

THE KANSAS UNION FARMER

Organization

Education

Co-operation

VOLUME XVI

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Relation of Farmer to His Organization

Excerpts From Address of Charles W. Pugsley, President of South Dakota State College Given at Brookville, December 5th

High Points of Mr. Pugsley's Address

Cooperative marketing has come to stay, and any person who spends his time talking against it is merely wasting his breath.

The most important factor in the success of any farmers' organization is the active interest of individual members.

When members of a Farmers' organization cease to carefully choose and watch the officers and managers they have taken the first step toward failure.

The local unit or group is the heart of any organization with a large membership. When the local units cease to function the organization is on its way to the grave.

Every farmers' organization must have some definite and worthwhile objective in view or it should not exist. It is also certain to die if it has too many objectives.

A cooperative farmers' business organization must adhere to sound business principles if it is to succeed; more closely, as a matter of fact, than personally owned and directed business, because the cooperative owners are not in as close contact with the details of the business.

An efficient, well-trained business manager is the best investment a farmers' business organization can make. Efficient managers cannot be secured for a mere pittance.

Farmers neither want nor need legislation more favorable to their business organization, that to privately owned and operated business. They must have a fair field, but are asking no favors.

If private business cannot compete with cooperative business in a fair field it should fail. As a matter of fact both types of business are certain to succeed to the great advantage of the community if the field is fair. One type serves as a check and a governor on the other.

It is as much the function and duty of an agricultural experiment station and college to find out facts concerning the proper marketing of farm products as it is to find out facts about production, and having found them out, it is remiss in its duties if it does not teach them.

Cooperative marketing organizations have come to stay and any person who spends his time talking against them is merely wasting his breath. A few more years should see the end of the legislative fight to give cooperative business organizations a fair field. There are yet a few things to be guaranteed to cooperative companies by both national and state legislative bodies, but on the whole and in general cooperation is now standing on its feet, and if it falls will find the cause within rather than without.

There are still those who believe that cooperative buying and selling should be outlawed, but they are few in number now. They seem to feel that cooperation is a form of socialism. Nothing could be farther from the truth. Real cooperation is as much private business as if it were owned and operated by an individual or a corporation. It is subject to the same laws governing all business, pays taxes in the same way, buys and sells on the same markets, uses private, not public, capital, and has no unfair advantage over so-called private business. As a matter of fact, the man who owns and operates his own business has the advantage. He has his own money at stake, and in large quantities. He is devoting all his time to watching it. He employs helpers who are under his watching eye at all times. He, as an owner, is trained in every detail of his business.

How about the cooperators? He is a part owner, a small part owner as a matter of fact. He gets but a small interest on his investment. He received no profits except as he buys and sells with his own company, and then only in proportion to the business he does. He devotes no time to the management of the business. He knows little of its details. He relies entirely upon hired help. He cannot be constantly on the job to watch the help.

Any privately owned and operated business that cannot compete with cooperative business should fail. Cooperators are asking only a fair field. They want no favors. They have never monopolized and controlled the business of the entire country. They do not seem to. They serve as regulators and governors on the business machine. That is the history of cooperation

in all countries.

Cooperative business organizations must observe sound business principles if they expect to succeed. The most important factor in the success of any farmers' organization is the active and continued interest of individual members, and the best way to maintain that interest is to have active and well organized local groups meeting regularly. The members must select and direct their officers and business managers. I do not mean that they shall interfere with the details of government and management after they have chosen their governors and managers. That would be disastrous. But I do mean that unless they are genuinely interested in selecting the right kind of officers and managers, and then continuing that interest constantly, that failure is almost certain. Most cooperative companies select officers and managers once each year. If members take no interest after the election they may wake up some day with few assets and many liabilities.

Since it is necessary for the officers and manager to direct the business, the members cannot be too careful about their choice. The best manager is the cheapest in the long run. A cheap one is nearly always the most expensive in the long run, and sometimes the run is not long, either. He should be well equipped both in training and experience. And he should not be interfered with too much. Just watched. If he is a good manager, he will want the watching, for it means interest.

There is a great tendency for cooperative concerns to keep too small a surplus and working capital. All markets fluctuate. Supply and demand fixes the prices, and often profits. It is easy for any business to succeed when the commodities handled are going up in price, for every article can be sold at a profit then. It is hard to succeed when prices are going down, for the last purchaser is always able to sell at the lowest price, and the early purchaser must take a loss. Customers right up to where prices are lowest. The only way to keep prices lowest is to put aside a portion of the profits during periods of rising prices, to use during periods of falling prices. We all hate to do this. We prefer to use our profits. If we do use them we must expect no business, or assessments to cover losses during periods of falling prices, for prices will always rise and fall.

We must remember that there are overhead expenses which must be met whether we do business or not. We must also remember that people do business where it can be done to the best advantage. Many cooperative companies have failed because they have forgotten these two things. When some strong and very large company decides to drive a competitor out of business it is likely to be content with mere operating expenses or even take a loss on a small portion of its business for a time until its purpose is accomplished, realizing it can make up the losses later. There are several methods employed by cooperative companies to protect themselves under this condition. Some require an agreement that members do all or a portion of their business with their own company. Others provide for a fixed assessment sufficient to cover actual expenses, the assessment to be paid back if not needed. Others make an assessment of a small amount on all grain or other commodities sold elsewhere, the amount to be turned into the treasury and to be used for running expenses. Any scheme which is easily enforced which will maintain the company in a condition to immediately function if occasion demands, and which will permit the members to sell or buy their goods where prices are most favorable will work to the advantage of the company and its members.

We often hear discussions about the part an agricultural experiment station and college should play in the marketing of farm crops. I have always maintained that it is as much the duty of an agricultural experiment station to learn the facts about marketing farm crops and buying farm supplies, as it is to learn the facts about the production of farm crops and the use of farm supplies. After the facts have been ascertained it is as much the duty of the college to teach them as it is to teach production facts. I also maintain that it is not the business of either the station or college to actually produce or market except far fact finding and demonstration purposes. The actual business of producing and marketing should remain in the hands of individuals, corporations, and cooperative organizations. Colleges of agriculture should offer short courses to help the present managers of agricultural cooperative associations and should offer long courses to train new ones. There is a great field for agricultural college activity along these lines, a field which can be occupied satisfactorily only by an agricultural college.

Southern Editor Scores Knockers

Asks Very Pertinent Questions of Those Who Are Fighting Co-operation.

In a recent issue of the Southern Agriculturist published at Nashville, Tennessee, E. E. Miller, the editor, has a very interesting article under the heading: "The Farmer Who Fights Cooperative Marketing" in which he said:

"In a few places I am told a few farmers are still fighting cooperative marketing associations — not only staying out of the association, but actually doing all they can to make the way of cooperatives and the co-operators hard."

"If any farmer reads the Southern Agriculturist, I should like to whisper just one or two words in his ear. I should like to ask him if he realizes in the first place, just what a cooperative is, and what cooperation means. Surely he has not got it clear in his mind that cooperation is simply an organized effort of farmers to find a better way of marketing their products to better advantage. I should like to ask him if it ever occurred to him that the men who are trying to develop this better system of marketing are working for all producers of their commodity, for the men on the outside of the association as well as the man on the inside; and if he has never seen that if these cooperators succeed all

farmers will be better off for their success.

"Then, I should like to ask him if he does not realize that if the co-operators fail, and if the farmers have to go back to the old system of marketing, defeated and disheartened, they will be more than ever helpless when they come to sell their products, more likely than ever to have to put up with low prices and poor pay for their work.

"I should like to ask him next, if he really believes that the men who are working hardest against the success of farmer cooperation are men who are more interested in getting profits for the farmer than they are getting profits out of the farmer."

"Finally, I should like to ask him if he is and has been all the time thoroughly satisfied with the marketing conditions and practices he has known; if he really believes that he has always had what he should have had for his products, and if he looks forward to nothing better than the system he has known."

"I can understand how a farmer can question the wisdom of some of the things the cooperatives have done; for they, like all other human organizations, have made mistakes. I can understand how some farmers, feeling that they know more about the marketing of their products than their neighbors know, may feel that they do not need to belong to a marketing association, but can do better going it alone. I can understand how some farmers, not certain of how the whole thing will turn out and more concerned to keep themselves safe than to help in any movement for the general benefit, may prefer to stay outside the association awhile, and see how they turn out. But I cannot, for the life of me understand how any farmer who

does not positively dislike his fellow farmers, can oppose the co-operative movement and try to break it down. The reasoning of that man is beyond me. If any reader is opposing co-operation, is trying to make success harder for any co-operative association, I wish he would write me and tell me why he is doing it. I should like to get his point of view.

"It seems to me that the farmer who takes such a stand is taking a tremendous risk upon himself, is making himself responsible to his fellow farmers to a dangerous degree. It seems to me, too, that any member of a cooperative who because of disappointment with results, or disagreement with policies of the association, is thinking of drawing out of it, has reached a place where he needs to do some hard thinking. He should ask himself, before he loses faith or heart, or before he takes any step to make the work of the association harder, whether it is not possible to correct whatever faults of methods or management there may have been, and whether there is not a chance for the association with more experience, to do better marketing of his products if the effort for co-operative marketing ends in failure? When he has answered these questions and not until then can he draw out of his association with a light heart and a clear conscience."

CORN GROWING GENIUS

The title of "corn prince" of the International Grain and Hay show, Chicago, goes to 18-year-old Maurice Lax, a Shelbyville, Ind., boy whose 10 ears of white dent won over hundreds of other entries. Such a prize is not won by accident. It is won by knowing how and that proves at 13 that Indiana boy is a corn-growing genius.

CALL FOR THE SEVENTEENTH ANNUAL MEETING OF THE KANSAS DIVISION OF THE FARMERS' EDUCATIONAL AND CO-OPERATIVE UNION OF AMERICA.

JANUARY 15, 16, 17, 18

The Kansas Division of National Farmers' Union and the State Co-operative business associations has lent its support to establish, will convene at Emporia, Kansas, in the Broadview Hotel, Tuesday, January 15, 1924 at 10 a. m.

The Jobbing Association meeting will be the first number on the program. It will convene Tuesday morning, 10:00 a. m. and continue in session until 5:00 p. m., or the part of that time necessary to transact its business.

The Auditing Association will convene at 7:30 p. m. on the evening of the same day.

Wednesday morning, January 16, at 10:00 a. m. the Farmers' Union will convene in annual session and with a few intermissions will continue in session until all the business necessary to come before the meeting is transacted.

Wednesday afternoon at 2:00 o'clock the Insurance Company will hold a meeting while the committee on credentials are getting their report ready.

Wednesday evening meeting will be an open meeting devoted to speech making.

Thursday evening at 7:30 the Live Stock Commission Company will convene in the auditorium of the Kansas Teachers' College to consider the livestock interests of the association.

Thursday morning the Farmers' Union proper will again convene at 9 o'clock and continue its activities until the purposes for which the meeting was called are accomplished.

Delegates to Farmers' Union annual meeting are required to have their credentials in the hands of Secretary Brasted 10 days before the date of the annual meeting.

Basils of Representation

1. One delegate for each local Union in good standing in the State Union December 31, 1923.
2. One delegate for each county or district union in good standing as above. A county and district union to be in good standing must have five or more local unions in good standing in the state union December 31, 1923.
3. One delegate for each Farmers' Union Co-operative Association and in case of county Farmers' Union Co-operative Association, each unit or such association is entitled to a delegate. All delegates must have credentials of the organization they claim to represent.

A delegate must be a member in good standing of the organization he is elected to represent at the annual meeting.

Delegates are required to send their credentials to C. E. Brasted, state secretary, Salina, Kansas, at least ten (10) days before the date set for the opening of the annual meeting.

JOHN FROMBLE, President.

C. E. BRASTED, Secretary.

DELEGATES' CREDENTIAL

The Farmers' Educational and Co-Operative Union of America

This is to Certify That Farmers

..... who are members in good standing of Union No. State were elected as delegates to the Seventeenth Annual Meeting of The Farmers Union which meets at Emporia on the 15-18 day of January, 1924.

..... Secretary

..... President

FORMAL CALL

The Jobbing Association of the Kansas Division of the National Farmers' Union will hold its regular annual meeting in the Broadview hotel in the city of Emporia, state of Kansas, at 10 a. m. on Tuesday, January 15, 1924.

Every individual owner of one share or more of the common stock, is entitled to attend this meeting and cast one vote. Every Co-operative Business Association owning one or more shares of stock is entitled to attend and cast one vote. Every local or County Union owning one share or more, is entitled to attend and cast one vote. Individual shareholders, Co-operative Associations and Union organizations are urged to arrange for delegates to attend this meeting either in person or by proxy or delegate.

DELEGATE'S CREDENTIAL

This form is to be used by Local Unions, County Unions and Chartered Business Associations of the Farmers' Union owning common stock of the Jobbing Association for certifying delegates to the regular annual meeting to be held in Emporia, Kansas, January 15, 1924. Each credential should be signed by the President and Secretary of the organization represented. Any member of the Jobbing Association who is in good standing in his local union is eligible to represent any Local Union, County Union, or Chartered Business Association owning stock in the Association.

DELEGATE'S CREDENTIAL

THE FARMERS UNION JOBBING ASSOCIATION Kansas Division

This is to certify that..... has been elected to represent

at the annual meeting of the Farmers' Union Jobbing Association of the Kansas Division of the National Farmers' Union, to be held at Emporia, Kansas, at 10 o'clock a. m., Tuesday, January 15, 1924.

Owner of Stock Certificate

..... Shareholder

Witness

Town

Co-Operation Saved the Day

John Whittle, Truck Grower at Louisville, Kentucky, Tells What Organization Can Do To Help Solve His Problems

It was a cold drizzly night when John Whittle climbed in his vegetable truck to start for the Louisville market. For the past 12 months he and his family had labored in the field and barn to prepare and reap the produce from his little farm with its heavy mortgage plaster. Labor seed and machinery had been increasing in cost for the past two years while the market price of his fruit and vegetables had been steadily declining. He had planned on paying off part of the old mortgage this spring but now he had no money in the bank. His grocery bill was running high and the doctor must be paid. The banker had been rather cautious in giving him the last loan and now he must go and ask for another.

It seemed that his returns were getting smaller and smaller every year. The daily papers were writing about over-production and yet this could not be so in Louisville. Just across the street from the market place fruit and vegetables were being sold that had been raised in many southern states. They were being sold in competition with his produce. The produce from the southern states, and during certain parts of the season from northern states, was forcing the price of his own produce down below the cost of production. This could not be done if there was an over-production around Louisville. The politicians were promising to help him to raise the selling price of his vegetables, if he would only elect them to office. But politicians for the past 20 years had said that and prices were lower than ever.

These were some of the things that were running through John's mind that night as he slowly drove toward the market place. Truck farming used to be a good occupation but now it was unprofitable and intolerable. All day his wife and children had been working in the field, digging, washing, packing and preparing the fruit and vegetables so that he might take them to Louisville that night and sell them below cost the next morning. He was forced to sit up all night or at best snatch an unrefreshing bit of sleep while he crunched on the truck seat.

Two o'clock finally came and John had backed the truck into the space marked 153. That seemed to be a questionable cost too. A flat \$100 for the privilege of standing on a little space just large enough to hold his truck. Yes, and fifty cents a day

Notice to Local Secretaries

The Abstracts will not be sent to local secretaries this year as has been the custom in the past. Each secretary whose records are properly kept has his record showing the number of members and a record of remittances.

If for any reason any one is not able to determine the true status of their local from their records, we will furnish such ones an abstract on request.

C. E. BRASTED, Secretary.

to clean up the place after he had left. John knew right well that it didn't cost the city fifty cents to clean up a dozen stalls and yet he had to pay it or get out.

The drizzly rain had stopped and he now started to unpack his produce. At three o'clock the buyers from the restaurants and hotels began to arrive. Things were selling lower than ever this morning. Maybe it was because of the rain, at any rate every thing seemed bluer than ever. Following these buyers came the wholesale and jobbing men, then the city truckers, and finally about nine or ten o'clock the housewives. By this time about half of his load was sold and he would have to begin to cut his prices to almost nothing or else take it home and feed it to the hogs. Those hogs were lucky, they lived on more and better food than his children and yet it couldn't be helped. At least everybody said that it was the only thing that he could do.

The half a load that was left, looked poor and straggly. People had been handling, squeezing and dropping it all morning and now it looked rather poor. John began to cut prices. He had to sell below his neighbor or he couldn't sell at all. If he got anything out of it, it would be better than nothing at all. There would be plenty left to take home and feed to his hogs. He knew that, but he couldn't help it.

At noon, John Whittle dumped what was left into his truck and started home. That day had been just as bad as the days before or maybe worse. At least it seemed so.

On the slow drive home, John began to think again and slowly the light of understanding dawned upon him. It was the system that was wrong. His fruit and vegetables were good, his neighbors were friendly to him, his organization and work on the farm was as efficient as possible. It was when he went to sell his produce that he was cheated out of a good living and cost of production. He was madly competing against his neighbors when it wasn't really nec-

essary. He and his friends were madly fighting against each other. They were competing among themselves when they bid for space at the market place during the spring auction. They were working against each other when they sold during the day at the market. They were forcing each other to sell below the cost of production. It was their own fault that he and his neighbors were letting the wholesalers, jobbers, buyers and middlemen rob them of a decent living. It was not the consumers because they were paying high prices for his vegetables. He had sold his head lettuce that morning, for two cents a head and now it was selling at the jobbers for 12 cents a head and at the grocery on 30th street for 15 cents. The jobbers were making 400 per cent profit and the groceryman 50 per cent while he was selling it below cost. It was the system that was wrong. His potatoes cost him \$4.00 a barrel to raise and this morning he was forced to sell them for \$3.00 or carry them home. He and his neighbors were paying nearly \$50.000 a year for renting the market place. They buy it every year and yet they never get a deed for it. John reached down in his overall pocket and produced a stubby pencil and a dirty envelope. For the next few minutes John did the hardest thinking of his life. His result came to this conclusion:

Number of stalls, 153
Average rent per year, \$100
Paid for rent of market place, \$15,300
Cost of cleanup, 50 cents
Number who back-on average, 300 daily
Paid for cleanup each day, \$150.00
Minimum days paid, 150 days
Annual cost of cleanup, \$22,500

Total paid to market by farm-

ers each year, \$40,800

John knew that this was a hold-up, a robbery. And besides he wasn't getting a decent price for his produce.

Why couldn't he and his friends co-operate together and work out a better plan? It was a sure thing they

do any worse. This was Saturday afternoon, tonight he could sleep at home. At least he wouldn't have to go to market. He was glad that Sunday came every seven days.

That night, then, was a Farmers' Union meeting at the schoolhouse down the road. The Farmers' Union stuff was a new thing to John. He had heard about it helping the farmers in other parts of the state but it was new in the Louisville district. Seven-thirty that night found John Whittle and family at the schoolhouse listening to the Farmers' Union speaker. He was a sincere man who seemed to have studied the conditions of the truck growers very thoroughly. He was frank and open in his statements and he had a plan to help John and his neighbors. All he asked them to do was to cooperate together. He said that they would have to join the Farmers Union but that only cost \$5.00 for initiation fee and \$3.00 a year for membership. Of course they would have to have some organization to hold them together and this was the most economical fee that he had ever known. The plan that the speaker suggested sounded good, at least it couldn't be any worse than the present plan of marketing. It surely was a lot cheaper.

The plan that the Farmers' Union speaker suggested as John remembered it was something like this: He and his neighbors in the counties around Louisville were to join together and establish their own market place. If all of them joined, this market would be the only one in Louisville. To buy the market place, the truck growers were to buy stock in what was known as a truck growers association. The amount of stock that they were to buy would not be more than what they were paying to rent the stall at the present market place and, after the first year, they would own the market. It would probably be a good plan for them to buy or build a market building. Each afternoon they would bring the fruit and vegetables to the market. At this place it would be graded and a price set on it that would be above the cost of production and a reasonable profit to the grower. The truck grower could go home the latter part of the afternoon and sleep restfully in his own bed. Sleeping on the truck seat would be a horrible experience never to be endured again. The plan also suggested that a small percent of the sales could be deducted from the returns which would pay off the capital stock that he had bought. He would not compete against his friends and neighbors. They would no longer fight themselves and force the selling prices down. After they had delivered their produce, and it had been graded, all grade one potatoes would be put together and sold together at a price set before the sale. The buyers would come to his market just as they had been coming to the old city market place but they could not jam him down. The buyers could buy potatoes only at one place. If the market was crowded with potatoes during any one day, they would put the surplus in the warehouse and sell them later when prices were right. This could

(Continued on page 3)

The Kansas Union Farmer

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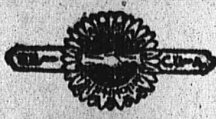
Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Locals and what you are doing. Send in the news and thereby help to make your official organ a success.

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

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

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

ADVERTISING RATES ON APPLICATION



THURSDAY, DECEMBER 27, 1923.

THE NEW WHEAT COMMITTEE.

The joint committee made up of representatives of the Kansas Wheat Growers Association, the Farmers Union Wheat Marketing Association, the American Wheat Growers Association and the National Advisory Wheat Committee invited the following named Kansans to serve on the Organization Committee of the new Kansas Cooperative Marketing Association.

W. P. Lamberton, Fairview; Anton Peterson, Greenleaf; W. J. Carleton, Randall; C. E. Brasted, Logan; C. E. Huff, Oronoke; Albert Weaver, Bird City; C. C. Cole, Levant; C. J. Die-drich, Selden, Grant Bliss, Woodston; S. C. Towne, Osborne; John Tromble, Beloit; C. C. Killian, Green; President W. M. Jardine, Manhattan; F. C. Pomeroy, Holton; Senator Arthur Capper, Topeka, President; Ralph Snyder, Oskaloosa; Dr. Henry J. Waters, Kansas City; George T. Trimble, Ellsworth; Elba Brandenburg, Grainfield; President W. A. Lewis, Hays; L. G. Brown, Wilson; W. C. Lansdon, Salina; Charles M. Harger, Abilene; R. J. Logan, Carleton; L. B. Shields, Lost Springs; William Allen White, Emporia; J. P. McMullen, Burlington; Simon Fishman, Tribune; O. V. Davidson, Shields; A. L. Sooter, Ness City; M. O. Glessner, J. M. Riegall, Great Bend; Carl Clark, Galva; E. E. Frizell, Larned; W. J. Spencer, St. John; Grover Bowser, Hutchinson; Governor Johnathan M. Davis, Bronson; Forrest Luther, Cimarron; M. B. Gamble, Greenburg; W. E. Berg, Pratt; C. C. Cogswell, Kingman; B. E. Corporon, Wichita; Walter H. Chappell, Chanute; Ed. Fitzgerald, Liberal; H. W. Holderman, Meade; C. E. Cox, Ashland; James G. Smith, Anthony; Joe Erwin, Cicero; L. G. King, Winfield and Richard Card, Columbus.

Two or three men declined our endorsed plan. Several were unavoidably kept at home. Others had engagements that could not be broken. Of the fifty-two men asked to attend more than forty were present either in person or by proxy. All who were in the meeting voted unanimously to adopt the plan presented by Aaron Sapiro and to begin work at once in the organization of a 44,000,000 bushel wheat pool for marketing Kansas grown grain.

The committee organized by the selection of the following named officers and Executive Committee: W. C. Lansdon, Salina, Chairman; Hon. E. E. Frizell, Larned, Vice Chairman; and E. E. Corporon, Wichita, Secretary-Treasurer. The Executive Committee in addition to the officers is made up of Forrest Luther, Cimarron; Walter H. Chappell, Chanute; W. P. Lamberton, Fairview; C. E. Cox, Ashland; and Simon Fishman, Tribune.

At its first meeting the Executive Committee employed an Organization Manager and Director of Publicity and attended to many other details including the provision for a bond for \$50,000 for the Secretary-Treasurer. The next meeting of the Committee will be in Wichita on Friday, December 28th.

THE STATE CONVENTION.

The Annual State Convention of the Farmers Union which will be held at Emporia beginning Wednesday, January 16 will be the most important meeting of our organization that has ever been held. Every Local Union, County Union and Chartered Business Association in Kansas is entitled to representation and all should send delegates.

The Annual Meetings of the Jobbing Association, the Auditing Association, and the Farmers Union Wheat Marketing Association will also be held at Emporia during the week beginning with Tuesday, January 15th with the Jobbing Association. There will also be full reports from the Live Stock Commission Company, the Farmers Union Mutual Insurance Company, the Farmers Union Mutual Life Insurance Company, and the Farmers Union State Bank of Kansas City, Kansas.

The delegates and visitors in attendance will have an opportunity to learn all about every one of the state wide Union business enterprises. Not only will complete reports be made but an-

ple time will be allowed for questions and discussions. No local body of our organization can afford to be without representatives at Emporia during the week.

WILL KANSAS WIN?

All the cooperative marketing experts assert that wheat pooling cannot succeed unless a controlling organization is effected in Kansas. The Kansas Wheat Growers have done well considering the handicaps under which they have worked. The most of their members are unorganized farmers who had never had any experience with cooperation before they undertook to form their own agency for selling wheat. The Farmers Union Wheat Marketing Association has not realized the hopes of its founders and members. It is well organized and its marketing has been conducted with skill and economy but the volume of business is too small to make valuable results possible.

Recognizing the absolute necessity for a larger sign up and realizing that the required volume of wheat could not be obtained without the aid of new forces in the movement the two existing Kansas wheat pools have reconciled all their differences and have united with other farmer groups in the formation of a new association that will not undertake to sell any grain until one-third of the entire Kansas wheat acreage is in the pool. Such a quantity of wheat will make the Kansas Cooperative Wheat Marketing Association the biggest enterprise of its kind in the United States.

A good many people are asking whether it is possible to effect the organization of 44,000,000 bushels of wheat before the 24th of next May. The best answer to that question is the fact that the producers of much more than that much Kansas wheat are already convinced that cooperative marketing under the one hundred per cent pooling plan is the only thing that the wheat growers can do for themselves. They need not wait for legislation. They already have all the state and federal laws necessary. The supreme court of Kansas has affirmed the legality of the plan and the binding force of the contract. If the Kansas farmers who believe in 100 per cent pooling will sign up the contracts at once the goal will be reached before the first of March.

NEW SPIRIT IN POOLING.

That was a remarkable meeting that was held in Memorial Hall in Topeka on the 12th of December. Every farm organization in the state was represented. The Grange was there, the Farm Bureau Federation was represented. The Farmers Union sent many delegates. The entire Board of Directors of the Kansas Wheat Growers Association attended and endorsed the new program. The State Board of Agriculture participated. There were several big producers who have never before joined any cooperative movement.

When that body of delegates nearly fifty strong who had come from every wheat growing section of Kansas voted unanimously to organize the biggest wheat pool yet undertaken in the United States a new page of agricultural history was written. Such men with such a spirit cannot fail. The farmers of Kansas have demanded unity and in this matter there is unity and harmony.

What a gathering it was. The governor of the state opened the meeting with a complete statement of the condition of agriculture in Kansas in which he unreservedly endorsed the pooling plan. Senator Capper asked the privilege of being a member of the organization committee. President Jardine of the Kansas State College of Agriculture pledged that great institution to the movement. Senator E. E. Frizell, one of the great producers of the state, endorsed the plan, accepted a place on the Organization Committee and was elected vice-chairman. Simon Fishman who has 30,000 acres of wheat in Greeley county declared that he would not only sign up his entire acreage but would get his neighbors and friends to put in at least 30,000 additional acres. With such men as Frizell, Tromble, Lamberton, Shearer, Chappell, Cox, Spencer, Jardine, Killian, Deidrich, Card, Michael, Towne, Alexander, King, Trimble, Fishman, Luther and the others working together success is assured. The next Kansas wheat crop will be sold by the producers through their own marketing agencies.

THAT DEPRECIATION ACCOUNT.

There are a lot of folks who think that Secretary Wallace must be mistaken in his report that farm property—buildings, fences, and implements have depreciated more than SIX BILLIONS OF DOLLARS. They say that such figures are ridiculous. There are men who really believe that all the dwellings, barns and other buildings together with all the fences and machinery on all the farms of the United States could be replaced new for that much money.

That shows how much or rather how little most men know about the condition and the business of agriculture. There are more than SIX MILLIONS of farms in the United States. Let each reader figure this matter out for himself. How many members of the Farmers Union in Kansas could use a Thousand Dollars between now and spring planting time just to take up depreciation on their own farms? Repaint the house and make all the really necessary improvements inside including the replacement of furniture carpets and other essential furnishings; repair and repaint the barn, the hog houses, the chicken houses, and all the other farm buildings; put all the farm machinery, including tractors, automobiles, plows, cultivators, binders and the scores of other implements in use in good condition; replace all old worn horses and mules with young stock; buy all the new machinery and implements necessary to replace worn out equipment that can no longer be cobbled up and used; and then figure out how much would be left out of a thousand dollars.

The Wallace estimate of depreciation is very

KANSAS UNION FARMER

conservative. As a matter of fact, in order to operate their properties efficiently the farmers of this country need not less than TEN BILLIONS OF DOLLARS of new capital for replacements and repairs alone. They cannot make that money in farming operations nor can they borrow it on terms that would enable them to use it profitably because their credit has been impaired by their heavy losses.

When the railways fell into a position somewhat similar to the plight in which agriculture now finds itself it was not considered out of the way to ask relief from government. Guarantees were demanded and rates for service were increased until the whole body of American railways began to make money and they are now making more money than ever before in their history and probably a good deal more than any other single business in this country. Agriculture, however, is warned that any attempt to secure direct aid of any sort from government is economically unsound.

The statesmanship of the future must deal with the problems of the farmer and some way to make agriculture profitable must be devised if this republic is to endure as the home of free men and free institutions.

It is all right for members of the Union to tell their troubles to each other but they should not discuss their grievances with outsiders. Washing family linen in public is always a most disgusting spectacle. Every unit of our organization and every cooperative association established by it has its regular tribunals for dealing with complaints and grievances.

Locals that are not represented in the County Unions by regularly elected delegates should attend to that very important matter without delay.

FIGHTING COOPERATIVE MARKETING.

Several state and national associations of grain dealers are making an active campaign against cooperative marketing. They are flooding the mails and plastering the walls of local elevator offices with arguments, propaganda and alleged facts to prove that cooperative marketing is a failure, that it saves no money for the farmers and that in fact it is unnecessary, as well as costly.

If cooperation is as weak, futile and unprofitable as these men assert it will very quickly die of its own faults. The farmers will not support a system of marketing that costs them money. This being true why should the grain dealers be so worked up over the matter? If the thing is so bad and is so certain to fail why take so much trouble and spend so much money in fighting it?

The answers to these questions are fairly obvious. The grain dealers are not afraid of the failure but the success of cooperative marketing. They do not dread the losses that the farmers may suffer in the practice of cooperation but they are greatly concerned over the certain decrease in the tolls that old system enables them to collect from crops on the way to market. It is the hurt pup that howls when a devilish boy throws a rock into a bunch of dogs.

If you want any stock in the big Farmers Union State Bank soon to be in operation in Kansas City, Kansas it is time to make your application. The farmers will never be safe until they have complete control of their own money and financial institutions.

In these days of diversified farming it might be well for farmers to raise a little more of what all want to keep away from in the next life.

USE YOUR OWN PAPER.

The Kansas Union Farmer is the best advertising medium in Kansas. Its readers should use its columns to let their fellow farmers know what they have to sell. Every trade made in that way cuts out all the middlemen.

Numbers give strength and influence. The membership of our organization can be doubled within four weeks if every eligible person in each family that now has one or more members of the Union can be lined up with our work. Every wife, son and daughter of Union members in good standing should be enrolled in the organization at once.

Stabilization of prices and of the dollar, fair treatment in legislation, a square deal in business, a better banking and currency system and many other things are urgently needed by American agriculture. None of them can be secured except through organization. The best way to advance the interests of the farming business is to increase the membership of the self-help organizations.

The manager of a co-operative elevator who sees one of the shareholders of the concern sell wheat to a competitor has good reason for believing that farmers will not stick. The manager of the Farmers Union Jobbing Association often sees samples of wheat on the tables of our competitors that are consigned to our business rivals by elevators that are partners in the Association. He not only loses the business that is needed to strengthen co-operation but sees it go to men who have always fought farmers sales agencies and who laugh at him every time they get a car load of Union wheat.

About half the folks who believe themselves to be wide awake are wholly mistaken; they have just stirred a little in their sleep and once in awhile have turned over.

The money that it will take to send a delegate to the State Union Convention at Emporia should return dividends many times the amount of the investment.

COMMENT ON WORLD'S NEWS FOR WEEK

Ford Has Very Positively

Taken himself out of the campaign for the presidency. In an interview published last Wednesday he declared in favor of the nomination and election of President Coolidge whom he regards as a safe man in whose hands the country will be safe. Among other things he said:

"No man has a right to say that he never will consider, nor accept, public office. No man can predict his own acts and feelings as strongly as that. But I will say that I would never for a moment think of running against Calvin Coolidge for president on any ticket whatsoever. In this present situation I am for Coolidge."

Mr. Ford's definition of his position will bring considerable relief to quite a number of folks. Coolidge and his supporters are naturally very much gratified to be assured of the support of a man as powerful and influential as the Detroit manufacturer. The democratic politicians who feared that the plans they have been making for the grand swell favorable to Ford are mighty well pleased both because they feared the strength of the Michigan men in their own party and because they dreaded that he might run as a third party candidate and upset the whole existing political machinery of the republic.

It is seldom that a man can arouse the degree of satisfaction by announcing that he will not be a candidate for office that has followed Ford's final statement that he will not run for president against Calvin Coolidge.

Politics Make Strange Situations

That frequently puzzle those who are not able to read between the lines. The fact that Mr. Ford regards the country as safe with a safe man like Coolidge in the White House may not be the only reason for his declaration that he will not run for the presidency on any ticket.

A few months ago there was such a strong feeling among the voters that Ford is the right man for the White House that his nomination on some ticket seemed almost a certainty. That feeling has subsided in a very marked degree probably largely due to the fact that Ford's own good sense led him to tell a reporter for Colliers that he would not know what to do with the presidency if he had it and his equally sane remark that the people did not know why they wanted him for president.

There are other things that may have influenced Ford to declare to Coolidge. In the recent proposal con- vention in South Dakota he was a very poor last in both the democratic and farm-labor groups. There was, in fact, no possibility of his nomination on any national ticket and the nature of our political machinery makes it practically impossible for an independent candidate to win the presidency.

The Senate Has Adjourned over Christmas

With the deadlock on the selection of a chairman of the Committee on Interstate Commerce still unbroken. The insurgents finally conferred on Senator Couzens of Michigan after it was proved that the democrats would never unite with them in the selection of La Follette for that place.

The progressive group had it in their power at any time to elect Senator Smith of South Carolina who is reputed to be in substantial accord with their program and should be congratulated for their wisdom in not doing so. A democratic chairman of a republican committee in a republican senate would be in a false and helpless situation.

The democratic party may or may not be able to frame a satisfactory railway program but it is absolutely certain that they cannot do so during this congress. Nor can the party afford to take the responsibility for shaping the proposals that are to be presented to congress in connection with the transportation problem. The people have commissioned the republican senators and congressmen as their agents in legislative matters during this congress and the republican party must accept the responsibility.

WICHITA FIRM CLIMBS TOWARD FIRST PLACE

The Farmers Union Live Stock Commission at Wichita, while meeting with some of the keenest competition, is still maintaining its standing with the rest of the commission firms on the Wichita market, notwithstanding the fact that during the Holiday season is one of the slack times on the Wichita market.

With the proper cooperation there is not any doubt but what the Farmers Union Live Stock Commission will be the leading firm on the Wichita market in the very near future. We celebrated the close of another successful week by selling a car of hogs for Mr. Ed Bohn of Bentley, Kansas, for \$6.85, which is the Kansas City packer top. These hogs were of the choice kind, averaging two hundred thirty pounds, which proves that the well finished hogs find a good market in Wichita, and the farmers in our territory can not afford to ship hogs any place except to Wichita.

This seems to be a good time for purchasers to take advantage of the low prices and we bought cattle for the following men last week:

C. W. Sherman, Protection, Kansas; D. M. Circle, Hazelton, Kansas; C. S. Watson, Dighton, Kansas; G. E. Long, Madison, Kansas; W. B. Albert, Lamont, Kansas;

Couzens Is a Striking Personality

Who possesses many of the elements of greatness. Beginning life as a poor man he was fortunate enough to become associated with Henry Ford and through that relationship made a fortune of about \$30,000,000 and then retired from business to devote the balance of his life and all his talents to the public service. As mayor of Detroit he forced through a municipal ownership program about which there is much difference of opinion. Men who have studied the Detroit situation at first hand declare that Couzens accomplished little of value. Others are equally emphatic in their assertions that the principle of public ownership has been vindicated.

Senator Couzens has never positively declared in favor of the federal ownership and operation of transportation facilities but those who know him best believe that he is convinced that there is no other practical solution for the railroad problem. If he believes in government ownership it is hardly likely that he would be able to render any real service as chairman of the Inter State Commerce Committee of the senate in a congress that appears to be definitely committed to the principles of the Esch-Cummings law.

Couzens may get the place when congress reassembles after the holidays but it is quite certain, in that event, that he will be a great disappointment both to the insurgent group and to the country.

Congress Recessed for the Holidays.

Without having done anything for the wheat growers for any one else for that matter. There should be no hesitation in voting for an increased tariff on wheat and for the repeal of the draw back clause which seems to work in the interest of the millers and against the farmers. Such a piece of legislation would have done much to allay the discontent in the northwest. Had it been introduced promptly and pushed earnestly it could have been enacted in three days but it is fairly certain that the adjournment will give the millers and the manufacturers Association a chance to bring up their reserves and defeat the repeal of the draw back clause when it comes up early in January.

The truth is that a congress that does not begin its work until thirteen months after it is elected is no longer representative of the wishes and minds of the voters. Legislation to provide for the meeting of the national legislature immediately after election should be enacted at once.

Pooling Farm Products

For better cooperative marketing may not solve all the price problems of the producers of the great staple agricultural commodities but all who have studied the plan with open minds and without prejudice are convinced that it will be helpful. Organization for better marketing is the one thing that the farmers can do for themselves. No permission from congress, the banks or the speculators in commodities is necessary.

It would seem that common sense dictates a recourse to the only plan that can be put over by the men who are most important.

England For the First Time

In many years has a government that is not supported by a majority of the House of Commons. The conservatives have more votes than either the labor or liberal parties but far fewer than their two opponents combined. Every day Premier Baldwin faces the possibility of an adverse vote and when that occurs it will be necessary to dissolve parliament and call another election or for the king to turn the government over to the labor party which would result in another election.

Parliamentary government, so long extolled as the ideal system for a democratic people is face to face in Great Britain with a crisis that may discredit the whole English system of administration. Our own country may not be governed with the highest wisdom but at least it is saved

from the turmoil of the frequently recurring elections that seem to be a part of the British plan.

Judge Reed, Of the Kansas Utilities Board.

Speaking before the annual convention of the Kansas Farm Bureau Federation declares that there is little if any hope of agricultural relief through legislation. He advises the farmers to work and wait and gradually solve their own problems.

Working and waiting are two of the things that the farmers of the country do nothing else but. It may be a good program but people who are engaged in it must be fed and clothed and housed and their children must be educated. None of these things can be done without income and in the present situation the average farmer has no income and each year is digging deeper and deeper into his capital to provide the world with the absolute necessities of life.

The country that cannot work out some plan for saving its basic industry from disaster must be mighty poor in statesmanship and very short of hard common sense. No nation that lives by confiscating the property and destroying the resources of its most essential industry can long endure. The growing distress of agriculture threatens the prosperity of the whole people and is a menace to all our free institutions.

Drummond Executive Secretary

Of the International Farm Congress has finally discovered the Farmers Union. In a recent issue of his paper he says that the Union has been greatly misunderstood and that it is now in such a position of power and influence that it cannot be spoken of in the past tense. He is convinced that our membership is not radical but has some, at least, of the makings of sound constructive policies.

The fact that Brother Drummond lives in Kansas City may have had something to do with his conclusion that the Union is not dead. Any organization of producers that is able to build up the biggest live stock commission company on the Kansas City market, that has developed and is carrying on almost the biggest grain house on the Kansas City Board of Trade, and that is preparing to open a \$200,000 bank in Kansas City, Kansas, is certainly not dead. The man who speaks of the Union in the past tense is either profoundly ignorant or bitterly prejudiced against the most active and effective agricultural organization in the United States.

Arkansas Sends Murderers

To the electric chair. The two convicts that picked out that state as a suitable place for killing an officer of the Kansas penitentiary made a mighty bad guess. One of the assassins was promptly arrested and the other will have been caught or killed before this article is read. Kansas will doubtless waive her rights to the return of Casey and Keith to this state. Arkansas will probably try them for murder and it is entirely likely that both will be electrocuted within two months.

Burns, the Kansas guard who was killed while bringing the escaped prisoners back to Lansing was a fine officer, a good citizen and a loving husband and father. He leaves behind him a wife and five children so young that they must be dependents for many years. This state must see to it that the fatherless children of that gallant officer are educated and trained to be good citizens like their father. Society cannot afford to ignore its obligations to men who die that law may live.

Wives Are Being Quoted

At new prices. Time was when a husky male member of the alleged human race could buy a proper helpmate for a few strings of beads but not any more. A California husband recently proposed to sell his wife for \$500,000. The deal went wrong and when the wife heard of it she promptly began suit for divorce. It is not known whether the trade was arranged without her knowledge or whether she was dissatisfied with the price.

ly this year. Our cotton growers have seen what cooperative marketing has done for the tobacco growers, citrus fruit growers and nut growers, and they are smart enough not to let such a good thing pass by. Several additional dollars per bale can usually be expected by marketing through these associations.

That cotton growers fully realize this is evidenced by the fact that these associations are marketing more than twice as much cotton this season as last. In a few years, in our opinion, 50 to 75 per cent of the entire cotton crop will be marketed in this way.—Progressive Farmer.

SOME EGG ORDER

The Missouri Farmers association recently purchased 500,000 egg cases for its nine cold storage plants. The order which was given to a Chicago concern is said to be the largest ever placed with one company. When filled these cases will load 27 freight trains.

When a farmer displays interest in co-operative marketing it reflects good business judgment.

What are you doing for your community? If the answer is nothing, then you place no value upon it.

Boys' and Girls' Club News

THE JUNIOR FARMERS UNION

Everywhere at the Local Farmers Union meetings we learn that the children have had a "royal good time." Just what does that signify? The child, indulging in indirected and unorganized play has had a thoughtless and aimless good time. Shall this state of affairs exist until that child reaches the age when he casts aside his childish play and enters the adult world only to find himself bewildered as he tries to battle single-handed with life's strange problems. He knows nothing about co-operation, hence fails to see that the Farmers Union needs him; or perchance he is persuaded to pay his dues at twenty-one, he finds himself a stranger in a strange land. Called to leadership but unqualified for the undertaking he must become a silent member. In order to work with this group, who have added five or ten years of Union training to their thirty years of practical education, he finds that he must start now at the bottom of the same ladder and climb. The climbing will be more difficult now than it would have been ten or fifteen years ago.

Are you going to help the coming generation escape from this terrible plight? If so, teach them that success in life lies not in the accumulation of unnecessary wealth, but in service, in knowledge, and in the appreciation of beauty. If you want honestly to help the farm boys and girls, sew about now and help them create a new standard of values for America. For a century, men the world over have bowed to material success as the greatest God they knew. We have exalted the man with money as we have exalted no other type in American life. We have praised his virtues and ignored his vices, we have listened to him as we never would to a saint in glory, when he told us the stages of his progress toward success, we have pointed to him as a shining example of the best to which a youth might aspire. He who has dollars, we said, has success. Therefore, get the dollars!

Hence generation after generation aspirations for something higher than dollar chasing have been crushed in order that the golden quest should be unimpeded; and a quest should be unimpeded in the dollars of the many have made unbelievable fortunes, and in consequence, we have slums and child labor, strikes and starvation, foreclosures and a fast disappearing rural population.

To remedy this situation we need an organization in which the boys and girls can learn a new standard of values and can prepare themselves to help make Democracy a success. Like the Chocolate King, who gave the orphan children an opportunity. You farm men and women may not have a \$50,000,000 fortune to donate to the cause; but you can make use of the resources at hand. Did you ever think what a Junior Organization would mean to the farm boys and girls of Iowa? It would serve the same purpose for them that the A. B. C. book does for the primary children. The Junior Farmers Union will be the A. B. C. book of a happy and prosperous rural community. By means of this organization, the boys and girls will learn the fundamentals used in laying a foundation upon which the rural population can build a self-made institution that will be strong enough to withstand the blows of the organized world. If you have not organized a Junior Union in your local, start now and be ready to begin the new year right.

SUCCESSFUL YEAR FOR BOY AND GIRL POTATO GROWERS

The Junior Potato Growers' Association

tion of Garland county, Ark., is composed of 90 farm boys and 8 farm girls ranging in age from about 14 to 18 years. They are all members of boys' and girls' potato clubs in which under the guidance of the county agricultural extension agent, they are learning to practice the best-known methods of growing potatoes and preparing them for market.

These young farmers organized their own growers' association, according to reports to the United States Department of Agriculture, elected officers, appointed committees, and selected one variety of potato which all members agreed to grow.

They have finished harvesting their 1923 crop and on October 15 reported a business like account of their year's accomplishments in the Hot Springs Lions club, which has given the association support.

The members grew, the report states, 786 bushels of No. 1 grade potatoes and over 500 bushels of No. 2's, producing altogether 1,300 bushels. They marketed their crop cooperatively, receiving \$1,644 for it. The cost of production was \$653; the net profit \$986, about 74 cents per bushel. The member making the highest yield harvested 27.5 bushels from a one-eighth acre plot. A number of the members, according to the report, have started bank accounts with their earnings and practically all expect to continue the work next year.

ACHIEVEMENTS OF GIRL CLUB CHAMPION ARE UNEQUALLED

The modern school miss who has no time from her whirl of activities to help mother with dishes and housework, can learn a lesson in diligence from Kathryn Nickel, the state champion club girl.

This farm lass, in addition to raising enough chickens, ducks and turkeys to pay for a piano, has done all her own sewing and that of the entire family, including the mending and darning. Fifteen pieces of furniture were finished by her capable hands during the year. The floors of six rooms were refinished, the woodwork in three put in excellent shape, and her own room papered as a part of her club work. The exterior of the western Kansas home Kathryn beautified with flowers and shrubs.

Kathryn enjoyed a week's intensive training at the Chicago International Livestock show where the greatest gathering of club members ever assembled at one time in the history of club work. In addition to Kathryn, 50 Kansas boys and girls won trips to Chicago.

Rather be a Gander

Here's a Paola boy's essay on a gander. "The goose is a low, heavy-set bird, composed mostly of meat and feathers. His head sets on one end and he sets on the other. He cannot sing much on account of the dampness in the moisture in which he lives. There ain't no between his toes and he carries a toy balloon in his stomach to keep from sinking. A goose has two legs and they are set so far back on his running gear that they came pretty near missing his body. Some geese, when they get big are called ganders. Ganders don't have to set or hatch, but just loaf, eat and go swimming. If I was a goose, I'd rather be a gander."—Western Spirit.

GIRL IS BABY BEEF WINNER
The prominence of girl's work in all agricultural activities is more in evidence at this Exposition than anywhere before. And the girls are doing

their part.
Miss Josephine Garden of Wapello, Iowa, 17-year-old lass, triumphed over many boy competitors when the judges announced that her entry, Misty Morning, 2-year-old baby beef, had taken second place at the International Live Stock Exposition.

OHIO LAD TRIUMPHS IN JUNIOR CATTLE FEEDING

The honor of winning the Junior Feeding contest in the calf class went to Kenneth Hutchinson, 15 years old. His pure-bred Aberdeen-Angus steer, which won him first prize has been exhibited with success at other shows.

Kenneth, who hails from Zenia, O., won the grand championship over all breeders with his prize Angus at the Green County Fair this fall and was awarded a gold watch by the American Angus Breeders' Association.

SETS FATHER UP IN BUSINESS

When Herbert Carey of New Vienna, O., four years ago became interested in the Purebred Pig Club, he had the overcome the objections of his father, who could see no sense in it. However, he bought the best Poland China gilt he could find and went to work feeding and growing the pig. At the county fair his pig was placed as best individual but he had to content himself with eighth premium.

Believing that his pig had quality, he shipped her to the state fair where she took sixth ribbon in the under-six-months class. His father took no notice and made him a proposition that he would keep the sow the next year for all the sow pigs in the litter. Accepting his father's offer, Herbert fitted and showed the best individual of his boar pigs and carried off fourth place at the state fair the next year.

This farm that used to have nothing but "just hogs" now has nothing but purebred Poland Chinas. Herbert has cleared \$360 besides setting his father up in business.

CLUB GIRLS HELP EDUCATION

Among the items reported by Alabama Home Demonstration Agents none are more interesting than those pertaining to the work being done by club members in assisting others to get an education.

One agent reported that the girls of her county had donated \$50 to enable a four year club member to go to college and that an equal amount had been given by the county fair association.

Another made a report of a dumb girl being sent to college and also of a club member who is receiving support from different sources while going to school.

A third told of a girl whose splendid club work attracted attention with the result that she was given an opportunity to get an education by being taken into the home of a very desirable family.

One-fifth of the girls attending school at Auburn are former club

members and all of them has been assisted in one way or another by Home Demonstration Agents in getting to college.

THE SEASON'S GREETING FROM WICHITA

The Farmers Union Live Stock Commission of Wichita will begin the New Year by celebrating the close of an unusually successful four months on this market. And the success of that short time we have been on this market is due to a great extent to the assistance of our members and friends, who have made use of their own firm.

If we may judge the future by the past the Farmers Union will hold the top place on this market with the closing of next year's business. We are all given twenty-four golden hours a day, and in that respect at least the Universe has been just to all of us. As our members and friends well know it has long been the policy of the Farmers Union Commission to

SAVE, not spend the Farmers money for him, and it is a well known feature of the organization that the profits of each year's business if prorated back to each member and stockholder in proportion to the amount of commission paid to us during that time. However, it is not our intention to save these golden hours as we try to save the farmers dollars. It is our aim to spend these twenty-four hours to the very best advantage for the growth of our organization. We sincerely hope that during this coming year we may have the opportunity of spending our time for the better handling, buying and selling of livestock for new friends and members who have not as yet consigned their stock to our firm, and also for those faithful members who have already found in their firm on this market satisfaction not found elsewhere.

Let us then wish you all a VERY HAPPY AND PROSPEROUS NEW YEAR, and if you would be prosperous throughout this New Year, consign your stock to the FARMERS UNION LIVE STOCK COMMISSION—Wichita, Kansas.

Look after the boys and girls. These young animals need balanced rations as well as proper care and management.

Farmers who are "nurse maids" to the good dairy cow this fall are rocking along as well as usual without the big cash crop check.

Co-Operation Saved The Day

(Continued from page One)

be done with all produce. It would probably be advisable to have a refrigerator at the market place to hold perishable vegetables. This could be decided later. Then too, the surplus could be shipped to other nearby cities where the market were not over-crowded. These details could be worked out by the truck growers of the association after they had become organized. The main thing was to get together and do it quick. Why not organize and be ready before the next season begins?

John went home from the meeting that night with a new hope. The night seemed a little brighter, the air felt clearer and everybody seemed happier. He and his friends talked over the plan long after the meeting was over. The whole plan looked fine. It was sure to work. Co-operation was their sure and only salvation. That night John Whittle slept the sleep of a restful and hopeful man. Yes, CO-OPERATION had helped others and it was going to help them.

GAIN IN CO-OP BUSINESS

Washington—Co-operative efforts on the part of farmers is bringing satisfactory results in many places and with a great variety of products, according to the United States Department of agriculture. Information compiled by the department shows a decided increase in the business done by these organizations in the period from 1918 to 1921 and in 1921. Figures for the last two years are not available, but those studying that phase of agricultural development think the increase continued.

"Averages taken of the business done by 632 farmers' business associations in 1913 and 1921 show an increase from \$144,700 to \$193,500, or practically 30 per cent, it was said at the department." A larger volume of business accounts for most of the increase, but a part of the increased return was brought about by higher prices.

Organizations Almost 5,000
The 1921 figures show almost five thousand farmers' buying and selling organizations have reported to the department—to be exact 4,925. Of this number 23 per cent did a business ranging from \$100,000 to \$200,000, and 15 per cent of them had an annual turnover somewhere between \$70,000 and \$100,000. There are several co-operative associations doing an annual business of millions of dollars, but most of the organizations are relatively small. More than 82 per cent of all of them did a business not exceeding \$200,000 in 1921.

"Of the associations doing a business of a million dollars or more over 60 per cent are to be found on the Pacific Coast; at least that was the condition found in 1921. These giants made up 12 per cent of all the co-operative associations in that territory.

Greatest Number in this Section
"Although the Pacific Coast leads in the number of million dollar organizations, the north central states probably surpass all other groups in the number of farms affected by co-operative buying and selling. More than one-half of the one-half million farms reporting co-operative sales of product in 1919 were in these states, including Minnesota, Iowa, Wisconsin, Michigan, Kansas and Nebraska in the order given. Minnesota had more than seventy-eight thousand farms from which crops or livestock were marketed co-operatively, Iowa forty-three thousand and Wisconsin nearly as many. The number of farms reporting co-operative purchasing in this region was practically two-thirds of the number doing co-operative selling.

"In this grain-livestock-dairy region the total co-operative marketing and purchasing for the year 1919 amounted to a little more than 800 million dollars. The most important crops handled were grain, milk and cream, fruits and truck. Fertilizer, feed, binder twine, spraying materials, coal, crates and boxes were bought co-operatively.

"Co-operation among farmers has reached its greatest development in California, about one-sixth of the co-operative buying and selling of the forty-eight states, measured in dollars, being done there. The figures for 1919 show this state's total to be in excess of 132 million dollars. Minnesota followed with 89 million dollars, then in order came Iowa, Nebraska and Kansas.

Leadership!

The FARMERS UNION LIVE STOCK COMMISSION led all firms on the Kansas City Stock Yards in point of receipts in November.

Each month for more than a year our hog receipts have greatly exceeded the hog receipts of any firm here.

NOVEMBER placed us at the head of the list in total number of cars handled for the month.

It is one matter to reach the top—another to hold that position. WE HAVE GAINED THE GROUND—REAL CO-OPERATION WILL HOLD IT. This is your interest and ours.

Farmers Union Live Stock Commission

Stock Yards,

Kansas City, Mo.

PRICE LIST OF LOCAL SUPPLIES
Application cards20 or 5c
Credentia blank.....10 for 5c
Dimit blank.....15 for 10c
Ode cards.....12 for 20c
Constitutions.....5c
Local Sec'y's Receipt Books 25c
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor
WRITE
C. E. BRASTED, Box 51, Salina, Kansas
for above supplies. He is the only one you can get them from.

KANSAS UNION FARMER WEEKLY EXCHANGE

of members of the Union have anything to sell or exchange, they should advertise it in this department. Rate: 5 cents a word per insertion; four or more insertions 4 cents a word. Count words in headings, as "For Sale" or "Wanted to Buy", and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

FARM FOR SALE

154-ACRE MONEY-MAKING FARM
25 CATTLE, CROPS, ETC.;
ONLY \$3,900.

Prosperous district; convenient town and markets; heavy cropping tillage, and pasture. Woodlot; 100 apples and large plum, 30 peaches, cherries; good 5-room house, slate roof, porches; barn, stable, etc. Low price \$3,900 and to settle affairs now pr. mares, 15 cows and heifers, 9 calves, bull, sow, 50 poultry, chickens, tools, implements, hay corn, other crops included. Part cash. Details page 44 New Kansas many other states. Copy free. SROUT FARM AGENCY, 3318 New York Life Bldg., Kansas City, Mo. 20

WANTED TO HEAR FROM OWNER
having farm or unimproved land, for sale. John J. Black, Chippewa Falls, Wis., conlin.

TOBACCO FOR SALE

YOU ARE READING this classified advertisement which is just what thousands of other folks are doing. It's a great way to carry your tobacco to sell something, buy or exchange. Only four cents per word if ad runs 4 or more times to tell the story and certain to bring results. If you try it you'll be sure of it.

SEEDS

ALFALFA \$5.00 BUSHEL; SWEET CLOVER \$7.00; Red Clover \$12.00; Unhulled sweet clover \$8.50; Kansas seed wheat \$1.50. Satisfaction or money back; seed shipped from Eastern Kansas; write us for samples; and get your order in NOW. Meier Grain Co., Seed Dept., Salina, Kan. 44

POULTRY

PURE BRED SINGLE COMB BUFF ORPINGTON cockerels, \$2.50 each, express prepaid. R. Reed, Montrose, Kans. 22

SINGLE COMB BUFF ORPINGTON cockerels \$2.50 each here. Art C. Jones, Route 1, Stockdale, Kansas. 23

BARRON LIGHORNS COCKERELS 20-25 lbs. fine stock, six for \$5.00. Packer, Miltonvale, Kansas. 23

PURE BRED ROSE COME WHITE Wyandotte cockerels, farm range, \$2.00 each. J. H. Novak, Clay Center, Kansas. 22

FOR SALE—PUREBRED ROSE COME R. I. Red cockerels \$3.00. F. C. Snow, Route 8, Erie, Kansas. 22

BEST LIGHT BRAHMA COCKERELS 20-25 lbs. April Hatched. Mrs. G. J. Hottel, Blue Mound, Kansas. 22

CLASSIFIED ADVS. in this department bring handsome returns, on anything to sell, wanted or in directions or other needs. Only four cents per word, per insertion, if ad runs 4 or more times, reaching 30,000 readers.

GERSE-TOULOUSE EMBROIDERED, AMERICAN, BUFF, DUCKS—Pekins, Rouens, Runners, Muscovy. Prices reasonable. John Hass, Bettendorf, Iowa. 24

TURKEYS

MAMMOTH BRONZE TOMS EXCELLENT markings \$10.00. Mina Fuller, Hoxie, Kansas. 22

MISCELLANEOUS

HEDGE POSTS FOR SALE in car lots. D. C. Beatty, Lyndon, Kansas. 22

WILL TRADE ENSILAGE CUTTER for hay stacker. Also will sell or trade a four roll corn sheller for a truck. George Olejnik, Route 10, Rossville, Kans. 22

FOR SALE—ABOUT 50 CARS OF GOOD corn and 20 cars of barley to ship from here this winter. Farmers Co-op. Association, H. J. Kaffer, Manager, Page City, Kansas. 23

YOUR OWN FIRM

Will Give You
BETTER PRICES
BETTER SERVICE
Try Them
Farmers' Union Live Stock Co.
406-8-10 Livestock Exchange
Kansas City, Mo.
Wichita, Kansas

\$5.00 A THOUSAND LETTER HEADS OR ENVELOPES

Printed and Mailed You the Same Day as Order is Received.

CENTRAL KANSAS PUBLISHING CO., Salina, Kan.

SALINA SANITARIUM

J. M. GAUME, M. D.

Specialist rectal and colon diseases. Also Sulphur Baths for rheumatism. Files cured with wt. the knife. Little or no detention from business. Phone 2000, Salina, Kansas. Call or write for further information in the statute book.

FARMERS' UNION DIRECTORY

NATIONAL OFFICERS
C. S. Barrett, Pres., Union City, Ga.
E. L. Harrison, Vice Pres., Lexington, Ky.
A. C. Davis, Secretary, Springfield, Mo.
W. C. Landon, Lecturer, Salina, Kan.

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M. O. Glessner, State Lecturer
W. C. Landon, Salina
John Tromble, Salina
Farmers' Union Jobbing Association, 106 New England Bldg., K. C. Mo.

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

Farmers' Union Mutual Insurance Co.
Salina, Kansas.

Farmers' Union Auditing Association
Thomas B. Dunn, Salina.

Farmers' Union Wheat Marketing Assn.
Kansas City, Mo.

Kansas Union Farmer,
Salina, Kansas.

According to information gained from the Mexican Secretary of Agriculture there have been organized co-operative agricultural societies from among the country people who have obtained lands from the government under the agrarian laws. The Department states that these societies have in total a very important capital and that they are well supplied with implements and tools. It is also stated that these associations have produced crops of grain alone to the value of nearly twenty million dollars.

The Farmers National Bank

SALINA, KANSAS

Solicits Your Business

Oldest Bank in Saline County

Save Half NOW!

U. S. Govt. Harness

Big Special 50-Day Sale!

Write At Once.

U. S. Army

Slightly Used Harness by the

TRAINLOADS—20,000 sets sold direct to

want to save money and get the best

made according to order. We have

specialized in harness for over 20 years

No. 1 for the money. We have the

best quality material and the best

workmen in the business. We have

everything for harness and horse wear.

Send your name and address today!

U. S. Farm Sales Co.

K. F. N. Fitts, Salina, Kans.

FREE LIST

Don't Suffer Longer

The Brooks Appl.

ance. Most wonderful

discovery ever made

for rupture sufferers

No. 1 for the money.

Automatic Air Cushions

binds and draws the

broken parts together

as you would a

broken limb. No splints, No plasters. N

lies. Durable, cheap. At a yimitators.

None equal.

SENT ON TRIAL, Catalogue Free.

THE BROOKS CO., 284 State Street

Marshall, Mich.

FREE BOOK ABOUT CANCER

The Indianapolis Cancer Hospital, Indi

anapolis, Indiana, has published a booklet

which gives interesting facts about the

cause of Cancer, also tells what to do for

pain, bleeding, odor, etc. a valuable

guide in the management of any case.

Write for it today mentioning this paper.

FARMERS CLASSIFIED AD USE THIS FORM—IT SAVES DELAY

Mail This To

THE KANSAS UNION FARMER
Salina, Kansas

Rate: 5 cents a word on single insertion; 4 cents a word each week if ordered 4 or more consecutive weeks
Minimum charge is 50c
Count Initials or Abbreviations as Words

Fill This Please!

Your Count ofWords

No. Times to run

Amount Enclosed \$.....

Place under heading of

(Route)

(Your Name)

(Town)

(State)

NOTE: Count your name and address as part of advertisement

Planters State Bank

Salina, Kansas
By the decision of the Supreme Court of the United States upholding the Guaranty Law, your deposit in this bank is as safe as a Government Bond

OFFICERS AND DIRECTORS
Fred H. Quincy, Pres.; Guy T. Helvering, Vice-Pres.; T. W. Roach, Vice-Pres.; W. T. Welch, Vice-Pres.; E. E. Gammill, Cashier; B. P. Loden, Assistant Cashier; E. H. Sudendorf and R. P. Cravens

INSURANCE

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

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

Department of Practical Co-Operation

ATTENTION! FARMERS UNION MEMBERS

If you have not paid your 1923 dues, your Kansas Union Farmer will stop coming in a few days.

If you have paid your 1923 dues to your Secretary, and he has not handed you your card, ask him why? It may be that he has failed to send the dues in to this office.

You can avoid missing two or three issues of your paper if you give this your attention.

C. E. BRASTED, Sec'y.

UNION MEETING NOTICES

Notices of Farmers' Union meetings will be printed under this heading without charge. Secretaries should send in their copy at least two weeks before the date of the meeting.

To Local Secretaries And The Membership In General

We have the State Constitution for 1922, containing the Amendments as adopted, ready for distribution at 5c per copy.

C. E. Brasted, Secretary.

The regular meeting of the Crawford County Farmers' Union will be held on the last Tuesday of each month throughout the year except when this date falls on a Legal Holiday.

A. C. BROWN, Co. Pres.

CRAWFORD COUNTY MEETINGS AT GIRARD KANSAS

Girard Local No. 494 of the Farmers Union meets in Union Hall the second and fourth Tuesdays of each month at 7:30 p. m.

L. E. Roof, Pres.

Foy W. Holland, Sec.

UNION LOCAL NO. 2019

Blaine O'Connor, Sec.

Regular meetings on the first and third Thursdays of each month, at 7:30 p. m.

J. R. Horton, Pres.

ORDER PRESIDENT BARRETT'S BOOK

We now have a supply of the book "Uncle Reuben's Activities in Washington," on hand and can fill orders direct from this office.

Make remittance of \$2.00 to C. E. Brasted, Salina.

C. E. Brasted, Secretary.

CLAY COUNTY ANNUAL MEETING

The Annual meeting of Clay County Union No. 40 will be held Saturday, Dec. 29 at the Court House. All Local secretaries who have not sent in their reports to the county and state secretaries should have their reports ready by that date. Local secretaries must submit complete lists of all members in good standing. Come to the Annual meeting whether you are a delegate or not. The membership contest is causing a good deal of interest.

THOS. E. LARSON, Sec.

WILL YOU GIVE ONE DAY TO YOUR UNION?

The big membership contest is on. Anderson county wants a prize and a banner. We can win out if—

—Every member gets a member.

And make old Anderson county the best organized county in Kansas.

You know how the Farmers' Union has saved your neighbor a lot of money in buying and selling. Remind him of the fact that since he is riding with Union folks he should furnish a little gas for the old wagon. Slip up on his blind side and get him to sign the application blank for himself and family. Collect \$2.00 initiation fee and \$2.25 dues and report as soon as possible to your local secretary as his report must be mailed to the State secretary on or before December 31. Old members in arrears can become new members by paying \$2.00 initiation fee and \$2.25 dues for 1924.

Remember that the future of your Union depends upon the efforts of its individual membership. If every fellow boosts it is bound to grow and prosper and give you increased benefits accordingly.

Your Union serves you 365 days in the year. Will you serve your Union one day in the Membership Contest and get at least one new member?

We know you will do all you can and wish you good luck.

Franklin, Mo.

Homer Bennett, Co. Pres.

Cliff Henderson, Co. Sec.

Anderson county has a good chance to win first prize. Everybody boost.

KANSAS FARMERS UNION OWNS

One of the largest Live Stock Commission Companies on the Kansas City Stock Yards, doing a business of \$1,000,000 a month.

A Jobbing Association which handles one-tenth of all the grain shipped to Kansas City and every form of merchandise that the former can handle in car lots.

The Largest Mutual Insurance company in Kansas.

More than 600 elevators and business associations in Kansas.

Is taking a leading part in putting over the big Kansas wheat pool consisting of 44,000,000 bushels of Kansas Wheat.

THE FARMERS UNION

is establishing a new \$200,000 bank

NOTICE OF ANNUAL MEETING.

The regular annual meeting of the policy holders of The Farmers Union Mutual Insurance Company of Kansas will be held in the office of the company at Salina, Kansas, on Thursday, January 10, 1924 at ten o'clock A. M. to transact such business as may properly come before the meeting.

C. E. BRASTED, Pres.

F. D. BECKER, Sec'y.

NOTICE OF ANNUAL MEETING.

The regular annual meeting of the policy holders of The Farmers Union Mutual Hail Insurance Company of Kansas will be held in the office of the company at Salina, Kansas, on Thursday, January 10, 1924 at 1:30 P. M. to transact such business as may properly come before the meeting.

C. E. BRASTED, Pres.

F. D. BECKER, Sec'y.

PROXY. THE FARMERS UNION MUTUAL INSURANCE COMPANY OF KANSAS

I, the undersigned, hereby certify

that I hold policy No. _____ in the Farmers Union Mutual Insurance Company of Kansas, and I do appoint

_____ as my representative and authorize him to vote for me in the annual meeting of the stockholders of the above named insurance company of Salina, Kansas, January 10, 1924.

Signed _____

This proxy must be in the office of the company on or before December 31, 1923 with a ten cent revenue stamp attached.

In Kansas City, Kansas.

Has plans prepared to organize a Farmers Poultry, Egg and Cream Marketing Association at once.

Whether you are a member or not the Farmers Union has saved you 5 cents a pound on binding twine for the past 5 years. It caused all insurance rates to be reduced 20 per cent. It has kept taxes lower by opposing a State system of hard surfaced roads.

The Farmers Union saves the farmers of Anderson county thousands of dollars annually in buying and selling.

Is all the above worth 4 1-2c a week to you? That's what the Farmers Union costs you—\$2.00 to join and less than 4 1-2c a week dues or \$2.25 a year.

The Farmers Union needs you and you need the Union.

Cliff Henderson.

CO-OPERATIVE LIVESTOCK FIRM MAKES A PROFIT OF \$145,000

East St. Louis, Mo.—The Farmers' Livestock Commission Company, for the first eleven months of 1923, handled livestock on which it has saved farmers approximately \$145,000, representing commissions which would have been paid to middlemen, it was announced here today by F. B. Young, Manager. The company is operated by the Missouri Farmers' Association. It is the largest commission firm at the National Stock Yards.

Manager Young announced that the total savings for the month of November amounted to \$16,988.31 as compared with \$14,918.38 for November, 1922. The total increase in savings for the first eleven months of this year as compared with the same period last year was approximately \$75,000.

During the eleven months this year the Farmers handled 11,940 cars of livestock as against 6,868 cars last year. For November, 1923, the firm handled 1,352 cars of livestock as compared with 864 cars for November, 1922.

All profits, or savings, are paid back to the farmers on a co-operative basis.

The firm is rated as the second largest co-operative livestock commission company in the United States, being second in point of business handled to one at St. Paul, Minn.

Franklin Local 1532

Franklin local 1532 met with a full house, Friday evening, Dec. 2nd. After the regular business the election of officers were in order. Mr. Shirar was reelected president, Mr. Fox Vice-President, Mrs. Plin White was elected Sec. Treas., Mr. Hardtarfer, lecturer, Mr. Tuttle, conductor, Mrs. Hardtarfer, correspondent secretary, Mr. Shirar was elected as delegate, and Mr. Smith as alternate to attend

the state meeting at Emporia. Mr. Fox, Mr. Martin, Mr. Rob. White, Mr. L. M. Walters and Mr. Schaeke were elected delegates to the county meeting the third Saturday in December.

Mr. and Mrs. Rob. White and Mrs. Geo. Tuttle were appointed on the program committee for the next meeting night. Mr. Elsie having the misfortune of getting his arm broken while cranking his Ford. Mr. Bob White, Mr. Tuttle and Mr. Childers were appointed to look after his needs. The meeting was then turned over to the program committee.

The program consisted of music and readings, which were all splendid. We were then treated to sandwiches, cake and coffee. The cats are the only part of our meeting that we do not have to ask any one to take part in.

Douglas County Meeting

Douglas county held their fourth quarterly meeting December 15 at Blue Mound school house. The roads being muddy they were late in gathering. We had our minds made up to reelect the old officers again making short work of the election. Meeting then adjourned for dinner.

The ladies filled plates with lots of good things to eat and passed them around. Every one did full justice and enjoyed themselves. Meeting convened at 1:30, the first thing in order was to elect the executive committee, which were James Anderson, Willard Banning and George Hardtarfer. Geo. Pitts was elected delegate to the state convention. Geo. Pitts wrote to the state insurance Co., the five stock Com. firm and to the Jobbing Association of the business done and got a reply from each of them which he read at the meeting and they sounded good but why cannot we do our own business if we only try. Now the delegates are supposed to go to the next local meeting and make a report of the ones that were too busy to attend the meeting and hear what is said by the first speaker and get the real benefit. We then had a very interesting address by Mr. Witham. He told of the difficulties the farmers union had in Mitchell county, and how they overcome them and made a success. How I wish more of the people could have been there, especially the ones that think the Union does not amount to much. C. E. Bussing made a short talk on taxation. As we lost out on the membership drive by the state we voted to have one in the county, beginning now and ending at our first quarterly meeting in March, 1924. Our next quarterly meeting will be held at the Union school house the third Saturday in March, 1924.

Mrs. Hardtarfer.

Correspondent.

Not a "Spite" Bank

"We feel we have sufficient business in Kansas City to entitle us to open a state bank," said Mr. Tromble, in addressing the board. "This is in no sense of the word a 'spite' bank. We intend to sell stock in all parts of the state but at no one place will sufficient stock be sold to have any effect on the banks of such community. The Farmers Union Livestock agency at Kansas City sold more than 1 million dollars of livestock last year and the jobbing department's business amounting to more than 4 1/2 million dollars.

More 1924 DUES

The following secretaries have reported dues paid up in full for 1924.

F. G. Erbert, Ellis, Kansas, Local No. 606, eight members.

John Slingsby, Clay Center, Kansas Four Mile Local No. 1123, eleven members.

Jerome Vanhole, Belvue, Kansas, Kaw Valley Local No. 1935, five members.

Oscar Nelson, Oberlin, Swede Home Local No. 2112, five members.

J. L. Young, Kenneth, Stanley Local No. 1770, three members.

John Genger, Tipton, Hillside Local No. 1492, nineteen members.

Jake Slingsby, Green, Green Local No. 828, fourteen members.

Roy F. Sutherland, Parker, Pleasant Home Local No. 2055, eight members.

D. H. Kirkland, Minneapolis, Sunmerville Local No. 1402, eleven members.

J. M. Graney, Seneca, Rock Local No. 929, seven members.

Wilber Harder, Minneapolis, Battle Creek Local No. 1123, eleven members.

Emil Swanstrom, Lindborg, North Side Local No. 1061, seventeen members.

H. A. Johnson, Perry, Newman Local No. 2031, seven members.

W. V. Dickerson, Osborne, Rosedale Local No. 1014, two members.

Sam Black, Galatia Local No. 1352, five members.

F. J. Geffer, St. Paul, South Mound Local No. 619, eight members.

F. M. Todd, First Athelstone Local No. 1096 of Longford, nine members.

Peter Hammerli, Oak Hill Local No. 1951, eleven members.

Seed Pool Makes \$645 for Members

In a recent issue of a well-known farm journal, front page space was given to telling the story of a so-called blue grass pool sold through the Peppard Seed Company. This farm journal sent one of their ablest

correspondents to write up the story and great credit was given to the seed company and to the men, mostly Miami county farmers, who helped to work up the pool, for the price of six dollars per hundred received for the seed.

No doubt this did the farmers of Miami and some adjoining counties a good turn, as it was feared by some that there might be difficulty in disposing of the seed for anything like a reasonable price. It now appears that the Wellsville Farmers Union Cooperative business Association, a large per cent of whose stock holders live in Miami county, decided to handle the sale of the blue grass of its stockholders, through their elevator manager at Wellsville.

Despite the fact that competitors spread the impression that this co-operative association was not strong enough to handle the sale, and that they had no price and that they were not going to try to handle it, the association succeeded in shipping out six car loads.

The association received fifty cents a hundred weight more for their seed than the Peppard Seed Company, paid their customers twenty-five cents per cwt. was paid back to the cooperatives while the other twenty-five cents was held to cover overhead and to

BOARD GRANTS BANK CHARTERS

Farmers Union and the Boilermakers to Have Own Banks in Kansas

TOPEKA, Dec. 21.—The Kansas charter board decided Thursday afternoon to grant charters to two new banks in Kansas City, Kas.

Each bank will have a capital of \$100,000. One will be controlled by the labor unions and the other by the Farmers Union.

At the morning session of the charter board, representatives of the two groups were heard on the applications for the charters. During the noon hour they were told to make another effort at consolidation, as it was felt that while one bank might be successful the two banks would work against each other materially and might cause serious injury to each other and the other banks of the city.

Effort to Get Together Failed

But the effort failed. Without waiting for a hearing for the other banks of Kansas City and the clearing house, the board granted both charters.

The Brotherhood State Bank is sponsored by the International Brotherhood of Boilermakers. It will have in its directorate, and among its stockholders, members of all the active labor unions in Kansas City, Kas. This bank is one of the group of union banks, first started in Cleveland and recently extended to New York.

The Farmers Union Bank is strictly a farm organization bank to handle the great business of the cooperative marketing and purchasing organizations connected with the union. John Tromble, Salina, president of the Union, said it was expected that local unions and union members in every county in the state would hold the stock and that every county would be represented in the list of stockholders.

Not a "Spite" Bank

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The association received fifty cents a hundred weight more for their seed than the Peppard Seed Company, paid their customers twenty-five cents per cwt. was paid back to the cooperatives while the other twenty-five cents was held to cover overhead and to

conduct future pools.

The writer feels that if the Peppard deal had merit enough in it to cause a great farm journal to send one of its high salaried agents to Miami county to take photographs of men and shipping scenes and to write up the facts for front page display; this cooperative pool through the elevator at Wellsville certainly has merit enough in it to be printed in the Kansas Union Farmer.

The manager of this elevator states that the twenty-five cents per cwt. which was paid back amounted to \$322.86. Adding this to the twenty-five cents which was held in reserve totals about \$845 or something over \$100 per car. They are planning a much larger pool for next year and no doubt will be successful as they intend to start working on it much earlier than they did this year. Thus slowly yet surely farmers are learning that it pays to cooperate the Farmers Union way.

Fraternally yours,

E. F. Schiefelbusch, Sec. Treas., Miami Co.

Don't count your pigs before they are grown, unless you protect them from the round worm.

Have you a young orchard on your farm? Then don't let the apple borer destroy it. Bore out the borer.

New Method Heals Rupture

Kansas City Doctor's Discovery Makes Truss or Operation Unnecessary

Kansas City, Mo.—(Special)—A new discovery which, experts agree, has no equal for curative effects in all rupture cases, is the latest accomplishment of Dr. Andrews, the well known Hernia specialist of this city. The extraordinary success of this new method proves that it holds and holds a rupture. It weighs only a few ounces. Has no hard gougings pads, no elastic belt, no leg straps, no steel bones, and is as comfortable as a light garment. It has enabled hundreds of persons to throw away trusses and declare their rupture absolutely healed. Many of these had serious double ruptures, from which they had suffered for years. It is Dr. Andrews' ambition to have every ruptured person enjoy the quick relief, comfort and healing power of his discovery and he will send it on free trial to any reader of the Kansas Union Farmer who writes him at his office, 3161 Koch Bldg., Kansas City, Mo. He wants one person in each neighborhood to whom he can refer. If you wish to be rid of rupture for good, without an operation, take advantage of the doctor's free offer. Write him today.—Adv.

As we enter into this season of cheer and good fellowship, and close the pages of a year that has mingled new business friends with the old ones, it is to our Association more than a pleasure to pass along the age-old but ever new salutation—A MERRY CHRISTMAS AND A SUCCESSFUL 1924.

GREETINGS To Our Friends

THE FARMERS UNION JOBBING ASSOCIATION, Kansas City, Missouri

The Murray Garsson Membership Prize Contest

Mr. Murray Garsson of New York, the Motion Picture Producer, who is preparing the big Farmers Union Picture Play for presentation to the People of the United States, is an ardent convert to the Union Program of Organization, Education and Co-operation. While in Salina during the week of the Educational Assembly was very much surprised to learn that there has been a decline in the membership of our Kansas organization. He expressed amazement that there is even one farmer in this state who does not belong to the union.

Hearing that a state-wide Membership Campaign was being planned by the officers and Directors of the State Union Mr. Garsson offered to contribute \$500 to be used for prizes for securing additional members and for the collection of dues from those who have not paid up for this year. The Board of Directors accepted this generous donation and added \$125 to it from the State Treasury to be divided into five prizes to be offered to County Unions participating in the campaign as follows:

The First Prize, \$250 will be awarded to that County Union which makes the greatest gain in its paid up membership before November 16th, 1923. The County Unions finishing Second, Third, Fourth, and Fifth will each receive substantial money prizes the whole amount of Prize Money, \$625, to be divided as indicated below:

FIRST PRIZE	\$250.00
SECOND PRIZE	\$150.00
THIRD PRIZE	\$100.00
FOURTH PRIZE	\$75.00
FIFTH PRIZE	\$50.00

Conditions of the Great Prize Contest

FIRST—Paid up Members for the purposes of this Contest, shall mean all dues paying members whose dues and assessments are paid in full to December 31st, 1924. This definition includes four groups of members in good standing as follows:

(a) All members now in good standing, that is who have paid their dues and the Building Fund Assessment for the current year and now pay \$2.25 dues for the year ending December 31st, 1924, before November 16th, 1923.

(b) New members who pay an initiation fee of \$2.00, current dues and building fund assessment amounting to \$1.07 and \$2.25 dues in advance or a total of \$5.32 to put them themselves in good standing until December 31st, 1924.

SECOND—No competing County Union shall be awarded a cash prize amounting to more than ONE DOLLAR for each NEW member obtained.

The above prizes are maximum prizes, you must secure at least 250 new members in any one county in order to win the grand prize. Oother prizes distributed pro-rata.

THIRD—All dues and fees collected in the Prize Contest be properly distributed to the Local, County and State Unions before any prizes are awarded and Local Secretaries shall be given to November 23, to make their settlements with County and State Secretaries.

FOURTH—All County Unions contesting for the Murray Garsson Prizes must mail their reports to the State Secretary before midnight of December 31, 1923, and the post mark on the enclosing envelope will determine the date of mailing.

FIFTH—The award of Prizes will be made by a jury composed of the Officers and Directors of the Kansas State Union and shall be announced and the prizes paid not later than January 17, 1924.