, Kansas.

**Farmers' Union Managerial Association**  
M. Kinney, President, Huron, Kansas.  
Jack Stevens, Secretary, Kansas City, Mo.

**RESOLUTIONS OF CONDOLENCE**  
WHEREAS, it has pleased our Heavenly Father to remove from our midst our brother, Charles E. Richards, BE IT RESOLVED, that we, the members of South Verdigris Local No. 1498, extend our sincere sympathy to the wife and family in this hour of sorrow.

BE IT FURTHER RESOLVED, that a copy of these resolutions be sent to the family, one to the Farmers' Union paper and a copy spread on the minutes of our Local.

Maud Bangs, H. E. Springstead, H. G. Culver, Committee.

### HOUSE CONCURRENT RESOLUTION

(L. 1925, ch. 193)  
A proposition to amend section 3, article II, of the constitution of the state of Kansas, relating to the compensation of members of the legislature.

SECTION 1. That there is hereby submitted to the qualified electors of the state of Kansas for their approval or rejection a proposal to amend section 3, article II, of the constitution of the state of Kansas so as to read as follows: Sec. 3. The members of the legislature shall receive as compensation for their services the sum of eight dollars per day for each day's actual service during any regular or special session, not more than two hundred and forty dollars for any special session; and such sums shall constitute all of the compensation of members of the legislature for all purposes whatsoever.

Sec. 2. This proposition shall be submitted to the electors of the state of Kansas at the general election in 1928. The amendment hereby proposed shall be known on the official ballot by the title "The Legislative Compensation Amendment to the Constitution; and a vote for or against such proposition shall be taken as provided by law.

Sec. 3. This act shall take effect and be in force from and after its publication in the statute book.

I hereby certify that the foregoing is a true copy of original House Concurrent Resolution No. 24, now on file in my office.

(Seal) FRANK J. RYAN, Secretary of State, 52-137

**LETTER HEADS**  
\$6 PER THOUSAND  
ENVELOPES  
\$5 PER THOUSAND  
High Class Job Printing at Low Prices

THE GENERAL PRINTING CO.  
Farmers' Union Bldg., Salina, Kansas

### MAKE YOUR INSURANCE

**DOLLARS DO DOUBLE DUTY**

Your dollar paid to any other insurance company buys one dollars worth of insurance and that is all.

Your dollar paid to your own organization will buy the biggest possible dollars worth of insurance.

**AND IN ADDITION**  
Will build up your control of reserves and surpluses, which are loaned to Union members only, on farm loans at lowest rates of interest. If you control your mortgages thru your organization, will you foreclose as quickly on your farms as other interests will? You are protecting your families' welfare doubly by building reserves which are used in this way.

For further information write  
**FARMERS UNION MUTUAL LIFE INSURANCE COMPANY**  
706 Grand Avenue—5th Floor  
Des Moines, Iowa.

### SEEDS OF SERVICE

**PLANTED IN ROWS OF VOLUME**

**Strengthen the Chain of Co-operative Endeavor.**  
(Grain & Hay Consignments) (Solicited)

**FARMERS UNION JOBBING ASSN.**  
Kansas City, Mo.

More than 175 meetings were held by the management of the Central States Soft Wheat Growers' Association, Indianapolis, Ind., with the membership of the organization during the summer months. It is reported that about 5,000 wheat growers attended these meetings.

The old fashioned milk cow must go—cow testing associations are weeding her out.

**FREE TRIAL COUPON**  
FRONTIER ASTHMA CO., Room 122-D, Niagra and Hudson Sts., Buffalo, N. Y.  
Send free trial of your method to:

**Free to Asthma and Hay Fever Sufferers**  
We have a method for the control of Asthma, and we want you to try it at our expense. No matter whether your case is of long standing or recent development, whether it is present as Chronic Asthma or Hay Fever, you should send for a free Trial of our method. No matter in what climate you live, no matter what your age or occupation, if you are troubled with Asthma or Hay Fever, our method should relieve you promptly.

We especially want to send it to those apparently hopeless cases, where all forms of inhalers, douches, opium preparations, fumes, "patent smokes," etc. have failed. We want to show everyone that expense, that our method is designed to end all difficult breathing, all wheezing, and all those terrible paroxysms.

This free offer is too important to neglect a single day. Write now and begin the method at once. Send no money. Give us your coupon below. Do it today—you even do not pay postage.

**There's a Difference**  
Between—One who seems to co-operate and One who is seen to co-operate.

Let grain consignments show your standing.

**FARMERS UNION JOBBING ASSN.,**  
Kansas City, Mo.

**Watson's Best Berries are just what the Brand Indicates—They Are the BEST**

**WATSON WHOLESALE GROCERY**  
SALINA, KANSAS

**INSURANCE**  
Farmers' Union Members—Your own Insurance Company gives you absolute protection at lowest cost.

Your own Company has greater resources, in proportion to insurance in force, than any other state-wide mutual company in Kansas.

Your Hail Insurance Company is the biggest and strongest Mutual Hail Company in Kansas, and the lowest in actual cost. Get in line.

**The Farmers' Union Mutual Insurance Company of Kansas**  
FRANK D. BECKER, Secretary  
SALINA, KANSAS

C. E. BRASTED, President  
C. C. KILIAN, Vice President

GRANT BLISS, Treasurer  
CHAS. SIMPSON, Field Rep.

**CAPABLE CONSCIENTIOUS AREFUL CO-OPERATIVE SERVICE**

**FARMERS UNION LIVE STOCK COMMISSION**

Stock Yards Kansas City, Mo.



# Department of Practical Co-Operation

**ANDERSON COUNTY**  
**AMOT LOCAL NO. 1180.**  
 Meets the first and third Friday night of each month. H. O. Snodgrass, Sec.

**BELLVIEW LOCAL NO. 2042.**  
 First and third Thursday. John T. Anderson, Sec. Anderson Co.

**CHASS MOUND LOCAL NO. 2148.**  
 Meets the first and third Friday night of each month. Sec. Joe Van Hercke, Anderson County.

**CENTENNIAL LOCAL NO. 2036.**  
 Meets every two weeks. O. H. Montgomery, Sec. Anderson County.

**DEER CREEK LOCAL NO. 2059.**  
 Meets the first and third Friday night of each month. Mrs. Laura Carter, Sec.

**EMERALD LOCAL NO. 2137.**  
 The third Tuesday of each month. Mrs. J. B. McInden, Sec. Anderson County.

**FAIRVIEW LOCAL NO. 2088.**  
 Meets the first and third Friday night of each month. Mrs. Martha B. Myers, Secretary.

**GALLIA LOCAL NO. 2044.**  
 Meets every second and fourth Friday evening. Deane L. Smith, Sec. Anderson County.

**INDIAN CREEK LOCAL NO. 2056.**  
 Meets the second and fourth Wednesday of each month. C. C. Beard, Sec.

**LANTHE LOCAL NO. 2140.**  
 Meets every other Friday. A. F. Thowe, Sec. Anderson County.

**LITZOW LOCAL NO. 2064.**  
 Meets every second and fourth Friday night. R. W. Williams, Sec.

**MT. JOY LOCAL NO. 2128.**  
 Meets the first and third Wednesday. Lulu Shilling, Sec.

**MT. ZION LOCAL NO. 2072.**  
 Meets every two weeks on Tuesday. Maude Carnes, Sec.

**PLEASANT HOME NO. 2055.**  
 Meets first and third Monday. Minnie Carrico, Sec.

**SPRINGFIELD LOCAL NO. 2032.**  
 Meets the first and third Friday of each month. Frank White, Sec.

**SUNNY SIDE LOCAL NO. 2116.**  
 Meets every two weeks on Friday night. Carl Henry, Sec.

**TRIANGLE LOCAL NO. 2124.**  
 Meets the first and third Thursday. E. L. Kuehlot, Sec.

**LYNN COUNTY**  
**DIAMOND LOCAL NO. 2081.**  
 Meets every second and fourth Friday. Mrs. J. W. Ryan, Sec.

**LIBERTY LOCAL NO. 2145.**  
 Meets the second and fourth Friday of the month. Ray Wilson, Sec.

**ATHLON COUNTY**  
**HIGH PRAIRIE LOCAL NO. 1898.**  
 Meets on the first Wednesday night of each month. W. R. Fuhrman, Sec.

**BARTON COUNTY**  
**ODIN LOCAL NO. 2023.**  
 Meets every two weeks on Wednesday. Fred M. Beran, Sec. Barton County.

**STATE CENTER LOCAL NO. 2128.**  
 Meets the first and third Thursday. Chas. Grossard, Sec. Barton County.

**CHASE COUNTY**  
**COTTONWOOD VALLEY LOCAL NO. 1832.**  
 Meets the second and fourth Friday of each month. Lee Graham, Sec. Chase County.

**DISTRICT 86 LOCAL NO. 1907.**  
 Meets the second Wednesday and fourth Friday. Mrs. Charles L. Simmons, Secretary Chase County.

**MILLER LOCAL NO. 1929.**  
 Meets the second and fourth Thursday. Valma H. McCandless, Sec.

**PRAIRIE HILL LOCAL NO. 1944.**  
 Meets every two weeks on Saturday night. Next meeting, August 21, 1926. Emily B. Duke, Sec.

**CLAY COUNTY**  
**FACT LOCAL NO. 2066.**  
 Meets every two weeks on Tuesday evening. Walter Knitzer, Sec.

**FOUR MILE LOCAL NO. 1128.**  
 Meets the first Tuesday of each month. John H. Muehr, Secretary.

**MARINE LOCAL NO. 643.**  
 Meets the first and third Tuesday night of each month. Jas. Vittoe, Secretary.

**WHEELER LOCAL NO. 1082.**  
 Meets the first and third Friday of each month. Ernest Egan, Sec. Clay County.

**COFFEY COUNTY**  
**CENTER LOCAL NO. 2143.**  
 Meets the second Tuesday of each month. Nellie F. Huggins, Secretary.

**SUNNY SIDE LOCAL NO. 2144.**  
 Meets every second and fourth Wednesday of each month. A. H. Cella, Sec.

**CHEROKEE COUNTY**  
**NEUTRAL LOCAL NO. 2105.**  
 Meets the first and third Tuesday of each month. C. A. Adkinson, Secretary.

**COUNCIL CORNERS LOCAL NO. 1788.**  
 First and third Monday. Ethel Roberts, Sec. Cherokee County.

**COVIL COUNTY**  
**BETHEL LOCAL NO. 1929.**  
 Meets on Friday night every two weeks. Harold F. Oxbun, Sec.

**BEAVER LOCAL NO. 1558.**  
 Meets first and third Tuesday. Mrs. W. P. Kant, Sec. Covil County.

**FLORAL LOCAL NO. 2094.**  
 Meets the second and fourth Friday of each month. Sherman Nichols, Sec. Covil County.

**GIRARD LOCAL NO. 494.**  
 Second and fourth Tuesday. Roy W. Holland, Sec. Crawford County.

**KELLOGG LOCAL NO. 1809.**  
 Meets the first and third Wednesday of each month. Chester R. Nell, Sec.

**LONE STAR LOCAL NO. 1468.**  
 Meets the first and third Wednesday of each month. Mr. J. O. Rambo, Sec.

**MERCER LOCAL NO. 1462.**  
 Meets the second and fourth Wednesday of each month. W. M. Schmidt, Sec. Crawford County.

**MAPLE GROVE LOCAL NO. 2107.**  
 Meets on Tuesday night every two weeks. Rol Workman, Sec. Crawford County.

**SILVERDALE LOCAL NO. 2081.**  
 Second and fourth Wednesday. F. Lewis, Sec. Crawford County.

**SHILOH LOCAL NO. 1573.**  
 Meets the first Wednesday night of each month. Loyd W. Peck, Sec.

**TISDALE LOCAL NO. 1886.**  
 Meets every first and third Monday in the month. Fred Ahlsgaard, Sec.

**CHAWFORD COUNTY**  
**DUMB BELL LOCAL NO. 181.**  
 Meets the first and third Thursday night in each month. C. W. McCleskey, Sec.

**FAIRVIEW LOCAL NO. 463.**  
 Meets every Tuesday of the month. Jimmie Cunningham, Sec. Crawford County.

**CLOUD COUNTY**  
**BUFFALO VALLEY LOCAL NO. 507.**  
 Meets the first and third Thursday of each month.

**DIST. NO. 103 LOCAL NO. 553.**  
 Meets the second and fourth Tuesday of each month. H. A. Coate, Sec.

**PLEASANT VALLEY LOCAL NO. 1158.**  
 Meets the second and fourth Tuesday of each month. J. H. York, Sec.

**CARMEEL LOCAL NO. 1056.**  
 Meets every second and fourth Monday in the month. E. J. Regier, Sec.

**EAST CRESWELL LOCAL NO. 1563.**  
 Meets the first and third Monday of each month. W. J. Pollock, Sec.

**AURORA LOCAL NO. 561.**  
 Meets every last Thursday of each month. Al Bruggeman, Sec.

**PRAIRIE DOG LOCAL NO. 1865.**  
 Meets the second and fourth Tuesday of each month. Valley School House. Bruce Moore, Sec. Decatur County.

**DICKINSON COUNTY**  
**WOODBINE LOCAL NO. 1940.**  
 Meets the first Tuesday of each month. Harvey Shipley, Sec.

**CARTLON LOCAL NO. 1911.**  
 Meets the second and fourth Wednesday. R. J. Logan, Sec.

**NAVARRIE LOCAL NO. 1853.**  
 Meets every first Tuesday of the month. H. C. Kitting, Secretary.

**DOUGLAS LOCAL NO. 2138.**  
 Meets the first and third Thursday of each month. R. E. Tischer, Sec.

**DISTRICT NO. 10 LOCAL NO. 1036.**  
 Meets the first and third Tuesday of each month. Geo. Buttel, Sec. Douglas County.

**EIGHT MILE LOCAL NO. 1211.**  
 Meets the first Saturday night of each month. Fred Winters, Sec.

**EUDORA LOCAL NO. 1851.**  
 Meets every first Friday of the month. W. W. Gerstenberg, Sec.

**FRANKLIN LOCAL NO. 1532.**  
 Meets the first Friday of each month. Mrs. F. W. White, Sec.

**HIGH PRAIRIE LOCAL NO. 752.**  
 Meets the first and third Friday of each month.

**LONE STAR LOCAL NO. 1882.**  
 Meets the third Wednesday night of each month. Roy Flory, Sec.

**PROSPECT LOCAL NO. 1684.**  
 Meets on alternate Thursdays. Bertha A. McPheters, Sec.

**SIGEL LOCAL NO. 1899.**  
 Meets the second Tuesday in each month. Les Cox, Sec.

**SUNNY SLOPE LOCAL NO. 1861.**  
 Meets first and third Wednesday. Roy Stacker, Sec.

**WORDEN LOCAL NO. 842.**  
 Meets the second Thursday evening of each month. Mrs. Lucas Flier, Sec.

**ELLIS COUNTY**  
**BUCKEYE LOCAL NO. 1031.**  
 Meets first and third Wednesday. J. J. Maske, Sec.

**EXCELSIOR LOCAL NO. 605.**  
 Meets first and third Monday of each month. Frank G. Ebert, Sec.

**HAYS LOCAL NO. 1844.**  
 Meets the first and third Thursday of each month at court house. Frank B. Pfeiffer, Sec. Ellis County.

**MUNJOR LOCAL NO. 811.**  
 Meets every first and third Thursday of each month. R. A. Leiker, Sec.

**SUNNY DEAL LOCAL NO. 2131.**  
 Meets the first and third Friday of each month. At some members home. E. C. Herman, Sec.

**ELLISWORTH COUNTY**  
**ADVANCE LOCAL NO. 1889.**  
 Meets the first Monday of each month at 8 o'clock. F. F. Svoboda, Sec.

**ELLISWORTH LOCAL NO. 2093.**  
 First and third Thursday. Brad Hooper, Sec. Ellsworth County.

**LIBERTY LOCAL NO. 925.**  
 Meets every first and third Monday of each month. Ed Mog, Sec.

**SUMMIT LOCAL NO. 982.**  
 Meets every second and last Monday of each month. L. E. Schultz, Sec.

**TRIVOLI LOCAL NO. 1001.**  
 Meets the first and third Tuesday evening of each month. W. H. Fleming, Sec.

**WALNUT GROVE LOCAL NO. 973.**  
 Meets the first and third Monday of each month. E. A. Huseman, Sec.

**FRANKLIN COUNTY**  
**COLUMBIA LOCAL NO. 1212.**  
 Meets the first and third Friday. Lee Bonar, Sec. Franklin County.

**HAWKINS LOCAL NO. 1615.**  
 Meets the second and fourth Tuesday of each month. Mrs. L. C. Rice, Sec.

**PLEASANT RUN LOCAL NO. 3017.**  
 Meets every first and third Tuesday of each month. John Reis, Sec. Franklin County.

**SALEM HALL LOCAL NO. 1824.**  
 Meets the first and third Monday of each month. H. L. Carpenter, Sec.

**WILLIAMSBURG LOCAL NO. 2153.**  
 Meets first and third Wednesdays of each month. M. R. Wren, Sec.

**GOOSE CREEK LOCAL NO. 1291.**  
 Meets second and fourth Friday. Alfred P. Hotten, Sec. Geary County.

**LYONSDALE LOCAL NO. 1415.**  
 Meets every first and third Tuesday in each month. Oscar Latzke, Sec.

**MOSS SPRINGS LOCAL NO. 1901.**  
 First Tuesday of each month. Clarence Brown, Sec. Geary County.

**GOVE COUNTY**  
**HACKBERRY LOCAL NO. 1932.**  
 Meets the first and third Wednesday night of each month. J. M. Tuttle, Sec. Gove County.

**PARK LOCAL NO. 999.**  
 Meets the first and third Tuesday of each month. Jos. Hein, Sec. Gove County.

**GREENWOOD COUNTY**  
**LENA VALLEY LOCAL NO. 1888.**  
 Meets the first and third Tuesday. H. F. Horton, Sec. Greenwood County.

**NEAL LOCAL NO. 1318.**  
 Meets the second and fourth Friday of each month. J. C. Graves, Sec.

**SOUTH VERDIGRIS LOCAL NO. 1498.**  
 Meets the first and third Friday night. H. L. Soule, Secretary.

**SUMMIT LOCAL NO. 1574.**  
 Meets the first and third Thursday of each month. Mrs. M. Hamphill, Sec. Greenwood County.

**GRANT COUNTY**  
**ULYSSES LOCAL NO. 2134.**  
 Meets the first and third Saturday of each month. C. A. Johnson, Secretary.

**HARVEY COUNTY**  
**FAIRVIEW LOCAL NO. 2035.**  
 Meets the first and third Tuesday of each month. D. J. Detwiler, Sec. Harvey County.

**JEFFERSON COUNTY**  
**CRESCENT GROVE LOCAL NO. 1912.**  
 Meets first and third Tuesday. Mabel Styles, Sec. Jefferson County.

**JEWELL COUNTY**  
**COLLINS LOCAL NO. 439.**  
 Fourth Wednesday. Winifred Crispin, Sec. Jewell County.

**LONE STAR LOCAL NO. 721.**  
 Meets the first and third Tuesday of each month. J. W. Widrig, Sec.

**PLEASANT VALLEY LOCAL NO. 1209.**  
 First and third Wednesday. W. E. Flyn, Sec. Jewell County.

**ROSE HILL LOCAL NO. 801.**  
 Meets the last Thursday of each month. Dolly Cankey, Sec.

**JOHNSON COUNTY**  
**SHARON LOCAL NO. 1744.**  
 Meets the last Friday evening of each month. Mrs. Gussie K. Davault, Sec.

**LINN COUNTY**  
**NINETY-SIX LOCAL NO. 1891.**  
 Meets the first and third Friday of each month. Reuben Chiles, Sec. Linn County.

**NEW HOME LOCAL NO. 1840.**  
 Meets the second and fourth Friday of each month. Mrs. H. C. Conrad, Sec. Linn County.

**PLEASANT HOME LOCAL NO. 2085.**  
 Meets the first and third Monday night of each month. Mrs. H. C. Conrad, Sec. Linn County.

**ANTIOCH LOCAL NO. 1121.**  
 Meets the first and third Monday. Wm. Finchen, Sec. Marshall County.

**BLANCHIE VILLE LOCAL NO. 792.**  
 Meets the first Tuesday of each month. Mrs. Irene Iles, Sec.

**VALLEY LOCAL NO. 781.**  
 Meets second and fourth Monday. Chas. Musel, Sec. Marshall County.

**BREMEN LOCAL NO. 2123.**  
 Meets every first Wednesday of each month. F. C. Pralle, Sec. Marshall County.

**DIST. 67 LOCAL NO. 1232.**  
 Last Friday in each month. Marshall County.

**DEER CREEK LOCAL NO. 854.**  
 Meets the second Friday in each month. C. C. Bothwell, Sec. Marshall County.

**FAIRVIEW LOCAL NO. 964.**  
 Meets the third week in each month. Mrs. Delpha Hulse, Sec.

**HERKIMER LOCAL NO. 1002.**  
 Meets the second Wednesday. Karl Rohde, Sec. Marshall County.

**LILY CREEK LOCAL NO. 2138.**  
 Meets the first and third Friday. Florence Koppas, Sec. Marshall Co.

**MIDWAY LOCAL NO. 857.**  
 Meets every first and third Tuesday of each month. Fred Griswold, Secretary.

**RICHLAND LOCAL NO. 968.**  
 Meets first and third Friday of each month. Mrs. J. Chas. Sec.

**SNIPER CREEK LOCAL NO. 924.**  
 Meets every other Friday night. Russell Cassidy, Sec.

**SUMMIT LOCAL NO. 859.**  
 Meets second and fourth Thursday. Mrs. E. H. Warner, Sec. Marshall County.

**SUNRISE LOCAL NO. 1238.**  
 Meets the first and third Thursday of each month. Hel Saxthoff, Sec.

**MARION LOCAL NO. 1468.**  
 First Tuesday of each month. Phillip Stenzel, Sec.

**HARMONY LOCAL NO. 196.**  
 Meets every first Friday night of each month. J. F. Schick, Secretary.

**LOST SPRINGS LOCAL NO. 385.**  
 Second Saturday of each month. H. D. Bevans, Sec.

**PRAIRIE VIEW LOCAL NO. 2105.**  
 First Tuesday of each month. J. E. Scott, Sec. Martin County.

**MIAMI COUNTY**  
**BLOCK LOCAL NO. 1768.**  
 Meets second Friday of each month. Wm. D. Block, Sec.

**BELLEVUE LOCAL NO. 1192.**  
 Meets the first and third Friday. J. Sloan, Sec. Miami County.

**BEAGLE LOCAL NO. 1878.**  
 Meets the second and fourth Wednesday. L. O. Keithly, Sec. Miami Co.

**FONTANA LOCAL NO. 1789.**  
 Meets the first and third Friday. W. H. Syster, Sec. Miami County.

**HIGHLAND LOCAL NO. 1669.**  
 Meets the first and third Friday. G. Fort, Sec. Miami County.

**HILLDALE LOCAL NO. 1605.**  
 Meets the first and third Thursday. R. W. Sullivan, Sec.

**INDIANAPOLIS LOCAL NO. 1877.**  
 Meets the first and third Friday. Mrs. J. Vedder, Sec. Miami County.

**OSAGE VALLEY LOCAL NO. 1683.**  
 Meets second and fourth Friday. Jacob Smith, Sec. Miami County.

**PLUM CREEK LOCAL NO. 1874.**  
 Second and fourth Friday. Orth O. Miller, Sec. Miami County.

**ROCK CREEK LOCAL NO. 1810.**  
 First and third Friday. S. J. Lohr, Sec. Miami County.

**SPRING VALLEY LOCAL NO. 1785.**  
 Meets the second Friday of each month. E. C. Bartickel, Sec. Miami County.

**UNION VALLEY LOCAL NO. 1479.**  
 Second and fourth Tuesday. J. M. Wagner, Sec. Miami County.

**VICKERS LOCAL NO. 1607.**  
 Meets the first and third Tuesday of each month. Dick J. Johann, Sec. Miami County.

**MORRIS COUNTY**  
**LATIMER LOCAL NO. 1721.**  
 Meets the second and fourth evening of each month. Wm. Tatlow, Sec.

**PLEASANT RIDGE LOCAL NO. 1902.**  
 Meets first and third Friday. Frank Friend, Sec. Morris County.

**MCIPHERSON COUNTY**  
**CENTENNIAL LOCAL NO. 1862.**  
 Meets the first and third Tuesday of each month. H. D. Galt, Sec.

**COTTONWOOD LOCAL NO. 1885.**  
 Meets the first and third Friday of each month. Bessie M. Johnson, Sec. McPherson County.

**JOHNSTOWN LOCAL NO. 749.**  
 Meets the second and fourth Monday of each month. Adel Peterson, Sec. McPherson County.

**NORTH UNION LOCAL NO. 716.**  
 Meets the second and fourth Monday of each month. Carl E. Clark, Sec. McPherson County.

**NORTH SIDE LOCAL NO. 1961.**  
 Meets the first Wednesday of each month. Fred Sundberg, Sec. McPherson County.

**PIONEER LOCAL NO. 656.**  
 Meets four Mondays of each month. 1st Monday, smoker. 2nd Monday, business meeting. 3rd Monday, social. 4th Monday, open meeting. C. O. Johnson, Sec.

**SCANDIA LOCAL NO. 1153.**  
 Meets the first and third Thursday of each month. Melford Nelson, Sec. McPherson Co.

**MITCHELL COUNTY**  
**CARR CREEK LOCAL NO. 892.**  
 Meets every other Thursday. Leonard L. Ritz, Sec.

**EXCELSIOR LOCAL NO. 818.**  
 Meets every other Wednesday. Ralph E. Haupt, Sec. Mitchell County.

**LARON CREEK LOCAL NO. 479.**  
 Meets second and fourth Wednesday. F. E. Hoy, Sec. Washington County.

**BOARDMAN LOCAL NO. 522.**  
 Meets first and third Wednesday. G. W. Cashman, Sec. Washington County.

**EUREKA LOCAL NO. 911.**  
 Meets every first and third Wednesday of each month. Nema County.

**DOWNY LOCAL NO. 1127.**  
 Meets every second and fourth Monday in the month. Herman Boding, Sec. Nema County.

**EAGLE STAR LOCAL NO. 928.**  
 Meets the second and fourth Tuesday of each month. Fred H. Lehman, Sec. Nema County.

**HUNT LOCAL NO. 1187.**  
 Meets the second Tuesday of each month. Ray Korte, Sec. Nema Co.

**KORBER LOCAL NO. 814.**  
 Meets the first and third Tuesday. F. A. Korber, Sec. Nema County.

**LIBERTY LOCAL NO. 813.**  
 Meets every second and fourth Wednesday. Robert Steele, Nema County.

**PRAIRIE GEM LOCAL NO. 540.**  
 Meets the first Wednesday evening of each month. Mrs. Chas. Oplinger, Sec. Nema County.

**ROCK LOCAL NO. 819.**  
 Meets the first and third Friday of each month. Mrs. J. M. Amos, Sec. Nema County.

**SUMMIT LOCAL NO. 3111.**  
 Meets the second and fourth Friday of each month. Wm. J. Wittmer, Sec. Nema County.

**NEOSHO COUNTY**  
**BARNEY LOCAL NO. 889.**  
 Meets second and fourth Friday night of each month. T. H. Roberts, Sec.

**BROGAN LOCAL NO. 828.**  
 Second and fourth Thursday. L. L. Veneman, Sec.