



THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XXII

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GREAT FESTIVAL IN FARMERS UNION MEMBERSHIP IN PROGRESS

FARMERS UNION IS RECOGNIZED

JOBGING ASSOCIATION BUYS FOR STABILIZATION UNIT

Grain Purchasing Agency at Kansas City and Salina, It Is Announced Today

Recognition of the Kansas Farmers' Union Jobbing association was announced today at the state meeting of the board of directors of that organization, and of the Farmers' Union itself, when a telegram was read from W. G. Kellogg, president of the Stabilization Corporation, and general manager of the Farmers' National Grain corporation, announcing that the organization had been selected as the grain buying agency for the Stabilization Corporation at Kansas City and Salina. Formerly the Equity has been buying on the Kansas City market as the representative of the Farmers' National Grain corporation, but with the formation of the new organization, with broader powers, and more capital, the Farmers' Union came into the picture.

Later the Stabilization Corporation may set up its own buying offices, but in that event it is probable that the Farmers' Union will be associated with them in some capacity. Purchase in Kansas City and Salina, it was announced, will be made at the pegged price of \$1.15 at Kansas City for No. 1 hard wheat, and \$1.13 for No. 2.

C. E. Huff, of Salina, president of the National Farmers' Union, also is chairman of the board of managers of the Farmers' National Grain corporation, and secretary of the Stabilization Corporation. He is now in Chicago, where he is keeping in close touch with the situation. Interest is added to the announcement that the Farmers' Union Jobbing association will act as the agent of the Stabilization Corporation, because of its attitude toward the regional marketing agency now in process of organization. Along with other farm organizations the Farmers' Union declined to become a cog in this organization, and it was predicted at the time that they would be left out on a limb, but the announcement today would indicate that instead the Farmers' Union is sitting close to the throne.—Salina Journal.

RESOLUTIONS ON THE FARM BOARD

RESOLUTIONS BY JOHNSON COUNTY FARMERS UNION, NO. 62

The Johnson county Farmers Union No. 62 being a part of the Kansas Farmers Union which is trying to help solve the problems of agriculture in general and advance the cause of co-operation, unanimously adopt the following resolution:

Whereas—The industry of agriculture, is the basis upon which all other industries depend for a sufficient food and raw material to work with must be given an equal chance and its cause sponsored by men who are loyal and have proved themselves truthful.

Therefore, be it resolved—That the Johnson county Farmers Union, No. 62 does recommend that all Farmers get behind the candidate, Mr. Ralph Snyder for U. S. Senator of Kansas, a man who has always fought the battles of agriculture and has been proven true and trustworthy.

M. D. Botlett, Pres.
J. L. Cheney, Sec.

RESOLUTION OF SYMPATHY AND RESPECT

Out of the efforts and energies of honest and sincere men's lives as enacted in contact with their fellowmen, there comes a crystallization of results that accrue to the common good of mankind.

The Farmers Union has been built and promoted to its present successful basis by a literal contribution of the lives of the pioneers in the "Farmers Union and Co-operative" movement in general.

Foremost among these men who have made such a contribution to the Farmers Union cause was our friend and esteemed brother Clarence E. Brasted. His contributions stand out in every phase of our Farmers Union activities. The best of his life has gone into the building of the institution out of which thousands and tens of thousands have benefited materially.

All this was given freely by Mr. Brasted without any thought of personal gain or glory to himself. His life has been a life of loyalty and sacrifice for mankind and our organization.

He has gone from us. His kind deeds, noble acts and unwavering spirit will always remain in the hearts and lives of those who knew him best to arouse us to a greater service and progress. We shall go forward in the spirit of our great leaders who have gone to their father, and will "Carry On." We shall ever cherish his memory and

BE IT RESOLVED at this annual convention of the stockholders of the Farmers Union Co-operative Produce association held at Kansas City, Kan., this fifth day of February, 1930 that the above resolution be made a part

of the minutes of this meeting and that a copy be sent to Mrs. C. E. Brasted, Salina, Kansas and that a copy be published in the "Kansas Union Farmer."

RESOLUTION

Whereas—our local No. 1856 at a general stockholders meeting held on January 29, 1930, at Sherwin, Kansas. Resolved—that we go on record by a unanimous vote to endorse the movement of the Federal Farm Board is taking toward Agriculture. We believe this represents sentiments of all farmers in South East Kansas.

Resolved—A copy of resolutions be sent to A. M. Kinney, state secretary to be published in state Farmers Union paper.

H. S. Stoughton, Secy.

FARMERS UNION LIVE STOCK COMMISSION CO.

Resolution Committee's Report
We, your Committee on Resolutions, beg leave to make the following report:

We commend the Manager and Board of Directors for their splendid showing during the year, 1929.

Whereas, the Federal Farm Marketing Act provides financial aid for farm co-operative institutions. We recommend that the Board of Directors of the Farmers Union Live Stock Commission Company comply with the provisions necessary to make this aid available to our members.

Whereas, the F. E. & C. U. of Kansas and the M. F. A. of Missouri have been the cause of the existence of the Farmers Union Live Stock Commission company, as well as the other state-wide business associations. We hereby endorse the action of the Board of Directors in contributing to their membership campaign fund and recommend that such contributions be regularly continued.

Whereas, the practice of distributing dividends to members has permitted some shippers to receive such dividends without being a dues-paying member of any Farmers Co-operative Association. Be it resolved that the Board take steps necessary to discourage such practice.

(Signed) C. B. Thowe
J. W. Ragen
Anton Peterson
H. R. Wright
P. H. Heidecker
C. D. Laughlin

RESOLUTION

Whereas; it has pleased the Almighty God to remove from our midst our beloved brother, C. E. Brasted who was president of our association. Be it resolved that we cause to be spread on our minutes this resolution of condolence and sympathy. A copy to be sent to the bereaved family and also published in the Kansas Union Farmer.—Signed—Farmers Union Jobbing Association.

Jimmie O'Shea Has Been Speaking to Packed Houses, Preaching the True Gospel of Co-Operation as Taught by the Farmers Union for Twenty-Seven Years

The Farmers Union Has Been Teaching This Gospel

Today This Gospel is Reaching the Hearts of the Farmers—Nothing Like the Enthusiasm With Which O'Shea is Greeted, Has Ever Been Experienced by Any Farm Organization in the Past

Reports are coming in from all over the state, of the good work being done; new locals are being organized, old locals are being revived, and this office is swamped with calls for men to come and help in the work. The Wild Swede is working night and day with all of his old fire and enthusiasm, and is getting results.

The Kansas Farmers Union is working in perfect harmony with the Federal Farm Board and the National Grain Corporation. The Farmers Union Jobbing Association has been appointed as the Purchasing Agency at Kansas City for the New Stabilization Corporation which was organized by the Federal Farm Board. Mr. C. E. Huff is the Secretary for the same Corporation, and is also Chairman of the Board of Managers of the National Grain Corporation. If any one tells you that we are not working with the Farm Board, he is misinformed, or deliberately misrepresenting.

The future was never brighter for the Farmers Union than it is today; farmers all over the state are waking up and flocking to the standard of co-operation; and they realize that the Farmers Union is the only National Farm Organization of rural people in this country today. It is a fighting organization that for twenty seven years has been pointing the way to the promised land of economic parity with other great industries.

THE AWAKING

The farmers at last are awaking.
And arming themselves for the fray;
In organized ranks they are marching
Their spirits exultant and gay;
They see in the not distant future
The end of the long bitter fight—
The fight between graft and producers,
The battle of Wrong against Right.

No longer shall farmers be burdened
With the load of the middlemen's toll;
No longer will farmers be frightened
By slanders and lies, from their goal;
The organized traders and gamblers
Even now, with their backs to the wall,
Can see their old marketing system
Is tottering down in its fall.

In its place a new system is rising
Which, founded on Justice and Right,
Is owned and controlled by the farmers;
And backed by their organized might;
It marks a new step in the progress
Of a Nation of men who are free;
Prosperity's door has been opened
With Co-operation's bright key.

And when this long struggle is ended
And farmers come in to their own,
Then on the bright pages of history
In letters of gold will be shown,
The name of the old Farmers Union,
Which was the one bold pioneer
That dared to strike shackles from farmers
Placed there by the food profiteer.

—A. M. Kinney.

NEIGHBORHOOD NOTES

JIMMIE O'SHEA COMING

No, it isn't a movie. It is a talkie. Rather a talking Irishman, who is secretary of the National Farmers Union, and will address an open meeting in the interest of farmers at the Blue Rapids community hall, February 28th in the evening. Jimmie is the typical Irishman. Born in the old sod. A soldier in the Boer War.

Afterwards a miner in the diamond fields of South Africa, where he became a labor leader. He came to America, and settled in Montana, where he has a large farm, and often sells 10,000 bushels of wheat a year. Yes, he is a fighter. He joined the Farmers Union, and has been fighting for better conditions for agriculture, and higher prices for farm products. He gets into trouble wherever he goes.

Secretary Kinney of the Kansas State Farmers Union will chaperone him, and hail him out if he gets into the guard house. But Marshall Davis will get a lot of exercise putting him there. This is Jimmie's second year as secretary of the National Farmers Union. The meeting is open to the world. The trouble will begin with a speech by Secretary Kinney. Come early and get a ringside seat. The Farmers Union quartet will sing between rounds. At the community hall (basement of the opera house) on next Wednesday evening, February 26.

NEARLY 200 HEAR FARM ADDRESS ALLEN CO. MEETING

Educational Worker Discusses Co-Operative Marketing; Need for Complete Organization

Nearly 200 Allen county farmers yesterday heard the address given in the Cozy Theatre, LaHarpe, by James

O'Shea, national secretary of the Farmer's Educational and Cooperative Union of America. Those who did not hear the speaker yesterday will have another opportunity to do so tomorrow at 7:30 p. m. when he speaks in the C. S. I. C. hall at Piqua.

Mr. O'Shea spoke at length on the farmers' cooperative marketing movements in the United States, discussing those current economic problems which have placed the farmer and his needs in the political spotlight in recent years.

Mr. O'Shea's organization was established for the purpose of through education raising the American farmer's standards of living, and his speech showed how this goal can be achieved through organization.

The Lone Elm quartet, and also Mr. O'Shea, sang at the meeting yesterday.—Iola Register.

MANY HEAR SECOND ADDRESS BY O'SHEA

More than 200 farmers last night heard James O'Shea, national secretary of the Farmers' Educational and Educational Union of America, in his second address in this part of the state in the C. S. I. C. hall at Piqua. Mr. O'Shea recently talked in LaHarpe upon a subject similar to the one used last night, Cooperative Buying and Selling by Farmers.

Iolans who attended the Piqua meeting were C. E. Perham, Walter Hamilton, L. E. Steele and Dr. W. H. Porter.—Iola Register.

HEAR FARM TALKS

State President Ward and National Secretary O'Shea at Farmers' Union Meetings

Despite muddy roads, the meetings in Pleasant Valley and Baldwin, sponsored by the Kansas Farmers' Union, were well attended. State President C. A. Ward and National Secretary James J. O'Shea were the speakers.

A review of the progress made throughout the state in the membership campaign was encouraging to the county unit, as was a graphic account of the effectiveness of the northern cooperatives by Mr. O'Shea. To quote from the addresses:

"There is no controversy between the Federal Farm Board and the Kansas farm groups at the present time over the formation of a regional co-operative agency. We have their assurance that our terminal agencies will be recognized."

The President, congress, the federal farm board, recognize cooperative marketing as a means for correcting the farm problem.

"According to the marketing act, the only way an individual farmer can participate is to affiliate with a co-operative group."

"Farmers believe the farm board is sincere and that the President has acted in good faith. All that remains to insure success for the plan is our support of it."

A plea to members in the county to carry on with renewed courage and in spite of disappointment and reversal, to build for the future, met with enthusiastic response.—Lawrence Journal World.

ANNUAL MEETING OF ELLSWORTH COUNTY

Ellsworth county had our annual meeting today and there is some change in the officers for the coming year. Below is a list that will serve for the coming year:

President—W. L. Reed
Vice-President—John Shannon
(Continued on page four)

O'SHEA MEETINGS FOR THE WEEK

Feb. 24—Afternoon—Norton—2 P. M.—Cour. Room.
Evening—Phillipsburg—7:30.

Tues., Feb. 25 P. M.—Mankato Court House.
Feb. 25—Night—Belleville—Court Room—8 P. M.

Wed., Feb. 26 P. M.—Barnes—Doric Theatre—2:00.
Evening—Blue Rapids Community Hall—7:30.

Thurs., Feb. 27 P. M.—Axtell Opera House—1:30.
Evening—Bern—7:30.

Fri., Feb. 28 P. M.—Hiawatha Court House—1:30
Evening—Huron Hall—7:30.

Sat. Mar. 1 P. M.—Manhattan.
Evening—Junction City, Court House—7:30.

These are all open meetings

HOOVER'S FARM BOARD PLAN

Apparently the federal farm board is planning to carry out the program outlined by Herbert Hoover when he said the government could well afford to spend several hundred million dollars if that expenditure would help make agriculture prosperous.

Formation of the stabilization corporation for wheat was made possible by the insistence of the senate committee on agriculture upon what was known as the "Huff" amendment to the farm bill as it came from the house. The house measure was evidently drawn to prevent the board from financing export operations for the purpose of controlling surplus crops.

Under the house provisions, the Farmers' National Grain Corp., if its marketing operations resulted in a loss, would have taken the loss. That is, its stockholders, the co-operatives, would have taken the loss.

Huff's Amendment
C. E. Huff, president of the National Farmers' Union proposed an amendment providing that stabilization operations could be undertaken separately, and that any profits or losses resulting would go to the credit or be taken from the revolving fund. Senator Capper of Kansas presented the amendment to the committee; the committee adopted it; the senate approved the committee action; the house finally accepted it in conference.

cannot talk about the wheat or cotton markets, Chairman Legge told the Washington correspondents this afternoon when they asked for a statement on what the effect of stabilization corporation would be on the wheat market.

"If I mention wheat or cotton, and the market goes down, some senators say I did it."

"But I will tell you a poker story."

You won't understand it, and the senators won't understand, they not being acquainted with the game.

A "Sucker"
"Several years ago, while I was a traveling man, I heard this story: some sharpers went into a county seat town and got the county treasurer into a poker game. It was what you call a brace game—they knew what hands were out, he only knew the hand he held."

"Like the grain and stock markets, Mr. Legge," one of the correspondents asked.

"I can't discuss those," retorted Legge. "But after a while the county treasurer drew a right good hand, and bet all the money he had. One of the sharpers raised him a thousand dollars. It was one of those sky blue limit games, you understand—but of course you don't."

"The old man looked at his hand, went through his pockets, asked if they would wait while he went down stairs and got some money. They were delighted. They knew just how good his hand was."

Capital
"He came back and laid down a thousand dollars; then opened up a high newspaper wrapped bundle."

"Here are \$200,000 in county warrants, funds, and bonds, the old man said to the sharpers. 'Now beat that if you can. If you can go that high, there's more down stairs.'"

"He got the pot. The other fellows didn't have any county funds."

"You mean they didn't have any government revolving fund, Mr. Legge," asked a correspondent very respectfully.

"Now you boys go on," said Legge. "I was just telling you a story."—Topeka Daily Capital, Feb. 10.

FARMERS UNION LIVESTOCK MARKET BROADCASTS DAILY

Tune in on WHB, 860 Kilocycles, Each Day at 12:30 p. m. for Latest Market Information

Responding to an insistent demand on the part of the Farmers Union live stock men all over Kansas, as well as of farmers and live stock producers throughout this section of the country, the Farmers Union Live Stock Commission Co. of Kansas City, has inaugurated the practice of broadcasting the live stock market each day except Sunday from Kansas City at 12:30 p. m.

The firm went on the air for the first time Thursday, February 13, when WHB, the station through which all the broadcasts will be given, introduced manager George W. Hobbs, who talked for a few minutes. The market for that day followed.

After investigating available stations, the Farmers Union firm decided on WHB, which broadcasts on a frequency of 860 kilocycles, as the station best suited for its purposes. The firm has exclusive live stock market broadcasting privileges with the station, and has been allotted the best time of the day when farmers most conveniently can be in their houses, and comes late enough that authentic information relating to the day's current market can be gathered and given out. The estimate for the next day's receipts are also available at that time.

From time to time, in addition to market information, the half hour will be occupied by speakers of state or national prominence, as they may be here and available. Such speakers will be announced ahead of time whenever possible, in order that any one wishing to tune in may do so.

The Wichita branch of the Farmers Union Live Stock Commission Co.,

started a daily broadcast over KFH, Wichita, a few weeks ago. Which broadcasts may be heard over KFH at 10:05 a. m. and 1:22 p. m.

INSURANCE COMPANY ELECTS OFFICERS

At the special meeting of the Board of Directors of The Farmers Union Mutual Insurance Companies of Kansas, held at Salina, on February 14, Mr. C. C. Kilian of Green, was elected president to fill the vacancy caused by the death of Mr. C. E. Brasted. Mr. W. J. Spencer was elected Vice-President succeeding Mr. Kilian and Mr. C. C. Cole of Levant was elected to the Executive Committee and Mr. Charles Broom was elected to fill the vacancy on the Board of Directors.

A MESSAGE AND A CHALLENGE

To the American Grain Producer
Agriculture is entitled to a position of equality in the economic structure of America. Through its own farm organizations, and by its own efforts, agriculture can regain that place, and having gained it, hold it.—Arthur M. Hyde, Secretary of Agriculture.

GRAIN CORPORATION IN FIRST PROGRAM

The Farmers' National Grain Corporation will present its first radio program during the National Farm and Home hour, broadcast from 11:45 to 12:30 p. m., Central Standard Time, Friday, February 21.

Speaking during the Federal Farm Board period, S. J. Cottingham, its president, will take as his topic "The Farmers' National Grain Corporation." Mr. Cottingham will bring to many interested listeners first hand information regarding the organization and proposed activities of the new farmers' marketing organization at a time when it is just starting its activities.

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A. M. Kinney Editor and Manager
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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.

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

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

SALINA, KANSAS, THURSDAY, FEBRUARY 20, 1930



WHO IS WORRYING NOW?

The old line grain trade is certainly very much disturbed over the Federal Farm Board, and the Agricultural Marketing Act, and they seem to be running around in circles like a poisoned pup in their opposition. Mr. John B. McHugh, secretary to the Minneapolis Chamber of Commerce, said, in a speech in Minneapolis January 16th, "The Agricultural Marketing Act is the most socialistic piece of legislation that has ever been enacted by Congress," and then he defines Socialism as "any theory or system of social organization which abolishes individual effort or competition on which Society rests and substitutes for it cooperative action."

There is not an industrial corporation or business in the world today which has not discarded competition in their business relationship, and substituted for it intelligent cooperation. The business world has long known that competition instead of being the life of trade, as this man McHugh would have us believe, is the death of trade. The thousands of industrial wrecks in the past, have taught their lesson to the great industrial leaders of this country, and they have gotten together with their gentlemen's agreements, and competition has been junked along with other outworn principles and superstitions. So much for Mr. McHugh.

Along comes another gentleman in a leaflet who denies that the Agricultural Marketing Act is socialistic, but he is very much disturbed because it is imperialistic and bureaucratic and would tend to make us all wards of the government. Well, well; These people should all get together and take a vote on these things to decide which is which; they should cooperate

The President's Column

C. A. WARD

FARMERS SHOULD NOT BE MISLEAD; SHOULD GET THE FACTS

AGRICULTURAL MARKETING ACT AND FEDERAL FARM BOARD

Unfortunately at this time there is being broadcast all over this country much propaganda, and in many instances misleading and untruthful statements which are ruinous, and retard very materially the progress and development of the Federal Farm Board and its proposed setup. The Marketing Act which authorized the President to appoint a Federal Farm Board, was enacted to be of some benefit to agriculture and attempt to bring the business nearer on an equality with industry. It occurs the Board has made worth while progress, considering the short period of operation and the many obstacles encountered. It is generally conceded that the whole program is in more or less of an experimental stage up until this time.

The Kansas Farmers Union is working harmoniously with the Board and is endeavoring to follow its policies thus far stated.

The National Grain Corporation was set up to serve as the National Sales Agency for the Cooperatives and in this connection there seems to be much confusion and misunderstanding. The Farmers Union Jobbing Association was one of the first to take stock in, and become a member of the National Grain Corporation and is working in full accord with this Corporation regardless of the many false statements that are floating about over the state.

It is not my purpose to throw any stones, only to again make the assertion that our plan of operation through the Jobbing Association to the National Grain Corporation is meeting the approval of our membership statewide, and in this connection it might be said we are constantly federating "not only Farmers Union Elevators" but in many instances Independent Farmers Elevators, thus proving that many of the Independent groups referred to at the Topeka meeting will operate through Farmers Union channels in the marketing of their grain. If any should question our rightful connection with the National Grain Corporation we again refer to the meeting held in Chicago on January 18 and the statement unanimously passed by the Board of Directors of the National Grain Corporation and concurred in by Alexander Legge and ex-Governor Samuel R. McKelvie which is as follows:

"It is the desire of the Directors of this Corporation that the benefits of the Agricultural Marketing Act be made available to the largest possible number of grain growers with the minimum of inconvenience or expense. The ordinary operations of said Act are predicated upon commodity marketing through growers' co-operatives and to that end it is necessary for growers to affiliate with some such co-operative. The Articles of Incorporation of the Farmers National Grain Corporation provide for members to affiliate with it as farmer-owned grain elevator associations, grain sales agencies and grain pools. We reaffirm our belief in that policy.

Such existing co-operatives, meeting the provisions of the Capper-Volstead Act, shall be recognized. Where new co-operative units are organized, and so qualify, there shall be NO DISCRIMINATION BETWEEN THEM AND EXISTING CO-OPERATIVES, EITHER BY THIS CORPORATION OR THE FEDERAL FARM BOARD. Organization efforts and activities of the Federal Farm Board in relation to the handling of grain shall be coordinated as fully as possible with the organization activities and publicity work of the Farmers National Grain Corporation."

Alexander Legge, Chairman, and Governor Samuel R. McKelvie, being present, expressed themselves as fully concurring in this attitude and statement.

This statement should make clear beyond any doubt our position with the National Grain Corporation and the Federal Farm Board. The National Grain Corporation is interested in getting volume in sufficient amount to stabilize the prices. The Farmers Union Jobbing Association of Kansas has proved the past few years that our system of marketing is economical, brings results and meets the needs of our folks. So please do not allow any man or group of men to mislead you by falsifying and attempting to make you believe that only the Regional Group will be recognized by the Federal Farm Board through the National Grain Corporation.

in the opposition if they wish to make it effective.

We should worry; we have been worrying for a good many years about how to meet our taxes and interest, and how to borrow some more money on our farms, and now we should be like to Jew who woke up in the night and could not go to sleep again, but tossed and rolled around until he woke Rebecca and she wanted to know what was the matter. Isaac said: "I owe Levy five thousand dollars, it is due in the morning and I can't pay him." She said, "Well, you should go to the telephone and tell Levy and let him do the worrying and then you can go to sleep."

A WORKER FOR THE FARMER

The election of C. E. Huff, of Salina, as secretary of the new grain stabilization corporation will be received with general satisfaction over the wheat belt, where his work is well known. Mr. Huff is also chairman of the board of managers of the Farmers National Grain Corporation. His elevation to these important offices comes as recognition of his work in the interest of the farmer.

The stabilization corporation, the one agency that can be expected most of all to help secure a fair price for grain when there is a surplus, is now being brought into being. It will go at once into the markets and buy cash wheat, storing this against a time when conditions permit of marketing it in orderly fashion, and without forcing down the price of the grain. Mr. Huff will be a valuable member of this board. In fact the corporation operates under what is known as the Huff amendment, which he himself proposed. Under this amendment losses, if there are any, will be taken from the revolving fund instead of from the cooperative stockholders. Unless this amendment had been adopted those who sold their grain outside of the corporation and its machinery, might have found themselves in a more advantageous position than those who sold their grain through that corporation and its recognized agencies, for they would get what benefits came from it while, in case of loss, they would not have to pay any part of the burden while stockholders would.

Mr. Huff was one of the outstanding influences in favor of farm legislation, and while the bill originally desired could not be secured, he has succeeded in adding some features to the bill finally adopted that promise to be of much benefit to the farmer.

When a movement was started that threatened the existence of strong farm organizations, it was Mr. Huff who jumped into the breach and saved them. Mr. Huff's idea that farm organizations should be permitted to maintain themselves, at least until such time as the new farm bill had proved itself, was sound. The farm measure is young yet. It will have to be shaped and reshaped and properly guided to function as it is intended to function. If, because of some political or other influence, the bill should not meet the ends sought, where would the farmer be without these strong organizations, such as the Farmers' Union, to fight for him? Where would they be today, and what chance would they have had at getting a farm bill if those organizations had not battled day and night in his interests?

Mr. Huff has done a valuable work for the farmer. And as long as he is prominently connected with the new agencies set up in the interests of farm relief, the farmers can feel these organizations are in friendly hands.—Editorial in Salina Journal.

CO-OPERATIVE BIG BUSINESS ON DANISH FARMS

All the world is going to Denmark at present to study the success of her co-operative agriculture. Danish farmers have made organized agriculture the biggest business and the most prosperous business in all Denmark. Big business as now established on Danish farms is just as able to hold its own as the biggest corporate business in any city of Denmark. Through co-operative marketing and co-operative credit and co-operative education the Danish farmers have made themselves the most wealth-holding, the most land-owning and the best-educated farmers in the world.

Up from Serfdom. To get the full significance of the above statement it is necessary to review briefly the history of Danish agriculture. One hundred and thirty-eight years ago Danish farmers were serfs bound to the land and sold with it like the cattle and the farm buildings. They had felt the chains of serfdom for six hundred years. In 1788 they were liberated by Prince Regent Frederick. These free serfs were much like the freed negroes in the South. They owned little property and practically no land. As late as 1866 the situation existed that 4 per cent of the people of Denmark owned 80 per cent of the land. To make matters worse the landless Danish farmers were forced to bring an existence from a poor, thin, unproductive soil.

Down from the Lap of the Gods. By way of contrast, one hundred and thirty-eight years ago (in 1788) the American farmers were just ratifying the new constitution of the United States, which made them the most favored of freemen. There lay waiting for them on the new continent the largest amount of untouched fertile farm land in the world. This might be had free for the taking or at a very low price per acre. Starting with favorable political conditions and with almost universal land ownership, made possible by the plentiful supply of virgin land, American farmers have gone steadily downhill in the ensuing one hundred and thirty-seven years until they have now become the most wealth-holding, the most land-losing, and the most intelligence-losing farmers in the world. This is the tragic result of little business on American farms.

The Success of Co-operation in Denmark. Driven by bitter adversity and by grinding necessity the Danish farmers banded themselves together to try to help themselves through group marketing of their products. They made many failures. Finally they began to find the way to success. Patient, continuous effort for the last seventy-five years has been rewarded by the perfection of the most successful co-operative merchandising of farm commodities to be found among the farmers of any nation in the world. During the years that American farmers have been going steadily downhill, the Danish farmers by means of co-operative marketing, co-operative credit, and co-operative education, have lifted themselves from the very bottom of the hill to the very top. The farmers of Denmark, who one hundred and thirty-seven years ago were almost universally landless tenants, are now almost universally the owners of the land they cultivate (less than 5 per cent remaining landless); man for man, they have become the richest farmers and the best-educated farmers to be found in all the world today. This is the result of organized business on Danish farms.

From "Rural Life at the Cross Roads," by Macy Campbell.

SEED CORN SITUATION SERIOUS

"Seed corn in Kansas is the poorest in years. Test before planting," is the substance of an official bulletin issued today by J. C. Mohler, secretary of the state board of agriculture.

"Heavy losses from poor stands are inevitable next spring unless the

precautionary measure of testing seed corn is generally adopted.

"Germanation of Kansas seed corn is the lowest in nine years. This is the report of J. W. Zahler, Director of the Board of Seed Laboratory, based on tests just completed. Two hundred samples from twelve counties widely distributed over the eastern half of the state show an average germination of only 85%. This is the lowest average since 1922 and is more than 10% lower than the average for the nine-year period, 1922 to 1930. Tests this year show a germination of 3.2% below the tests for 1926, the next poorest seed corn year since 1921. As samples tested are from county corn contests and represent seed raised by the most progressive farmers, it is probably safe to say that these samples are above the average.

"Seed corn should germinate at least 90% and is not regarded as very good unless it averages 95% or above. Very little seed this year will approach this standard. Forty-five per cent of the samples this year have tested below 90% and nearly three-fourths are below 95%.

"The large proportion of unusually poor seed this year is due mainly to the exceptionally cold weather about the middle of November. A large part of the corn belt experienced temperatures below zero nearly two weeks before Thanksgiving. This had been preceded in many sections by frequent rains and weather generally unfavorable for drying. Corn which contains a high percentage of moisture is seriously damaged by heavy frosts. Seed corn which was selected in the field and properly dried before the first heavy freeze usually gives high germination.

Conditions vary widely in different counties where there was notable difference in weather conditions. Twenty-eight samples were tested from one county which had much rainy weather in the fall and unfavorable weather for the corn to dry out. The average germination from that county was only 60% and more than half germinated below 70%. It is safe to say that in such sections the seed corn selected after the cold weather set in will be unsatisfactory if not entirely unfit for planting.

"All seed corn this year should be tested for germination before planting. A very high percentage of failures is bound to result from planting untested seed this spring. Seed testing is especially important when the seed is of doubtful viability. In order to obtain authentic tests of seed it is urged that samples be sent to the State Seed Laboratory, Manhattan, Kansas, where tests will be made promptly and without charge.

"Samples should consist of at least 400 seeds and should represent a fair average of the lot to be tested."

RESOLUTIONS

Let me be a little kinder
Let me be a little blinder
To the faults of those about me—
Let me praise a little more,
Let me be, when I am weary,
Just a little bit more cheery
Let me serve a little better
Those that I am striving for.

Let me be a little braver
When temptation bids me waiver,
Let me strive a little harder
To be all that I should be.
Let me be a little meeker
With the brother that is weaker;
Let me think more of my neighbor
And a little less of me.
—from the O. H. Silkworth.

"Government does not hesitate to provide warehouse storage for importers, and for distillers in which to age their products. The present Farm act and board created thereunder is an attempt to force farmers into trade combinations.

THE DRY GOODS BOX

GUIDE IN GOVERNMENT

Some of these fine days we will be holding real farmers meetings in this country.

When we won't pay much attention to our so-called master farmers, our wheat and corn kings and other production boosters who are so popular with our publishers and other classes; but will plan the ribbons on the men who are taking their lands out of grain production altogether; and utilizing them in the production of lumber and other products that the farmer is now buying at exorbitant prices.

If Newberry and Vane had been endowed with the gift of guile they wouldn't have placed themselves in a position to be charged with violating the corrupt practices act by apparently buying up their fellow men with filthy lucre; when by a judicious use of political myrrh and lyssop they could have salved down for all time the support and influence of the "outstanding citizens of their territory" without committing any crime.

The master farmer moguls of the adjoining states who are holding down their ten thousand dollar jobs on Mr. Hoover's farm board may not "know what it is all about," but Chairman Legge belongs in another class as he was no doubt present when farm implements were placed on a monopoly basis; and wielded one of the knives and saw the blood spurt when the hide came off the farmer in that transaction, having first hand information of what is the matter with the farmer with a big government appropriation at his command, if he has a mind to, and the powers that he will stand for, it he ought to be able to render valuable assistance to the farm leaders in placing agriculture on a better basis by working out a better marketing system, which will be well worth while even if agriculture is never placed on an equality with tariff protected industries and our cereals continue to sell on the world's market. J. C. Glasgow.

Winfield, Kansas, Feb. 12
Kansas Union Farmer,
Salina, Kansas.

From all indications it appears that the financial and corporate forces have combined to not only thwart the aims of the farmers, but farther to eliminate him from the equation.

Just recently we read of a corporation setting out to break up thousands of acres of western Kansas land, with, we wonder what object in view. This means 31 sections and 160 acres more. This suggests a step toward setting aside the work of the farm board, in its effort to curtail the surplus. Just why this reaching out in a big way to take away from would be farmers, the opportunity to obtain a homestead; and aside from this, adding to the surplus already a matter of much concern. It is possible this corporate scheme of big capital is aiming to do away, eventually, the small farmer? Reports from other well managed corporate schemes tell us that, in the end corporate farming on a big scale is not profitable. A candidate president in the late election has been handling a large tract, in a fertile region, near good markets for several years, who states this has been a losing business. If a conservation enterprise of this kind can not make a profit, why is this later project undertaken? Of course this is a free country, and men may do as they please; but sooner or later a business will be under whether directed under legal permit, or otherwise, when its object is promoted in opposition to either legal right, or violation of public opinion. The motive behind such undertakings will, in time, solve the question of justice in the matter. From the farm view, it appears to be a scheme to down the present farm marketing plan, at any cost or risk. Again, another step behind the curtain of "motive." While it is not possible for such corporate bodies, which are organized for personal gain, to become members of the government marketing plan, they must feel they are sufficiently wise, and shrewd to get inside the marketing plan, so by their inside betrayal ultimately wreck the whole machine. The farmer is honestly pursuing and striving to put his business on a paying basis, and in no instance, in all these years of struggle has he been truthfully shown he has ever tried to misrepresent, or deceive in his progress of this greatest of battles. On the other hand, all sort of intrigue and falsehood, guile and effort have been pitted in the game to defeat our object. So, while these underhanded and deceptive means have been charged up to the opposition; from this standpoint it is any wonder that all effort in opposition to this farm movement, in any form, is viewed with suspicion. We should like to impress on the minds of these deceivers the fact that the farm organizations of defense and of battles. On the other hand, all sort of intrigue and falsehood, guile and effort have been pitted in the game to defeat our object. 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junior Co-operators

SENT BACK TO YOUR COUNTY ORGANIZATION IF YOU HAVE ONE. IF YOU DO NOT HAVE ONE THE STATE WILL KEEP IT IN THE TREASURY UNTIL YOU DO ORGANIZE, THEN YOU ARE ENTITLED TO ALL THE COUNTY DUES FROM DATE OF ORGANIZATION.

I am delighted with the way the lessons have been coming in.

I thought they might be too hard for some of you, and you would get discouraged, but I was wrong in that.

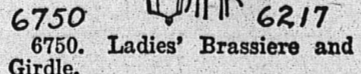
There have been several fine Telephone letters.

We have a nice list of new members and I am going to send out the books and pins this week. That is a promise.

I am much pleased to find that several places are forming Junior locals. We have one in Anderson, County, one in Crawford County, one in Scott County, one in Meriden, down by Topeka. These are the ones that I know of and there may be others. If there are, I hope you will let me know about them, it makes me very happy to be able to tell that the little seed is putting forth its really bearing fruit.

If it would be more interesting for you and your Junior local to have an organization character, just like the older ones, I think it could be managed, by having a small amount of money at the cost of having them printed. Anything that you think of that

DAD AND I



FASHION BOOK NOTICE

D I

Kansas Union Farmer, Salina, Kan.
Box 48.

[Handwritten scribble]
[Handwritten scribble]

By Stafford



Pulling twigs over the entrance

2 (3) 10/10/10

.. Federal Farm Board News ..

Jan. 29.—The Federal Farm Board warmly commends to American farmers the Outlook Service provided by the Federal Department of Agriculture and the Agricultural Extension Service in the various states.

Improved farm income requires planned production and effective marketing. In any one year, wise production planning must precede effective marketing. In spite of all that nature does, a large responsibility for farm outturn rests with the farmers themselves. The surest way to control an oppressive surplus is to prevent it. No marketing machinery can insure good prices and satisfactory income if the farmer plants and breeds unwisely. The day is past when farmers can safely plan on the basis of current or last year's prices, or on guesses about the future. Planting and breeding operations should rest on the best possible size-up of the market outlook at home and abroad for a year or more to come.

Such an appraisal is given in the Outlook Report, just released by the Department of Agriculture. It has been prepared jointly by a large corps of experts, inside and outside the Department, drawing upon several years of experience. It deals with prospects for domestic and foreign demand, both in general and for individual crops and livestock products. It is not a prophecy and will probably not be 100 per cent correct. It does not tell each farmer

what to do. But it furnishes information that no farmer can get by himself, and that each farmer ought to take into account in planning his own operation.

In the next few weeks this Outlook Report, with special applications to local conditions, will be discussed with farmers in every state of the Union by the Extension Service of the Federal Department of Agriculture and the State Agricultural Colleges. In recent years they have made splendid progress in bringing such outlook statements home to farmers. The results have been gratifying, but they ought to reach a great deal farther. The Federal Farm Board heartily commends this service to the farmers of the country and believes that it will contribute largely to increasingly intelligent farming operations and toward larger farm incomes.

Feb. 12.—Appointment of Dr. Frank B. Bomberger, assistant director, Extension Service, University of Maryland, and Chief of the Maryland State Department of Markets, as assistant chief of the Division of Cooperative Marketing in charge of organization work, effective Saturday, February 1, 1930, for a period of one year, was announced today by the Federal Farm Board. Dr. Bomberger will retain his official title and connection with the University.

The appointment of Dr. Bomberger is the result of a cooperative arrangement between the Farm Board and the University of Maryland whereby the former will have the use of his services to direct its organization work, on a part time basis, without relinquishment by him of his official direction of the marketing work of the Extension Service of the University. Dr. Bomberger is a native of Maryland, and was graduated from the Maryland Agricultural College with a degree of B. S. in 1894. At various times since he has served his alma mater, now the University of Maryland, as professor of economics, political and history, dean of the school of rural economics and sociology, extension specialist in rural organization and marketing, chief of the Maryland State Department of Markets and assistant director of the Extension Service. He has been a prominent part in the organization of cooperative marketing associations of Maryland and has been in close working contact with the larger cooperative associations throughout the United States.

Dr. Bomberger assisted in the organization of the National Association of Marketing Officials, served as term as its president and has been, for a number of years, the secretary-treasurer of the association. In 1926 he studied agricultural cooperation in a number of European countries.

UNCLE ANDY SAYS:



"Then none were for the party. Then all were for the state. Then the great man helped the poor. And the poor man loved the great. Then lands were fairly portioned. The spoils were fairly divided. The Romans were like brothers. In the brave days of old."

MacCauley's Horatius.

Partisanship and sectional greed seem to be about to wreck the United States Senate's labored attempt to write the tariff schedules more favorable to agriculture.

Personally, we have little faith that agriculture will be permanently benefited by tariff protection, but like "Barkis" we are willing to go along with the bunch hoping for the best.

They vote a 10 percent tariff on hides, then turn round and put 20 percent on shoes and harness which makes it worse than nothing to stockmen. Our allies betook themselves the same. So there our sugar producers bump into competition with cheap tropical labor and it doesn't seem that anything can be done about it.

And thus the daily struggle goes on. Dairy sections want an eight cent tariff on cheese, a product of skimming milk. Book publishers oppose it claiming the Argentine product superior. Think of it—the ignorant half breeds of South America our superiors. Of course it isn't so, but is an excuse to keep dairy interests out of their just dues.

Then comes sugar. The beet and cane producers want a small increase so as to extend the acreage and make us more nearly self-sustaining in our sugar supply. A treaty with Cuba intervenes, giving them a 20 percent advantage in shipments to the United States. The Philippines, at present a part of the United States, cannot be discriminated against. Hawaii the same. So there our sugar producers bump into competition with cheap tropical labor and it doesn't seem that anything can be done about it.

Come dairy people again wanting protection against coconut and other vegetable oils. Also the South to protect its cottonseed oil. Again the Philippines intervene. Ninety percent of our imports of coconut and copra are from those islands. Nut and vegetable oil substitutes for butter are making hard competition for real cow butter, but tariffs can't be laid to protect it.

Tariff increases have been voted on a lot of little insignificant products such as hay and straw on fruits and vegetables that are all local but of small benefit to agriculture as a whole. Again let it be repeated that our principal cash crops—wheat, corn, cotton, tobacco and pork—can't be protected by a tariff on imports. Those crop surpluses are sold in world markets.

Hoover, as was also Coolidge, is dead set against our plans to prevent our surplus from breaking down the home market, and has no plan of his own. The debenture plan has been adopted as an amendment to the Senate bill.

If enacted into law and put in force, it would add 21 cents per bushel and 10 cents per ton to the price of help cotton and other surplus crops. That would give real tangible protection, but it is not known whether the House will accept it or that the President will sign the bill.

Since the enactment of the Farm Marketing Act and the appointment of the Farm Board wheat has gone down at least 20 cents per bushel. Cotton also is away down. They seem to be hurting more than helping farm prices so far.

If the Board plans to buy up surpluses why don't they pay a decent price and show some disposition to be really helpful. They've got plenty of money and Hoover says they can have more. If this is the Hoover plan why not try it out? What's the use to squander money creating boards and corporations and organizers and then tie their hands down to pauper price levels?

working on this proposition at this time with more than satisfactory results.

Farmers National Grain Corporation As you probably know by press reports we have taken our required amount of stock in the Farmers National Grain Corporation which was set up by the Federal Farm Board. While we are yet very much at sea in regard to just how this corporation is going to function yet we felt like taking stock and cooperating with the Federal Farm Board, and that we should by all means go along and try to get, and we believe that we have not made any mistake in doing so. I want to say in conclusion that my work as Secretary Manager has been very pleasant the past year. I have enjoyed it very much. I have had the full cooperation of the stockholders and directors in general. I want to say that I have given you my very best and my full undivided time.

Our plan to pay our own way by an equalization fee was rejected. The plan to use public money is now in force, and you may wonder if it's not the right way, let's find out as soon as possible. If it works and solves our problems, we will rise up and call it blessed.

We see the farm leaders have denounced the present Senate bill as inadequate. They seem to forget that it contains the debenture plan. They should be boosting for the debenture rather than pulling back. It would be immediately effective without the creation of more boards or intermediaries. Why not?

NEIGHBORHOOD NOTES

(Continued from page one)

Secretary-Treasurer—Dan Dottoman.
Conductor—Fred Schmidt.
Doorkeeper—Charles Schwartzel.
Lecturer and Organizer—W. B. Helm.

JIMMIE O'SHEA
Jimmie O'Shea is a man who can sway Any heart, any where, any day. Now I'll just put you wise so you'll recognize Our wonderful Jimmie O'Shea.

(Chorus)
Now his eyes are blue as skies
Our Jimmie O'Shea
For he'll make you smile all the while
Our Jimmie O'Shea
If he walks like a sly little rogue
If he talks with a cute little brogue,
He's our Jimmie O'Shea.

Sweet personality and no rascality—
Jimmie O'Shea is a king today
For he's our Secretary
For he'll put you wise so you'll recognize.
Our F. E. and U. of A.
LaHarpe Meeting

WOODSON CO. PIQUA LOCAL

2154 O'SHEA MEETING

Woodson County people were sure pleased when they learned that the office at Salina had held Thursday evening, February 13th for our meeting with Brother James O'Shea. There was a slight mistake or misunderstanding as to where Brother O'Shea was to speak. So many thanks to all as we had a "doggone good meeting" as KWKH says, as was proven by the way the crowd lingered after the meeting to get a word with Jimmie.

And Mr. O'Shea was here and two hundred farmers, local business men, and neighboring business men heard him praising the Farmers' Union as old standby. He stated in an epic and life-like speech the history of the Union, its good works, its membership, growth, and right of existence, and finally he brought forth in a very dramatic way the fight that was on now and why there was such a good cause for a drive for membership. He kept the crowd in good humor with his own style of wit and jokes.

The best wishes we can give to Brother James O'Shea is that his untiring efforts will bring forth worthwhile results and a bigger and better Farmers' Union in the future and prosperity to each and every member of the Union.

Wm. Helman, Co. Pres.

J. J. O'SHEA HAS ENJOYED HIS KANSAS MEETING

It was my privilege to attend, and speak, at a Farmers Union meeting at the Hackney Community Hall in Southern Kansas, Saturday night, February 15th, and I will always retain very pleasant memories of that occasion and of the wonderful crowd of friendly, happy farm folk who assembled there.

Long experience has convinced me that community halls or rural school houses are the best places to hold meetings because they are the spheres where more congenial, everything is more natural, country people are just themselves, and that always means, whenever one meets them, that they are the most joyous, nicest people in all the world.

We had some piano solos by an absolute expert. Readings and humorous recitations that were delightfully enjoyable, and a rare male quartet furnished harmony, lots of fun, and infinitely more genuine amusement than I have had for a long time.

The supper—well, one only gets a treat of that kind out in the country and "far from the madding crowd." Yes, God made the country and Country folk will always perpetuate and most nearly represent his handiwork.

—J. J. O'Shea

SWANSON WRITES FROM CLAY CENTER

Clay Center, Kans., Feb. 13.

Mr. A. M. Kinney, Salina, Kans.

Please find inclosed Elevator contract with check for \$100 the men signed it before I noticed where they should sign, but I guess it doesn't make much difference as there is room for you sign below their names. I have had the best crowds at all these meetings that I have had since I started out. I got the Morganville bunch convicted so they asked me to come back next Monday afternoon and sign their Elevator and I may sign up others while I am in the country. I told these men at Broughton that you would send a duplicate copy of the contract. If I am supposed to sign up these elevators I should have a little more information in regard to who's name should be signed for the Jobbing Assn. and I should have the

MURINE
For
YOUR EYES
Night and Morning to keep them Clean, Clear and Healthy
Write for Free "Eye Care" or "Eye Beauty" Book
Murine Co., Dept. R. S. 9, 1010 St. Chicago

right to sign it per W. G. S.

I did not get to see you after I had been in Salina so I will tell you I gave them another short talk as they had their business meeting and it was getting late, but I had the chairman ask how many there was in the crowd that was willing to start a local there now, and there was 12 or 15 hands that went up, and some of them don't want to sign the contract until they get a local started, so I wish you would get in touch with them and have a meeting advertised for you and I know from what I learned at my two visits that you can organize a local there. They will sign the contract. I am feeling a good deal better than I did Tuesday.

Best regards, your,
Wm. G. Swanson.

MARSHALL COUNTY MEETING

The first quarterly meeting of the Marshall County Farmers Union will be held in Frankfort, Tuesday, March 4, commencing at 11 o'clock. Let us have a large attendance, as President C. H. Ward will be with us. Basket dinner and program also.
Richard H. Mackey, Secretary.

WHERE THE BURDEN FALLS HEAVIEST

By John D. Harvey

The grafter sings a hallelujah to his own judgment good. He has ability but do you know on what ground he's stood. With selfish aims his scheme he plans it in grafter's time-worn way, and while his wealth he gets and "cans" it, the common people pay. The farmer markets hogs called porkers and they look simply fine. The packers dock him thus, "Your porkers have curvature of the spine." The livestock speculator fixes the prices his own way. While grafters ride in super-sizes the common people pay. Railroads are on the verge of ruin we'd think from some reports and when they think they're not well doin' they ask the

aid of courts. Their locomotives fine go bragging along the right-of-way, and for the cargoes they are dragging the common people pay. Oh, rich men lay away their treasures in heaps on shining heaps, and while they bask in costly pleasures which wealth so often reaps, the farmers pleasure scant approaches extravagance, they say. For grafters fine sedans and coaches the common people pay.

Government takes ample care that industrial products are maintained at good prices. Why shouldn't it a thousand times more so see that farmers' prices are profitable, because of our wellnigh helpless position, scattered as we are and producing a great multitude of food and fiber products.

"FARMER INSURANCE AT FARMER COST!"

That is the motto of this farmer-owned and farmer-controlled insurance company, whose insurance is sold only to farmers and whose resources are dedicated to the financial betterment of farmer policy holders.

Why not become a practical co-operator today by protecting your estate with a policy in this company? Write or call at the home offices. It is a pleasure to help you.

Farmers Union Mutual Life Insurance Company

706 Grand Ave. Des Moines, Iowa

FARMERS UNION JOBBING ASS'N ANNUAL REPORT

February 5, 1930.
This is the sixteenth Annual Stockholders meeting of the Farmers Union Jobbing Association, and as Secretary Manager I will endeavor to give you a report and an account of my stewardship for the year 1929. I shall try to make it as short and give you as much information as I can and the kind of information I think that you will be interested in. A balance sheet, or Profit and Loss Statement, is attached hereto. I hope you will study this whole report carefully, and remember that there is no business too big, or that there is no order too small for us to handle.

We have had a very successful year from a net profit standpoint. Our net profit as a result of a year's operation is \$50,898.43. We have handled 3220 cars of wheat in Kansas City on consignment and 721 cars through our Salina office. We have had quite an increase in our business on wheat, while the corn has fallen off some on account of the crop being much lighter than last year in Kansas from the territory in which we draw from.

Our Merchandise Department has enjoyed a very substantial increase in business. We have handled 410 cars of flour and feed, 155 cars of coal, 132 cars of Tankage, 17 cars of Oyster Shell, 12 cars of fruits and vegetables including salt, Cottonseed products 34 cars and have handled on consignment 232 cars of hay. We have handled a number of grain bins on which our commission was \$635.00, and some small commissions on oil and gas. The total commission on our Merchandise Department shows a gross income of \$17,036.00, which is an excellent good showing considering the amount of effort that has been put forth on this line. We are expecting and ought to double this merchandise business during the year of 1930. We have tried to handle the very best lines of merchandise that can be had, and while we have not been able to meet everybody's price, yet when quality is considered I am sure you will find our prices always in line.

I feel that this organization should not be looked upon altogether from what money we make or what profits we might show, that our main object and big thing that we should look to is the service we can give our stockholders and customers. And while I might think it selfish on our part but I wish that we could establish confidence with our people that they would patronize their own organization a hundred percent and not be shopping around. We have a great number of customers, in fact 85 per cent of our customers are very level and don't look any further for prices for they know they are going to get quality stuff and get whatever they buy from us at the market. I am sure there isn't any advantage to us in making any more than a legitimate profit on anything we handle and that you will concede, we are entitled to. We must build this business like all other business is built, on confidence, and we want your confidence and we are going to do everything that is possible to merit and maintain it. We are not going to handle any inferior products of any kind.

SALINA OFFICE
We feel that our Salina office is a very important office from the standpoint of giving service to all our members and stockholders, especially West of Salina. You can consign your wheat to our Salina office and get the number of mills that are there and if they are not in line with Kansas City, or they are not up to your expectations you can have them sent on to Kansas City without any additional expense. This office is managed by Mr. A. T. Riley, whom I hope you are all acquainted with, if not, I wish that you would get acquainted with him. He has handled the office in a very efficient manner, and Mr. Riley, you will find, is always ready and willing to be of service to you whenever he can, and you can have this service just for the asking. We are planning to give you even more and better service from Salina in the coming year as we are realizing more and more the importance of this interior market service and we expect to have storage facilities in Salina, if our plans materialize as we think they will, so that what may be stored in Salina for the account of any of the elevators that would wish to see that service. We believe the time is coming, in fact, it is here when wheat

will not move into the big terminals so rapidly as it has in the past. It will be held back in interior markets like Salina. This would eliminate car shortages to a certain extent as our car can make several trips from the Western part of Kansas to Salina and be unloaded, thus relieving a lot of the railroad congestion in the big terminals and car shortages as we have experienced in the past. Railroads then will have all winter to haul the wheat from Salina to mills wherever it is needed. I wish that you would use this Salina office more. I am sure that you will find it to a great advantage.

RECOMMENDATIONS
I would recommend that the Farmers Union Jobbing Association own and operate terminal facilities in Salina if the proper financial arrangements and the proper support from those who will have access to this can be had. I believe there are great possibilities in having terminal arrangements, storage facilities and such things in Salina. There wheat could be conditioned at a minimum cost and stored and the railroad facilities are such in Salina that it could be moved out most anywhere when the market justified. I also would recommend that a grain office be established at St. Joseph, Missouri. We have a number of our members and stockholders in North East Kansas, who can also handle wheat from Kansas City without additional cost, and a lot of those points in North East Kansas can go through St. Joseph to St. Louis, if necessary, at an advantageous rate. And while considerable of our members have occasion to ship to Hutchinson and Wichita, yet I would not recommend an office in either of these places at this time, yet I would recommend some kind of working arrangement with the Cooperative Commission companies that are in those places. I believe a very satisfactory arrangement could be worked out where we would not be duplicating efforts and yet be giving our members the best of service. I would also recommend that some kind of working arrangements be made with the Missouri Farmers Union. They have quite a nice organization up in the North part of the state, several business institutions, and have no central organization in Kansas and I believe some kind of working arrangements could be made with those people which would be a benefit both to the Kansas organization and the Missouri organization and we would not be duplicating efforts.

BOARD OF DIRECTORS

We have suffered a great loss in the death of our president, Mr. C. E. Brasted. No one knows better than I what he has given and the value of his counsel in bringing this organization to the place that it occupies now. I would not for a minute minimize the ability of any one of the directors, they have all proved themselves to be real business men in handling the affairs of this organization, but Mr. Brasted being president I have had occasion to consult with him more than the rest, and really his place is going to be hard to fill. In fact, I have had the very closest cooperation and support from every one of the directors the past year, and I want you to know that I appreciate the men that you have elected on this board to handle this business. They have been the guiding hand and have always been ready and willing to give counsel and advice, which has been very sound indeed.

While I have given you a rosy picture so far, yet I believe that everyone of you knows enough about business to know that no matter how pleasant some things may be, yet in every business there are obstacles and things that are not quite so encouraging and things that are not so easy to overcome. We are operating at this time an elevator at Zurich, Selden, Woodbine, Herington and Lebanon, five in all. The basis on which we are operating Zurich, Selden, and Woodbine has proved very satisfactory, while it is not so satisfactory at

Herington and Lebanon, yet I am pleased with the showing that Herington has this season considering the conditions that existed. The flood that almost washed them away, damaging a lot of grain and merchandise. This had to be sold at a big sacrifice. It also washed out the bridge so that it was very inconvenient most of the summer to even get to the elevator. They have wound up the year with a loss of only \$640.00, which I think is very good considering all the handicaps that they experienced during the year. The flood proposition has been taken care of by straightening out the stream that runs through there and building another bridge. I believe it will eliminate any more flood trouble and makes the elevator and property there very handy to get to, and I believe that we will have a different story to tell about Herington the next year. Lebanon has also showed a loss the past year, which I don't believe it would be fair to blame it all on the present management, but there have been several things to contend with. In the first place, the crop has been short in that territory, not a great deal of grain to handle. Every account shows a profit, yet not enough profit to take care of the expenses. We would be glad of your suggestions and advice. We want to conduct this business in the interest of its stockholders. I would also recommend that the profits this year after interest on Preferred Stock and interest on Common Stock be paid out to be set aside in a reserve, as there are so many ways that we can be of service to our stockholders if we are in a financial condition to do so. We have got ourselves into a very tight place. In fact, I would like to see them elected from territory from which we are drawing a considerable amount of business. In fact, I would like to see them be a representative bunch of men from different parts of the state.

OIL BUSINESS
About two years ago there was quite a demand developed from our Farmers Union institutions for some kind of an oil hook-up. Our Board of Directors worked on this proposition and cautiously on this proposition, considered a good many different propositions and different angles. We first considered hooking up with some specification company and have then make the own oils on specifications. We have several propositions from big oil companies to furnish us our requirements at very attractive prices. As a result of the whole investigation we have made connections with the Union Oil Company, which is a Cooperative concern. We have stock in this organization and a man on their Board of Directors and will have a voice in all their policies so that I believe we have the very best possible connections on oil that there is. This was a Cooperative concern and patronage dividends will be prorated. This last year they paid 8 per cent on the Capital Stock and 15 per cent on the dividend. The Board of Directors declared the dividend to be issued to stock. The company is yet young, just starting and of course, needs capital to work on.

We started our organization of the oil business about nine months ago and the results have been very pleasing. Equipments have been sold to a number of places. Contracts have been signed for a years supply on oil and greases together with gasoline requirements for a year. The one thing that was considered very thoroughly in this whole investigation, was the quality of these things and the keeping up of the quality. We wanted to be very sure that we would get quality and that the quality would be maintained, and I am proud to say that we have an oil that can absolutely guarantee and have a check on this thing so that we know the quality will continue to be good. The experience of Nebraska and the states that have handled oils and greases has been very encouraging and has been very profitable to those who have gone into it. I believe this branch of the Farmers Union Jobbing Association should be pushed rapidly as possible. We have one man working in conjunction with a man from the Union Oil company

Eat More Butter

If your cream station operator or store manager is not carrying Union Gold Butter, ask him to give it a trial. It is manufactured from the cream produced by members of the Produce Association and is guaranteed fresh and pure.

Help yourself to health and your industry to prosperity by eating more Union Gold Butter.

Farmers Union Co-Operative Creamery Association

KANSAS CITY, MO.

Price List of Local Supplies

Application cards	20 for 5c	Farmers' Union Song Leaflets, per dozen	10c
Credential blanks	10 for 5c	Business Manuals, now used	5c
Dimit blanks	15 for 10c	Latest Ritual, each	5c
Constitutions	5c	Farmers' Union Song Books 30c	
Local Sec'y's Receipt Books 25c		Farmers' Union Watch Fobs 50c	
Secretary's Minute Books	50c	Ladies Auxiliary Pins	50c
Farmers Union Buttons	25c		
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.			
WRITE A. M. Kinney, Box 51, Salina, Kansas.			

Every Member

Should resolve that during the coming year to place all his insurance in his own organization and receive all the benefits possible from his membership in the Union.

Fire, Hail Windstorm, Automobile Farmers Union Mutual Insurance Companies of Kansas

SALINA - - - KANSAS

Service Above All!

We want our SERVICE to be the deciding factor in influencing farmers and live stock men to ship their live stock to us. This is the farmers' own cooperative live stock marketing firm, and it is therefore the logical firm to ship to. We are paying back substantial dividends to stockholder patrons.

Aside from the fact, however, the service we are able to render, the fact that we get the highest prices possible for your stock and get your returns to you promptly, is reason enough for us to merit your patronage.

Patronize YOUR OWN FIRM

Farmers Union Livestock Commission Company
Stock Yards
Kansas City, Mo.