

# THE KANSAS UNION FARMER

Organization

Education

Co-operation

VOLUME XXIII

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## ORGANIZATION AGRICULTURE'S ONLY SOLUTION

President Cal. A. Ward's Speech At  
Chamber of Commerce and Farm-  
er Banquet, at Lawrence,  
March 24th

Five Hundred Business Men and  
Farmers In Attendance

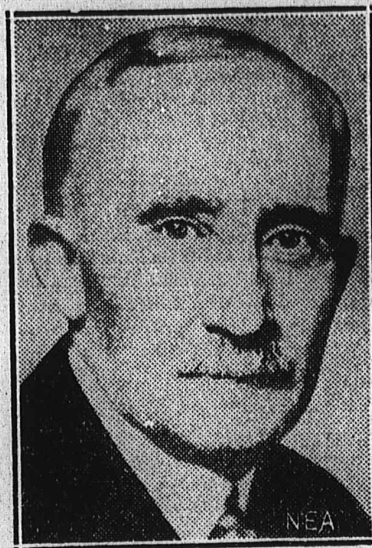
I am tremendously happy to be in attendance at this great meeting tonight. It is a home coming to me. I have lived in Douglas County for more than twenty-eight years and have been a citizen of our state with you. I have shared in your joys and stood by you in your disappointments. I have made mistakes along with the others. I consider this a distinct honor in having been asked to speak to you tonight. The questions which are so fundamental in coming to a better understanding as between fellow groups of society. I am sure that this entire group have an inclination to contribute in a way that will materially assist in the solving of those tragic problems which are not restricted alone to Douglas County and Kansas or even the Nation but are world wide in their scope.

World Wide Distress  
My friends, we are going through perhaps the most tragic situation of world wide unrest and financial depression that the whole country has known for many a decade. The situation in this country has been made more tragic because of the serious drought of last year and the loss of the greater part of a number of our States. In many of these sections the question is not one of a fair living but of mere existence. Of course the drought situation first affected agriculture. Many of our European countries are on the verge of bankruptcy and great masses of mankind have risen up in open revolt placing the blame either directly or indirectly upon representatives and leaders of government. In this country there are some five millions of unemployed and possibly twenty or twenty-five million who are more or less dependent upon charity. This situation is challenging the most staple of our thought of leaders in all ranks and walks of life. Congress has wrestled with this problem but seemingly to little or no avail. Some leaders have advocated that the present distressed situation is a condition of the mind and that we must possess with a false psychology. This may have some indirect bearing but in my judgment will never solve the problem. Then there are those financial barons and captains of industry who are capitalizing on this tragic situation. Merely out of selfish interests to add to their own financial treasuries. These groups seemingly are not concerned about the welfare of the millions who were caught in the grip of this cycle of national depression. My friends, we dare not ignore the interests of the masses. There is not an individual in this meeting tonight who dares shrink his responsibility in the solution of these problems.

Day of Individual Thinking  
We are living in an age of individual and independent thought and my friends I appreciate the spirit of militancy, that is becoming so evident especially in this middle section of the country. Kansas has developed a militant leadership and politically speaking we are to a considerable extent getting away from those tightly drawn lines and have launched out into a sphere that has in its making better conditions for the masses of the commonwealth in this great State of the Union. The public is demanding action upon the part of those who represent us in local, state and national government. Politically manipulative groups are fast giving way to a program of constructive thought and I am proud especially of our Kansas delegation in Washington who are letting their voices speak out and are assuming front line positions.

War Times Back to the source of our trouble. I repeat again that we have a condition of unrest in agriculture and business stagnation. This, in my thinking, is the result of abnormal conditions of the past. During the World War we were going through a period of wholesale financial inflation. These conditions thrust into action for a few years have proven to be the forerunner of a lot of grief. While our Nation was engaged in the bloody conflict, and our boys were giving their lives on Flanders Field for the preservation of the Nation we were enjoying national prosperity so far as dollars and cents were concerned. War needs for farm commodities and manufactured goods brought on a period of business expansion and proved to be the beginning of the destructive program, namely, the concentration of wealth. The fact is that millions are being thrown into a position to monopolize unstable situations. Money was plentiful and in abundance and credit was easy to obtain and the world went into a program of speculation and expansion and lost all sense of stability. Agriculture, labor and industry were enjoying high prices for the toil of their hands and for the exertion of their energy. We incurred debts in whole sale proportions and in the operation of these gigantic monopolies which, if allowed to go on unchecked, will result in national ruin and will separate us from the principles of true democracy. Thank God the war came to an end and it was President Harding who said "now let the world come back to normalcy." Agriculture's Position and Challenge (continued on page 2)

SAM H. THOMPSON



Sam H. Thompson, who has been appointed a member of the farm board to fill the vacancy created by the resignation of Alexander Legge.

## EDUCATORS' WORK IN TEACHING COOP- ERATIVE MARKETING

U. S. Government Has Made the Sup-  
per of Farmers' Cooperative  
Marketing Program a Policy

Address Prepared by C. C. Teague,  
Vice-Chairman, Federal Farm  
Board

Vocational agriculture instructors, as well as other educators in the United States, are confronted with new and interesting work that is growing up with the farmers' cooperative marketing movement. For many years high schools, colleges, universities and extension forces have been teaching scientific principles of production. That will be continued, and in addition educators are finding it necessary to teach the principles of cooperative marketing. I want to assure you that the Federal Farm Board deeply appreciated the work that teachers already have been doing in familiarizing students and farmers with basic facts about cooperative marketing.

In passing the Agricultural Marketing Act Congress authorized and directed the Farm Board to promote education in the principles and practices of cooperative marketing of agricultural commodities and food products. "How are we to promote educational work?" was one of the first questions asked by Farm Board members. Would it be necessary to employ scores of teachers and place them in different parts of the United States to give instruction to farmers and school children in the principles and practices of cooperative marketing? Congress answered that question by instructing the Farm Board to duplicate existing educational agencies. I will quote from the Agricultural Marketing Act a sentence that guides the Farm Board in this matter. "The Board shall, in cooperation with any governmental establishment in the Executive branch of the Government, including any field service thereof at home or abroad, avail itself of the services and facilities thereof in order to avoid preventable expense or duplication of effort." Congress did not want us to duplicate the present educational system, and, of course, the Board has no desire to do so.

The Farm Board naturally turned to the high schools where vocational agriculture is taught, to the agricultural colleges, to federal and state extension forces, to general farm organizations and to the cooperatives themselves for help in educating this country in the new principles and practices of marketing farm products under a farmer-owned and controlled system. From the beginning the Board has been cooperating with established agencies. A short time after the Board met, initial steps were taken to correlate its work with that of the various educational forces. We have been working in close harmony with Dr. C. H. Lane, an Ohio co-worker connected with the Federal Board for Vocational Education, a governmental agency, and also with officials of the (continued on page 4)

**Dairy-Poultry Co-Op.  
Elects Two Kansans**  
Schiefelbusch, Oswatimie, Becomes  
Vice President, H. Z. Baker, At-  
wood, Named Director of New  
Organization

CHICAGO, March 24 (AP)—The newly organized Dairy and Poultry Cooperatives, Inc., representing 13 states, held its first meeting today and elected Leroy Melton, Greenville, Ill., as president.

E. F. Schiefelbusch, Oswatimie, Kan., was elected vice president; W. H. Settle, Indianapolis, secretary, and H. Z. Baker, Atwood, Kan., and C. L. DeWalt, Spickard, Mo., directors. The organization will operate as a co-operative sales agency for dairy and poultry products of its members.

The organization is a federation of existing co-operative marketing associations, the sixth regional co-operative set up under farm board auspices.

**DUNN TO AUDIT CITY  
OF SALINA RECORDS**  
SALINA, Kans., March 30—T. B. Dunn, Secretary-Manager of the Farmers Union Auditing Association, will audit the records of the City of Salina and the Salina Water Works Department, this week.

## WHAT ABOUT THE EQUALIZATION FEE?

Will the McNary-Haugen Bill With the Equalization Fee, or the Debenture Bill, Solve the Surplus Wheat Situation?

The news from the International Wheat Conference at Rome tends to knock the props from under both the Equalization Fee and the Debenture proposition of handling the surplus.

The most of the delegates to their conference seem to believe in a boycott of American wheat. The fact is, that the European countries are trying to build up their own Agriculture with tariffs and subsidies, and will look with disfavor upon any scheme of ours which would try to dump our surplus wheat on their market at a price less than our own farmers received.

The Equalization Fee might be of some service used as a penalty against producing a surplus over domestic requirements, and that in our opinion is the only benefit which its adoption would bring about. The Debenture plan is just a plain invitation for every farmer to increase his acreage of wheat. It is a plain subsidy which in the end would prove a snare and a delusion; for with the loss of a market for our export wheat, there would be no exports to pay back a debenture and the farmers would be in a worse position than they are now.

We are printing below an editorial from the Kansas City Sunday Star of March 29. If Europe Boycotts Wheat.

The indicated attitude of European nations on the wheat problem, as revealed in the world wheat conference in Rome, suggests more strongly than ever the importance of the domestic basis as a guide to wheat production in the United States. World conditions, as now more clearly understood, accentuate the difficulty of adjusting the market for American wheat on a world basis. On the assumption that Europe can produce enough wheat to supply its needs, the proposal has been made to the Rome conference that importations be barred and the domestic production regulated, by acreage reduction, if necessary, until prices again become profitable.

Whether there is a European boycott or not, the foreign market is in such shape that it is hopeless to count upon disposition of our surplus without a kind and an extent of dumping on foreign markets that the United States would not permit from other countries.

More and more the problem goes back to the wheat producers themselves. If they reduce their acreage sufficiently to keep within the domestic market, they can bring up the price. If they continue to build up a surplus, they will have to take the lower world basis. Acreage reduction not only is urgent now, but it is expedient in many instances regardless of present depression in wheat prices. A good deal of acreage is planted to wheat from which the hope of real profits is remote, even under favorable conditions. It is readily conceivable that enough wheat is grown on unfavorable soil or under unfavorable climatic conditions to depress the market for a whole national crop, when such acreage could be more profitably devoted to other purposes.

When acreage reduction first was considered, there was a general assumption that it could not be accomplished because there would not be the required co-operation among wheat growers. Two factors now make the policy seem much more feasible. They are the extent of farm organization on the one hand and the demonstrated necessity of less production on the other. The demonstration of necessity is becoming more and more convincing. The sooner wheat production is adjusted to domestic demand, the sooner prices will be brought up to a profitable level.

At this Conference in Rome when they were talking about an embargo on American wheat, President John Simpson, the National President of the Farmers Union, who is a delegate from this country, told the Conference that their action would not affect us, as we did not intend to raise any more wheat for export, but would only produce wheat for our own domestic consumption. When we do this, then we will get an American price for our American wheat; then we will put wheat farming on a business basis, and will be able to get cost of production plus a reasonable profit.

With the production of wheat based upon our own domestic needs, and with the Farmers National Grain Corporation controlling the sale of all of our wheat, so that every one who uses wheat will have to come to them to buy it, then we will be able to have something to say about the price.

A. M. KINNEY

## Stone Opposes Debenture Plan

Says, in Expressing Views at To-  
peka, Does Not See How It  
Could or Would Work

TOPEKA, March 27—(AP)—Chairman Stone of the federal farm board said today he was unable to see how the debenture plan "could or would work."

The chairman expressed his views at a conference with newspaper and magazine writers preliminary to a luncheon at which he addressed a group of Kansas farm leaders assembled as guests of Senator Arthur Capen.

Discussion of the debenture plan for farm relief had been renewed since the farm board's recent announcement it would not make stabilization purchases from the 1931 wheat crop.

"When you've got something to sell, you have got to find somebody to buy," Chairman Stone said in reply to a question. "Foreign countries have anti-dumping laws and high tariffs."

The farm board chairman said he was unable to see how the importing countries would allow the United States to carry out the debenture plan.

"We are trying to approach these problems in a sane, sensible workable way. I don't think there is anything radical in urging the producer to regulate his production in relation to demand."

Chairman Stone also could see no benefit to the wheat farmer under the equalization fee, another farm relief proposal.

Questioned relative to a proposal, attributed to Senator Borah of Idaho, republican, that the board hold its wheat stocks until the price returns to \$1.50 a bushel, Chairman Stone said it would result in "an awful strain on the farm board."

"When you buy something, you have to sell it eventually," he said, adding wheat could not be held indefinitely and that carrying and storage amounted to approximately one and one-half cents a month. He branded as "untrue" a report some of the stabilization (continued on page 2)

## THE FARMER AND THE OIL BUSINESS

Union Oil Co. (Coop.) at North Kan-  
sas City, Mo., Is Only Cooperative  
Compounding Plant in U. S.

Radio Talk by Howard A. Cowden,  
President Union Oil Company,  
Over WIBW, Topeka, March  
20th

Good Evening—Ladies and Gentle-  
men—Friends and Fellow Coopera-  
tors—

I am glad to have this opportunity to, on behalf of the Union Oil Company, (Cooperative), join with the Farmers Union in their program over WIBW. It has been my privilege to work with the Farmers Union leaders in Kansas for a number of years. I am familiar with the problems of the country, and I know of no group more sincere, conscientious, and able than the leaders of the Kansas Farmers Union. I have reference to such men as Cal Ward, A. M. Kinney, Harry Witham, Thos. B. Dunn, Archie Seemans, and others of those veterans of the cooperative movement who are fighting for the economic equality of Agriculture.

In building our cooperative oil program, we earnestly desire to supplement the splendid efforts of the Kansas Farmers Union to improve Agricultural conditions.

Gasoline and oil cost the average farmer more than any other item entering into the production of his crop. Gasoline is worth around 4c per gallon at the refinery today. Out here in Kansas, the same gasoline is costing you farmers about three times that amount.

Your Kansas landscape is literally dotted with filling stations. A drive along any of your leading highways is convincing that there are entirely too many of them. A like condition exists in other states. As a result, the big oil companies must exact a very large margin of profit to pay for this overbuilt marketing program. Other (continued on page 4)

## Agriculture Finds Co- operation Difficult

Cooperation is the Rule For Every  
Successful Industry—The Farm  
Marketing Plan Is Being  
Carefully Directed

Meetings are being held in Hutchinson today and tomorrow of farmers who are working on the principle for cooperation in an effort to promote the prosperity of their industry and to secure for themselves and their associates a better return for the labor which they expend in their work.

There is no industry which needs cooperation among its members than does agriculture, and there is probably none which finds cooperation so difficult to secure. The number of men engaged in tilling the soil is large and they are necessarily scattered and distant from each other in their places of abode. They emphasize different lines within their business and what is interesting to one phase of agriculture is not always of concern to another.

In this world of business cooperation in some form is the rule for every successful industry. The oil men are organized, the grain men are organized, the steel mills are cooperating, the railroads are forced to work together by law, the merchants are united in retail business and the jobbers in business. Even the newspapers have an association—which tries to make money for its members by devising methods to decrease expenses and to promote sales.

The idea that farmers cooperatives are novelties and approach the meaning of radicalism is as absurd as it would be to say that the citizens of a community should not come together in order to agree upon conditions under which they can live better and happier.

Cooperatives are successful in other (continued on page 4)

**ROYALTY OIL COMPANY  
TO HAVE CHARGE OF F. U. HOUR**  
G. E. Creitz, Manager of the Farmers Union Royalty Oil Company at Salina, Kansas, will have charge of the regular weekly Farmers Union Hour, which will be broadcast over station WIBW, Topeka, on Friday night, April 3rd, at eight o'clock.

## ENEMIES HIT THE FARM ACT,

Teague Charges Big Sums of Money  
Raised to Discredit It

WASHINGTON, March 27—(AP)—Charles Teague, vice chairman of the farm board, charged in a radio speech today that large sums of money had been raised "to inaugurate publicity campaigns to discredit the agricultural marketing act and the work of the farm board."

He said many smoke screens have been set up and hearings dragged across the trail to divert attention of the public from the major thing the farm board is trying to do, "namely, to assist the farmers in setting up a co-operative system of marketing for farm products, grower-owned-and-controlled."

## STABILIZATION WORK OF FARM BOARD AT END

Our Wheat Surplus, Beyond Domestic  
Requirements, Must Take World  
Price In 1931

Reduction of Acreage, Cooperative  
Marketing and Efficient Produc-  
tion Are Only Sure Relief  
Measures

For many months the Federal Farm Board and the Department of Agriculture have been urging wheat farmers to reduce acreage as a means of correcting the disastrous low prices that have resulted from increased acreage and overproduction. It has been pointed out that if we continue to raise a large surplus of wheat beyond domestic requirements, growers in the United States will be obliged to take prices that largely are determined by what our exportable surplus will bring on world markets.

Since last November, the Grain Stabilization Corporation has been purchasing sufficient wheat to maintain prices in this country. Because of this, our prices have ranged from 20 to 35 cents above their usual relationship to world market prices. This policy was adopted to meet a most acute emergency. It has made wheat growers many millions of dollars, and a large additional amount to growers of other grains. Farmers have also gained by prevention of a threatened additional shock to business in general.

Stabilization operations are emergency measures and entail a heavy cost. The Grain Stabilization Corporation has acquired and is acquiring very large stocks of wheat. It cannot indefinitely buy more than it sells, or indefinitely hold what it has bought. It cannot follow a regular policy of buying at prices above the market, paying heavy storage charges, and selling below cost. Farmers know this, and would not ask that it be done. It would not be, in the long run, in the farmers' own interest.

It is too early now to set forth in detail what the sales policy of the Grain Stabilization Corporation will be in the new crop, except to say that Stabilization supplies of wheat will be handled in such a way as to impose the minimum of burden upon domestic and world prices. It should be stated now, however, that the Federal Farm Board will not authorize the Grain Stabilization Corporation to make stabilization purchases from the 1931 wheat crop. There will be no alteration or change in the policy of the Grain Stabilization Corporation with reference to the 1930 crop.

In the light of the foregoing facts, growers must recognize the responsibility that rests upon them. The Federal Farm Board is encouraged by reports from the principal wheat producing regions that growers are organizing to reduce acreage and market cooperatively. These and efficient production are the surest means of permanent relief. Some progress has been made, but it is only a beginning. The movement must be carried to all farmers in all regions. Spring planting of wheat is at hand. Let farmers in that region heed the warning to reduce acreage, and as planting time in other regions rolls around, farmers there should do the same.

## Co-Op. Firm Has Biggest Net Earnings

Gratifying Reports Given Today at  
Annual Meeting of Farmers, Near-  
ly \$100,000 Ready for Distribu-  
tion Among Farmers' Ele-  
vators

March 24—With the annual report showing the past year the biggest net earnings in volume of business and in net earnings, in the 17 years history of the Kansas Farmers Co-operative Commission Co., wheat growers of Kansas identified with the co-operative farm elevators met today in state convention in Hutchinson, in what might well be called a ratification meeting.

Wheat prices are low, of course, and there are clouds in the sky for the wheat farmers, but never before have the farmers who handle their own grain through their own elevators had such a profitable year for their own grain business.

H. C. Morton, general manager of the co-operative commission company, with headquarters in Hutchinson, reported to the convention today that in the past year the total business handled aggregated over \$28,881,000, and since the association was organized in 1916 the total volume of grain handled amounted to \$28,881,000.

To Pro-rate Large Sum  
"Our total gross profit this past (continued on page 2)

## WITHAM EXPLAINS ORGANIZATION OF FARMERS NATIONAL

A Farmer-Owned and Farmer-Con-  
trolled Means of Marketing

H. E. Witham, Sec'y-Manager F. U.  
Jobbing Ass'n. In Speech At  
Franklin County Farmers Un-  
ion Meeting, at Wells-  
ville, March 9th

I am not sure what you would be mostly interested in this evening, yet I take it that you are vitally interested in what has been transpiring and what is transpiring in connection with the Agricultural Marketing Act and the Federal Farm Board.

As you know, congress some time ago passed what is known as the Agricultural Marketing Act under which authority the Federal Farm Board was appointed, and I think the Farmers Union organization should congratulate themselves very highly on the fact that they had a great deal to do with the passing of this legislation. In fact, all cooperative organizations did their bit and had it not been for the combined effort and the demand from the Agricultural interest, I doubt if we would have got any legislation in the interest of Agriculture. This has been in operation now almost two years, and while the laws are not what we ask for, neither is it what we had reason to believe that we were entitled to, yet I believe it is a step in the right direction and that it will be amended from time to time as experiences along these lines develop what we really need.

Out of this Agricultural Marketing Act, was organized on October the 12th, 1929, the Farmers National Grain Corporation. It is a central selling agency for co-operatively marketed grain, and its stock now is held by twenty-six co-operative marketing associations. It brings to the American grain producers for the first time in history, a co-operative grain marketing system that is not only nation-wide in scope, but maintains direct contact with buyers in all principle grain importing countries of the world and is equipped to take all the way from the farm to domestic and world markets under farmer control. Only producer organizations complying with the Capper-Volstead act are eligible to hold stock of the corporation. Ten thousand shares of stock will be issued, of a par value of \$100.00 each. Farmer stock is maintained through the sale of stock to farmer organizations and to the election of producers to the corporate board of directors. The purpose of the corporations is to bring together under centralized control, all co-operatively marketed grain, thus eliminating competition between and among co-operatives, placing in the hands of the producers, through their own organizations, actual control of the machinery of distribution, and returning to the producers, rather than to private agencies, the most of the profit from the distribution processes.

## Service Everywhere

The organization structure of the Farmers National Grain Corporation covers the nation's grain belts. It is intended to make it possible for every grain producer, if he desires, to affiliate with the national agency through membership or stock ownership in one of its grain organizations or farmer elevator groups. Stockholders of the Farmers National Grain Corporation are as I said before, twenty-six in number. Among those whom you are mostly interested in from Kansas, is the Farmers Union Jobbing Association, Kansas City, Mo., The Kansas Co-operative Wheat Marketing Association, Kansas City, Missouri, The Equity Union Grain Company, Kansas City, Missouri, and the Farmers Cooperative Commission Company of Hutchinson, Kansas.

Directors of the Corporation are made up from representatives of our own Farmers Educational and Cooperative Union and such organizations as the National Grange, American Bureau of Farmers Co-operative Commission Company, Hutchinson, and most all of the cooperative organizations that exist in this wheat belt.

The present officers of the corporation are our own C. E. Huff, who was our Farmers Union State President of Enid, Oklahoma, who is also manager of the Oklahoma Wheat Pool, Secretary William H. Settle, Indianapolis, Indiana, General Manager, George S. Milnor, Chicago, Illinois. These are all very high class men, and I think they are worthy of our confidence and support.

The Farmers National Grain Corporation offers to grain producers, a national Co-operative grain sales agency, farmer-owned and farmer-controlled. Direct marketing of grain from farm to buyer without the intervention of outside agencies or diversion of marketing profits. Contact with millers and other grain buyers in every important grain importing country in the world. State Federal and commercial credit sufficient to meet every cooperative grain marketing needs.

Important savings in distribution costs due to control of large volumes of grain.

Elimination of market gluts and their consequent depression of commodity values.

Increased bargaining power for grain producers through unity of action and the elimination of competi- (continued on page 3)











## F. U. LIVESTOCK MARKETING NOTES

### LIVE STOCK MARKET LETTER

(Wednesday, March 25, 1931)

#### STEER MARKET

By Art Little and Bob Lience

With heavy cattle receipts on all markets Monday, and with the Kansas City run consisting mostly of short fed and medium quality cattle, the bulk of sales were from \$7.00 to \$8.50, and the extreme top, on some heavy weight and medium weight cattle, at \$9.50. Lightweight stocker steers are fully steady, with the bulk selling from \$7.50 to \$8.50, and with a few outstanding ones up to \$9.00. Lightweight yearling stocker Shorthorns bring from \$6.75 to \$7.40, with plainer ones from \$6.00 to \$6.50. The market is closing around 25c lower on feeder steers, especially on those of plainer quality. Dogie steers sell from \$5.00 to \$7.00, depending on flesh and weight. We sold some dogies this week at \$6.90, some red and black, mixed colors, at \$7.00, two loads of Colorado cattle at \$7.90, and a load of Shorthorn steers at \$8.50, and some thin red steers at \$7.00. These latter ones were just what a certain buyer wanted and were a little out of line. These few sales represent a cross section of our sales this week.

#### BUTCHER MARKET

By John R. Hannan

With an unexpected run of cattle at all markets this week, trading has slowed up on butcher stuff and prices generally are lower. Fed heifers show a decline of 25c to 35c for the three days of this week. The better grades of 700 to 800-pound killing heifers are bringing from \$7.25 to \$8.00. There is a good demand for fat cattle weighing under 600 pounds, and this class is probably steady with last week. Canner cows have slumped from 25c to 40c. Canners are selling from \$2.75 to \$3.00, cutters from \$3.50 to \$4.25, and the bulk of the better grades of killing cows bring from \$4.75 to \$5.25, with a few odd head up to \$6.00. Stock cows and heifers are fully steady for the week.

#### CALVES

By Fred Seager

The veal calf market is 50c higher for the week. The practical veal top is \$8.00, with a few up to \$9.00. Medium weight and heavy killing calves are steady, the bulk selling from \$6.50 to \$7.50. A few fancy ones are higher. Canner calves bring from \$4.00 to \$5.00. Bulk of the baby calves sell from \$7.00 to \$8.00. Stock calves are steady. Good to choice Whiteface stock steer calves bring from \$8.00 to \$9.50. Plainer kinds from \$8.25 to \$7.75. Shorthorn mostly from \$6.50 to \$7.50. Whiteface stock heifer calves bring from \$7.00 to \$8.00, with plainer ones down to \$6.00. Bulls are practically steady for the week. Good to choice bulls bring from \$4.00 to \$4.50, and fair to good ones from \$3.25 to \$3.75.

#### REPRESENTATIVE CATTLE SALES IN FARMERS' UNION ALLEYS

(Butcher Alley)

J. W. Cowle, Republic Co., Kans., 14 steers	1062	\$8.50
W. R. Stump, Marshall Co., Kansas, load steers	1050	8.15
Payton & Hoffman, Ft. Morgan, Colorado, load steers	1109	7.90
Lane Staalbine, Osborne Co., Kansas, 22 steers	850	7.75
O. R. Horton, Lyon Co., Kansas, load steers	945	7.60
J. W. Craig, Sedgewick Co., Kansas, load steers	1226	7.50
L. E. Decker, Cambridge, Nebraska, load steers	979	7.50
W. B. Thomas, Clay Co., Kansas, steers	908	7.50
C. O. Anderson, McPherson Co., Kansas, load steers	1077	7.40
Frank J. Braun, Nemaha Co., Kansas, 2 loads steers	1017	7.25
Carl Steffins, Ft. Morgan, Colorado, load steers	917	7.10
Lewis Kramer, Scott Co., Kansas, load steers	930	7.15
Jacob Frick, Ft. Morgan, Colorado, steers	934	7.00
Ray Rutherford, Harper Co., Kansas, load steers	728	7.00
Robert Bruce, Ottawa Co., Kansas, load steers	843	7.10
Cravens Grain Co., Marshall Co., Kansas, load steers	1010	6.90
(Butcher Alley)		
L. E. McShane, Polk Co., Missouri, mixed yearlings	635	\$8.25
Wm. Breymer, Wabunsee Co., Kansas, mixed yearlings	675	8.25
Cravens Grain Co., Marshall Co., Kansas, load heifers	703	8.15
N. F. Thome, Douglas Co., Kansas, load heifers	878	7.85
G. Reiners, Wabunsee Co., Kansas, mixed yearlings	651	7.65
Leonard Finch, Linn Co., Kansas, mixed yearlings	766	7.50
J. P. Ankeman, Norton Co., Kansas, mixed yearlings	783	7.50
Lane Staalbine, Osborne Co., Kansas, 20 heifers	869	7.35
N. H. Nielson, Morris Co., Kansas, heifers	788	7.25
Chas. Margreiter, Mitchell Co., Kansas, load heifers	787	7.25
W. B. Thomas, Clay Co., Kansas, heifers	950	7.00
Henry Abt, Barber Co., Kansas, heifers	455	7.00
H. T. Wulfsuhl, Douglas Co., Kansas, heifers	612	7.00
J. W. Cowle, Republic Co., Kansas, heifers	955	7.25
C. O. Anderson, McPherson Co., Kansas, hifers	895	6.50
Jacob Frick, Ft. Morgan, Colo., cows	1160	6.00

#### THE FARMER AND THE OIL BUSINESS

(continued from page 1)

wise it could not be maintained. You pay for a tremendous marketing waste, when you pay three times as much for gasoline as it is worth at the refinery. It is the tribute you pay for the "mad scramble" of the oil man to get more business.

You are to be commended on the progress you have made in perfecting your own marketing organizations. You are devoting much time and effort to the producer may enjoy a larger share of the consumer's dollar. On the other hand, you have helped to pay for millions of dollars of waste which have crept into the petroleum business. You furnish the big oil companies a tremendous volume, and you furnish them their most profitable business. The retail price of gasoline in rural communities is oftentimes higher than the price in the cities.

While not usually so considered, petroleum may well be termed a farm product, for practically all of it lies beneath some farmer's land. It passes through the "over-built" marketing machine of the big oil companies and a large portion of it is brought back to the farm to help produce the farmers' crops.

A few years ago, the farmer had comparatively no need for petroleum products, save perhaps the kerosene for his lamp, and the axle grease for his wagon. With the coming of the automobile, the tractor, combine, and other modern farm machinery, it is no longer possible for you and your fellow-farmers to run your farms without using gasoline, kerosene, oils and greases in large quantities. Your need for these products has grown as rapidly as has the petroleum industry.

There are some six and one-half millions of farmers in the United States. You represent one-third of the total population, and afford a market for the oil companies in proportion to your numbers. While you have been busy producing food for the nation, someone else has been building the petroleum industry with no thought of the cooperatives. A few years ago, of the cooperatives, thinking groups of farmers began to organize cooperative oil companies to save for themselves the retail profits on gasoline, kerosene, and other petroleum products. Today, several hundred of these companies are operating throughout the Middle-West. So far as we know each

one has made substantial savings for their members.

Farmers at Garden City, Kansas, organized a cooperative oil company a little less than two years ago. They saved for themselves \$44,300.00 the first eighteen months they operated. This means the farmers in the Garden City territory have this much more money than they would have had if they had not organized a cooperative oil company. Farmers in many other territories are making substantial savings. Thousands of Kansas farmers are today members of cooperative oil companies and the number is increasing rapidly.

"Nothing Succeeds Like Success." If local groups can save money for their members it is quite evident that still greater savings can be made by the local companies working together. Again, farmers and cooperators are "in it together." They decided to organize a central cooperative agency. They reasoned that by turning their volume through one channel, it would save them more money. It was thus the Union Oil Company (Cooperative) was brought into being. It was organized by farmers to eliminate marketing waste in the petroleum products they use, and for which they had paid dearly in the past. Prior to this time, the local companies were at the mercy of the Old Line companies, which at heart were not favorable to Cooperatives. The Union Oil Company (Cooperative) is the agency through which they purchase gasoline, kerosene, oil, and other products, cooperatively.

Today, we are serving large numbers of Kansas farmers. We are saving them money. Four members of our board of directors are from Kansas.

No longer is it necessary for farmers to buy an Old Line brand. They can buy their own cooperative brand—Union Certified. No longer do they need to buy from the Old Line companies which take the profits on petroleum products away from their community. The Union Oil Company helps them keep these products at home.

Farmers are operating, through the Union Oil Company (Cooperative) the only cooperative compounding plant in the country, at North Kansas City, Missouri. This plant is owned, controlled, and operated by farmers. They purchase raw materials and make their own oil. In their plant, the only farmer-employed oil chemist in the country, devotes his entire time to the production of quality products. This quality has proved to be a "re-

peat business getter". More than 100,000 farmers are enthusiastic users of Union Certified.

The Union Oil Company has made a rapid and substantial growth since it was organized two and one-half years ago. We are proud of our record. We paid a patronage refund of 15 per cent of profits for 1929, and made a refund of 20 per cent for 1930. Our increase in volume for 1930 was 261 per cent over 1929, and our increase in profits was 412 per cent.

The cooperative handling of petroleum products affords an opportunity for all groups to work together. It has been said the moon, Oil Company (Cooperative) is a "melting pot". The Farmers Union, The Farmers Equity, and other farm organizations all are represented on our board of directors. The building of the various Farmers Union marketing organizations is necessary to the progressiveness of Kansas farmers. In giving support to our cooperative oil program, the Farmers Union leaders are making it possible for their members to make additional savings. At Quinter, Kansas, for example, the Farmers Union Oil Company made \$3,526.95 the first five and one-half months they operated. They saved this much more for their members by operating their bulk oil station.

The Cooperative handling of petroleum products also affords a splendid opportunity for farmers and business men to work together. By pooling their volume they can both save money. It keeps the money in the community in which they both have a common interest. The businessman as well as the farmer can benefit by patronizing a cooperative oil company. He asks that you do not patronize the "chain stores" which take money out of your community. The big oil companies are the largest "chain store" organizations in the United States. They were the first to expand to an extent that they have expanded in any other line of merchandising. In 1914, five chain oil systems were operating 2,000 stations. Last year 800 chains were operating 71,500 stations. Your business men ask you to patronize a home-concern.

When they patronize your cooperative oil company, they, too, are patronizing a home-concern, which keeps more money in your community. To you who are not now members of a cooperative oil company, I appeal to you to patronize your cooperative oil company, and to work with the other consumers who are building a home-owned company. By doing so, you are helping to build a company which is operating for the good of your community.

If there is no cooperative oil company in your community, you will be rendering a service to yourself and your neighbors by taking the lead in organizing one. We will be glad to give you full information, to tell you how local leaders have organized companies in communities they have made yours, and the reasons they have made yours.

If you have a cooperative oil company in your territory, and are buying from one of the big chain-companies, you are defeating the purpose for which more than 100,000 of your fellow farmers are organizing. The greatest results of the farmers' fight their battles from behind the same breastworks. If your company is not working with the many other cooperative oil companies who are building their own company—the Union Oil Company (Cooperative)—you are losing an opportunity to save the member companies in Kansas received a patronage refund amounting to \$1,125.57 last year. By participating in these manufacturing profits it means that you would make larger savings for your members, which is the purpose for which you are organized. On the other hand, so long as you patronize an Old Line company, you are turning your volume to those who are not in sympathy with the Cooperative movement, and are taking your support away from the other cooperative companies which are working together for the good of farmers. Organization and closer cooperation were never needed so much as now.

There are Kansas farmers who have received as much as \$400.00 in refund on the purchase of their gasoline and oil in a single year. Thousands upon thousands have received enough refund on these products through their cooperative oil companies, to pay all of their taxes.

We do not contend that the cooperative handling of petroleum products is going to solve all of the economic problems of the farmer, but it will help to the extent that it lowers his cost of production.

I thank you.

#### BRANDS CANCER 'CURES' AS FAKES

"There is no scientific and medical evidence to show that any drug or combination of drugs will cure cancer," Dr. J. Durrett, chief of drug control, Federal Food and Drug Administration, stated today in comment upon a radio talk delivered recently by Lord Moynihan, one of the world's leading cancer specialists, and President of the Royal College of Surgeons, England. "Lord Moynihan's warning, included in the talk, against quackery in the sales and promotion of alleged cancer 'cures' is worthy of repetition at this time in the United States. The British surgeon declared: 'The cancer curer is still a curse in every land, and the most pathetic credulity as to his claim is shown by people who should know better.'"

"When taken in the early stages," Doctor Durrett continued, "cancer may be cured by surgical treatment. But the Food and Drug Administration is convinced that the sale of so-called cancer 'cures' results not only in economic loss to the buyer, but, and far more important, may give the purchaser a false sense of security at a time when immediate action must be taken if the disease is to be cured. In 24 years' regulatory operation of the Federal food and drugs act, the Administration has instituted more than 70 court actions against more than 40 so-called cancer 'cures'. In the rare instances where such fakes enter interstate commerce today, the Government takes immediate legal action under the law."

#### It's Up to the Wheat Growers

Acresage Will Determine the Farm Board's Policy

Stone Tells Hutchinson Gathering That Action Toward Disposing of Holdings Will Depend on What Farmers Do

HUTCHINSON, Kans., March 25.—The amount of wheat planted this year will determine to a large extent the farm board's policy for disposing of its 200 million bushels of stabilization purchases.

J. C. Stone, chairman, speaking today before a joint meeting of the Farmers' Co-operative Grain Dealers' Association of Kansas and the Farmers' Co-operative Commission Company, said:

"What wheat growers do at planting time this spring and next fall will be an important factor in determining the sales policy for stabilization stocks."

Interest in the Policy Great interest has been expressed in how rapidly and through what channels the board would sell the cereal bought to maintain domestic prices. This was the first word in this connection since the board's announcement it would not support the market any longer. In that statement it was said the stocks would be sold so as "to impose the minimum of burden on domestic and world prices."

Should plantings be smaller than usual, the board is expected to make some sales. If the opposite, it will prove true, it may agree to hold its wheat for an indefinite period.

Defending resumption of stabilization operations last fall, Stone said it had been found necessary to protect the market and banks from an expected precipitate drop to a price of about 50 cents.

Says Board Saved Price "When wheat prices dropped last November to a level close to 70 cents in Chicago," he said, "we found out definitely that if the market dropped another cent or two, the stabilization stocks would have been sold at a price considerably below 50 cents per bushel at Chicago, which would have meant financial disaster not only to the farmers who still had their wheat on hand, but would have meant the closing of hundreds of banks in the middle West."

Gives Figures on Loans "The damage this would have done is almost incalculable. It would have reached and affected virtually every character of business," he cast up the accounts in dollars and cents in this whole matter," he said. "We believe, however, that a fair examination of the results of this action, when set against the damages that were imminent when the policy was inaugurated, shows that the action was justified. In actual dollars will be far in excess of the debit side, including any losses the Grain Stabilization Corporation may sustain."

Stone disclosed that the board had lent \$217,969,748 to 101 co-operative associations. Of this \$82,461,458 has been repaid.

Chairman Stone spoke at the afternoon session of the Farmers' Co-operative Grain Dealers' Convention. He arrived about 9:30 this morning from Washington. With Chairman Stone here today were B. B. Derrick, director of Federal Farm Board extension and educational work for the central states, Edw. S. Markham, director of Cooperative marketing of the Federal Farm board, for the grain section.

#### NEW FARM HEAD SMILES

Wheat Surplus Doesn't Worry James C. Stone Yet

The Genial Kentuckian Encounters Only a Snow-storm in Kansas

One never would guess at a glance that James C. Stone was from Kentucky or that he was the chairman of the federal farm board until Mr. Stone started talking. Then Mr. Stone would leave no doubt about it. He is a Kentuckian, not a pronounced drawl, but the type that distinguishes the Kentucky speech. He is tall. Yesterday he wore a blue double-breasted business suit. He is self-possessed, alert.

Yet Unchallenged on Surplus Mr. Stone was smiling last night as he discussed farm problems, one after another, with a group of friends at the Kansas City Club. He just had come through Kansas and was unmarked. He had not been challenged to an old-fashioned Kansas wrestling match over the wheat surplus as his predecessor, Alexander Legge, last summer.

In fact, Mr. Stone viewed his trip into the embattled wheat belt of Kansas and Oklahoma with some satisfaction. There had been some evidence that the hostility Mr. Legge and Secretary Hyde had encountered on their trip last summer in the interests of acreage reduction had been softened, if not changed entirely. There had been even some evidence that Kansas had accepted to some extent the farm board advice to regulate

acreage as a means of controlling the surplus.

Yes, and it was snowing in Kansas and Oklahoma—all over the stricken wheat belt. There, possibly, was some farm relief.

A Guest of Capper Senator Arthur Capper, friend of the farm board, had accompanied Mr. Stone from Topeka. The Kansas senator had had Mr. Stone at a luncheon of Kansas farm and business leaders yesterday. The response had been gratifying.

Good will? "Not just that," Mr. Stone replied. "We are out to promise a better understanding of our problems." Speaking of good will, Mr. Stone gives the appearance of a diplomat. He replaced a fighter, Legge, who, only a few months ago, had stirred an economic storm in Kansas by saying no more than Mr. Stone had said in Hutchinson and Topeka the last few days. A storm followed Mr. Stone's visit, but it was a snow storm, and a welcome one, at that.

Debutante Not a Solution Mr. Stone talks rapidly and surely about the farm problems. He doesn't hesitate to attack the debutante. He insists it is not a solution. Other nations would not stand for America dumping its surplus on them any more than America would permit them to dump their surplus on us. "No," he said, "that is not the way. I am firmly convinced that co-operative marketing, with the farmers working co-operatively, is the key. The farmer has been so organized. Let me give you an example of what I mean."

"The tobacco industry's adventure is proof of my point. There were 175,000 tobacco raisers in Kentucky. Each one was doing his own business in his own way. There was no organization. On the other hand the buyers of the tobacco, possibly 175,000 stockholders in the big companies, were represented by four men, representing as many companies.

"Is there much difference between co-operation and corporation?"

Trouble for the Unorganized "Here you had four highly organized corporations buying in the interests of 175,000 stockholders from 175,000 individual farmers. Certainly troubles developed for the unorganized farmers. Then we formed the burley tobacco co-operative and conditions changed. The 175,000 tobacco farmers were represented by a small group of organized representatives."

"The same situation exists in any business. Farming is a business. It must be organized not only to market its products, but to control its crops to the best advantage." With Chairman Stone was Edgar C. Markham, assistant to the chairman. Mr. Markham, former Washington newspaper correspondent, is a former Kansan. His home was at Washington, D. C., and was near from K. U. He, too, was pleased by the reception they had received in Kansas and Oklahoma.

Chairman Stone and Mr. Markham left last night for Chicago.

#### Slash Spring Wheat Acreage 12 Percent

Growers' Intentions for This Year Reported by Agriculture Department to Total 13,992,000

The Smallest Since 1918

Some Increases in Winter Crop in Northwest Announced, With 4.9 Hike in Corn Plantings

WASHINGTON, March 26.—(AP)—The smallest Durum wheat acreage in the United States was reported today in the department of agriculture's report of intentions by farmers to plant 3,699,000 acres.

The department said the Durum acreage was 77.5 per cent of last year's and only slightly more than half the record 1928 acreage of 8,336,000 acres.

The intended acreage of spring wheat other than Durum, the department placed at 13,992,000 acres, or 83 per cent of the 1930 acreage.

35 Per Cent in Washington The greatest decreases were 35 per cent in Washington, where winter wheat acreage was greatly increased, and 30 per cent in Colorado, 40 per cent in Illinois, and 24 per cent in Idaho, where winter wheat abandonment now appears likely to be small.

The intended decrease in North Dakota is 6 per cent, in Minnesota 15 per cent. Acreage of spring wheat harvested has slightly exceeded the acreage intended.

Based on March 1 Returns If the usual departure is made this year, the department said, 14,083,000 acres of 88.6 per cent of the 1930 acreage will be harvested. This will be next to the smallest acreage of this crop since separate estimates were first made.

Farmers also were reported by the department today as intending to plant this year 4.9 per cent more acreage of corn.

#### AGRICULTURE FINDS COOPERATION DIFFICULT

(continued from page 1)

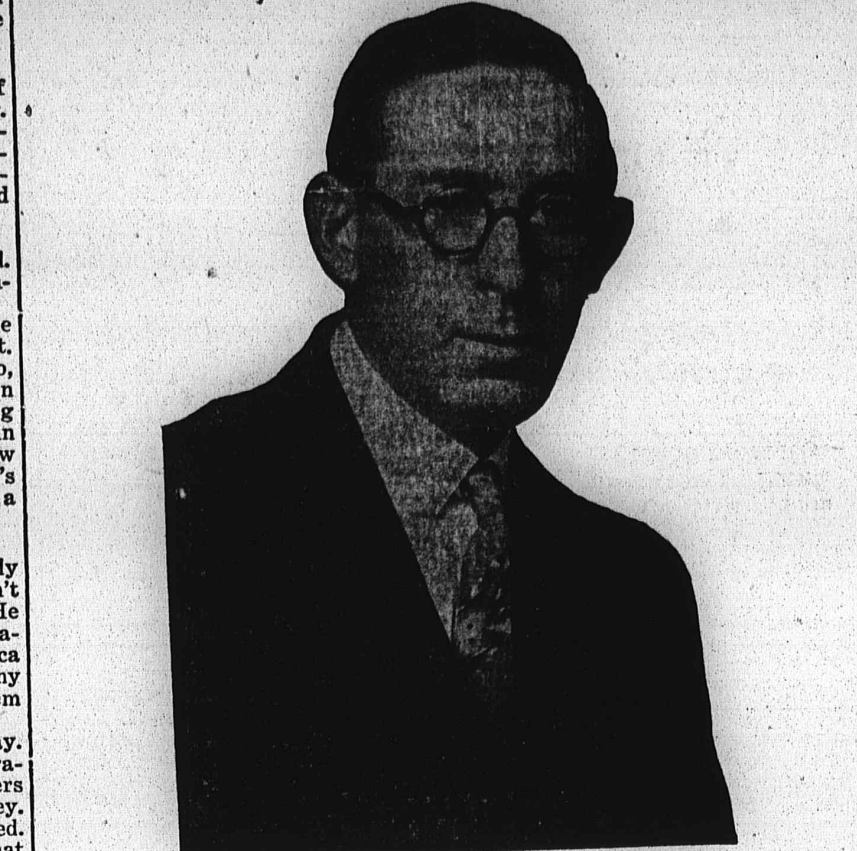
er countries. They are no longer experiments in many parts of Europe. They have been successful for thousands of years in China and in Egypt. Whenever they are formed they should result in betterment not only for the men and women immediately connected with the operation of the business but all those who are associated in the other activities of life.

Agriculture must be more profitable in order to insure a contented class of producers who will provide the country and the world with the food and clothing which are necessary if we are to maintain our existence.

But on account of the number of separate units in agriculture the efforts of cooperation have been frequently unavailing. It is for that reason that the government provided the Farm Board with five hundred million dollars and the provisions of the Farm Marketing Act. Recognizing that the farmers must help themselves and the government cannot fix prices or perform miracles, it is considered a proper function of the government to furnish information and provide education for the organization of important lines of agriculture into cooperatives. The government has helped establish factories and insured

Says Cooperative Handling of Petroleum Products will Lower Farmer's Cost of Production.

Howard A. Cowden, President Union Oil Co., (Coop.) Whose Radio Talk over WIBW, "The Farmer and the Oil Business" Appears in This Issue.



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the operation of mills. Therefore, the government had the perfect right and doubtless the duty to give aid to farmers along the line they needed aid and to show the method by which the farmers could best help themselves.

Aside from the cost of this education, and it is worth the money if it is successful, there is no expense to the government's activity and no reason to believe that the farmers will not be able to carry on when they are sufficiently organized to get by the indifference and lack of acquaintance which make farm organization difficult.

It is quite natural for the Board's work to be judged primarily by its emergency activities. Sensational elements that make boldface headlines in the newspapers and magazines of this country have grown out of emergency measures. Information that makes good news usually does not grow out of such long-time projects as those being developed in connection with co-operative marketing.

I am inclined to believe that if the sound principles of cooperative marketing involved in the long-time projects are to be passed along to farmers and consumers effectively we will have to depend primarily upon our vocational teachers, agricultural college and university professors, county agents, field workers, general farm organizations and cooperative associations.

I do not think that teaching of co-operative marketing principles will be limited to rural schools or agricultural colleges. In the future I believe children in our city schools and students in our colleges and universities will need to learn the fundamentals underlying our improved system of selling farm products. Troubles in agriculture spread to the nation as a whole, affecting both the city and country. This cannot be avoided because of our complex and interdependent system of marketing and distribution.

(continued next week)

EDUCATORS' WORK IN TEACHING CO-OPERATIVE MARKETING

(continued from page 1)

Association of Land Grant Colleges and Universities.

Today I am glad to say that federal and state agricultural agencies are earnestly cooperating on a national educational program designed to acquaint farmers with the new developments in cooperative marketing. The agencies participating in this correlated educational movement include the United States Department of Agriculture, Federal Board for Vocational Education, federal and state extension groups, land-grant colleges and universities, state departments of agriculture, general farm organizations, and farmers' cooperatives. All of these agencies, along with the Federal Farm Board, are aiming at the same goal—that of developing a more efficient and profitable system of marketing products produced on the farm. The task is of such magnitude that there is plenty of work for all.

Send for My New Booklet

DR. J. M. GAUME

Rectal Specialist

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Kansas City, Mo. Wakeeney, Kansas

Price List of Local Supplies

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