



# The Kansas Union Farmer

ORGANIZATION

EDUCATION

COOPERATION



VOLUME XXV

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NUMBER 16

## CREAMERY NOW ON COOPERATIVE BASIS

Has Abandoned Competitive Plan of Operations and Operates Cooperatively Now from Start to Finish for Producers' Benefit

### HAS SUPPORT OF FARM BOARD

Both Colony and Wakeeney Plants Handling Cream on New Basis; Turman in Charge of Wakeeney Plant, and Schell at Colony

The Farmers Union Cooperative Creamery Association, with two plants in Kansas serving Kansas producers, is for the first time operating on a truly cooperative basis. This Association has always had much to do with the development of cooperative marketing in Kansas for several years; but heretofore, it has been forced to compete with old line creameries in the purchase of cream and produce from its cooperative customers, returning profits to them when there were profits.

Now, under the new plan which is being put into operation, its operations are cooperative from start to finish. As this plan is developed it will mean great savings to the Kansas producers.

Last week the remarks of O. W. Schell, which he broadcast recently over radio station WIBW, Topeka, were published in this paper. Kansas Farmers Union members are anxious to learn more of the new purely cooperative plan of operations. A representative of the Kansas Union Farmer called on Mr. Schell in the Colony plant recently, in order to get further information to pass on to the readers. Mr. Schell and every one connected with the Creamery Association are eager for all who are interested to find out about the new plan.

At the time of the state convention of the Kansas Farmers Union in Clay Center late in October of this year, F. L. Betts of the regional cooperative sales agency known as the Dairy and Poultry Cooperatives, and Mr. Hobart of the Federal Farm Board were in Kansas, cooperating with the executive board of the Farmers Union Creamery Association, with the idea of getting the new plan started. The Federal Farm Board is interested in the plan, because it will place the operations on a basis of 100 percent cooperative, as has already been done in some instances with astounding success. Mr. Betts, because of former wide experience along this line, has been named as a sort of mediator between the Kansas association and the Farm Board.

Mr. Hobart and Mr. Betts met with the creamery board when both were here. The Kansas association has the assurance of the Farm Board that they will cooperate in every way possible.

It was the intention when the Farmers Union creamery plant was moved from Kansas City to Colony to place that plant on the new basis at once. However, it seemed best under certain circumstances to get in to the new plan gradually. Now, undoubtedly the time has arrived for the new plan to go into full effect.

One result of the new program has been the elimination of buying stations over the territory. This is because the cream is not bought outright as it was in the beginning. Instead, the creamery acts as a manufacturing and marketing agency, giving the producer every cent his product brings as a finished product after necessary manufacturing and

marketing costs are paid. In other words, the association is abandoning the competitive plan in favor of a purely cooperative plan. This purely cooperative plan has been in effect for many years in the Northern states, and is highly successful. It is not an untried theory, but a well established plan which is known to be successful and which has greatly benefited producers in other states.

How It Operates  
A letter recently mailed to friends and patrons of the Colony plant of the Farmers Union Cooperative Creamery Association explains explicitly. Part of this letter is reproduced here:

"Your cream will be received by the association and united with cream from other patrons. It will then be manufactured into butter at the association plant at Colony. It will be sold through the Dairy & Poultry Cooperatives, Inc., of Chicago, a cooperative sales agency of which this association is a member.

"This will be conducted on a monthly settlement basis. All cream received during the month will be processed and sold and settlement for each month's receipts will be settled for on or before the 15th of the following month.

"For the convenience of those patrons who wish it, an advance of 75 percent of the market value of cream delivered will be made on Wednesday of each week for cream delivered the previous week.

Full Value Returned  
"Final settlements at the close of each month will be based on the actual sales returns of the butter sold, thus returning to the producer the full value of his cream.

"The association has been handling a small volume of cream on this basis for the past four months and the returns to those patrons have been very satisfactory. Investigation of those Cooperative Creameries operating on this plan show that they have exceeded their patrons' expectations.

TO THEIR PATRONS EXCEED THE RETURNS FROM CREAM SOLD ELSEWHERE, as no profits are retained by the association, but are pro-rated back to the producer at the close of each month. That which has been proven by other Cooperative Associations can be carried out by this Association."

Wakeeney Plant, Too  
The Colony plant, under the direction of Mr. Schell, went on the purely cooperative basis on November 15.

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## A Get-Acquainted Tour

The Kansas Farmers Union, the Kansas Farm Bureau and the Kansas State Grange will be represented on an educational tour over Kansas sponsored by the Kansas Cooperative League. The tour will begin on December 6 and will terminate on December 9. Farm organization representatives and leaders who are to be guests of the Kansas Cooperative League on this tour are Ralph Snyder, president of the Kansas Farm Bureau; C. C. Cogswell, master Kansas State Grange; and Floyd H. Lynn, secretary-treasurer of the Kansas Farmers Union.

Farmers Union leaders of the various communities visited will be special guests at Atchison, Fort Scott, Ottawa, Pittsburg, Sedan, Wichita, Hutchinson and Emporia. Expenses of the tour are to be borne by the League. The purpose of the tour is to get the industries and leaders better acquainted with the different communities, and to promote a better understanding between industries and agriculture in Kansas.

Fred P. Metzger, secretary-treasurer of the Kansas Cooperative League, has announced that reservations have been made for 75 representatives of the 16 groups comprising the sponsor membership of the League as participants in the Educational Tour of central and eastern Kansas.

Three modern 25-passenger busses, accompanied by a modern broadcasting and musical bus equipped to render musical programs by electrical transcription, has also been provided. Mr. Metzger also announces that the 4-day tour will embrace visits to 30 different Kansas cities in each of which the visitors will be the hosts of the Chamber of Commerce and other local business organizations, ever directed.

and that more than a dozen 60 to 100 piece local bands and orchestras will participate in local special musical programs provided as a part of the local entertainment enroute.

The outstanding demonstration will be that at Wichita on the evening of December 8th, where the Tourists will be guests of the three outstanding commercial and industrial organizations of that city, the Chamber of Commerce, the Wichita Manufacturers' Club, and the Wichita Independent Business Men's Association.

Among many features connected with the Wichita demonstration and reception will be a banquet in the City Forum of more than 2000 plates.

Fifty outstanding Kansans have been invited as special guests at the Wichita banquet, in addition to the special guests who will accompany the tour throughout its itinerary.

Like demonstrations have been arranged for the visitors although on not quite such an elaborate scale at Atchison, Fort Scott, Sedan and Hutchinson at noon-day luncheon meetings, and at Ottawa, Pittsburg and Emporia dinner meetings.

The majority of menus provided at the different dining points will consist of the products of the home-grown and home-processed products. At Hutchinson, even the menu will be printed upon cardboard, the product of Hutchinson paper mills.

William A. Bibby of Topeka, Educational Director of the League and organizer of the pending tour, in commenting upon the tour and conferences to be held in connection therewith, has stated that the tour and attendant demonstrations to be held next week is the largest and most heavily patronized like tour which has ever directed.

## POOLING MINERAL INTERESTS BRINGS GENERAL WEALTH

Farmers Union Royalty Company Leads Movement in Kansas which will Bring Wealth to Farmers and Their Organizations

### MR. BLAKE EXPLAINS

National Farmers Union Adopts Resolution Favoring Pooling of Mineral Rights as Already Started in Kansas, Oklahoma and Colorado

The importance of pooling mineral rights by the farmers of Kansas and other middle west states, and the general good which will come from such a program, have been pointed out many times to Kansas farmers. One of the most active exponents of the movement, in fact, one who has had as much to do with it than any other man, is Aldrich Blake. Mr. Blake had much to do with promoting the Farmers Union Royalty Co., as well as similar cooperative pools in other states. He appeared before the Farmers Union state convention at Clay Center some weeks ago, and before the National Farmers Union Convention later in Omaha, and explained his plan, and reported on progress being made.

The national Farmers Union adopted the following resolution:

Whereas, There are more than one billion acres of potential mineral lands in the United States, and the annual value of the minerals produced in many sections is more than, or

### TED BELDEN ON WIBW

Those readers of the Kansas Union Farmer who are fortunate enough to have access to a radio, and who will tune in on WIBW, Topeka, at 7:30 o'clock Thursday evening, December 8, will hear Ted Belden, manager of the Farmers Union Jobbing Association merchandising department. Mr. Belden will have charge of the Farmers Union weekly half-hour period at that time. He will have a message which will be of interest to all.

nearly equal to, the value of all farm crops combined; and,

Whereas, Members of the Farmers Union of Oklahoma, Kansas and Colorado and farm groups in Texas and New Mexico recently have organized cooperative mineral acreage pools so that the mineral wealth produced from the land may be more equally distributed among farmers; now,

Therefore we hereby approve and endorse the principle of cooperatively pooling the mineral resources of the nation in the manner that such cooperative mineral acreage pools already have been launched by members of the Farmers Union organizations of Colorado, Oklahoma, Kansas, and by farm groups in Texas and New Mexico; and

Be it further resolved, that legislation be recommended to the American Congress which will bring these and similar cooperative mineral acreage pools under the state and federal laws now governing cooperatives' dealing in livestock and agricultural commodities.

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## HOW SAFE IS LIFE INSURANCE IS TOLD BY LEAR ON RADIO

Kansas Manager of Farmers Union Mutual Life Insurance Co. Pointed Out Fact that Life Insurance Has Weathered All Storms

### IS A STABILIZER

Has Paid All Claims in Full in Face of Many Panics and Depressions; Farmers Union Company is One of Best

The safety and stability of life insurance, and the influence for good which it has had throughout the history of the development of this nation, formed the basis of an address delivered by Rex Lear over radio station WIBW, Topeka, last Thursday evening. Mr. Lear is Kansas manager of the Farmers Union Mutual Life Insurance Co. His headquarters offices are in Salina, Kansas, and the head offices of the Farmers Union Mutual Life Insurance Co. are in Des Moines, Iowa.

Mr. Lear mentioned that the subject of his remarks would be: "How Safe Is Life Insurance?" Then he continued:

It is important that we find the answer to this question because the old age hopes of millions of men and women rest upon the stability of life insurance. The happiness and welfare of millions of homes rest upon the ability of the companies to meet their contracts to the penny and to the day.

We will let history answer this question. In the last 75 years we

### CONGRESS IN SESSION

Congress will have convened in Washington before this issue of the Kansas Union Farmer reaches its readers. This is a "lame duck" session, when many Congressmen and Senators are in Congress who know they will not return the next session because of having been defeated at the recent election, or because they did not run for office again. Political experts say this is likely to be the last "lame duck" session.

Whether or not this session will be productive of much beneficial legislation remains to be found out. Whether any constructive farm legislation or legislation designed to bring cost of production comes from this session or any forthcoming sessions depends largely on how vigorously we as farmers demand it. We cannot demand it without being organized. Let us bring the Farmers Union membership up to full strength and then watch for results.

have had seven major financial depressions. Sixteen of the Legal Reserve Companies in existence today were doing business prior to that time. The Insurance R. & R. Service and the National Underwriter Magazine are the authorities from which my figures are quoted.

### Former Depressions

In 1857, eighteen banks in New York City failed in one day, including the oldest and largest bank in the city. Mobs carrying banners marked "Bread or Death" paraded the streets of the larger cities; threats were made to plunder the banks of the Sub-Treasury. Federal troops were called out to protect them. On November 6th a mob of 5000 hungry men attacked the New York City Hall. Banks and individuals hoarded money until it was almost an unknown quantity.

Bumper crops in Europe destroyed the foreign market for wheat. Wide spread business failures brought about terrible and frightful business stagnation.

It was in this troublesome year that the fundamental principals upon which Life Insurance rests were being tried and tested—a trial by fire which proved the value of the Life Insurance Plan.

In 1873, the New York Stock Exchange closed for a week. Seventy two railway corporations were in default. Rioting was serious in the financial districts of all great cities. In one day 19 stock exchanges failed and the President of the United States came from Washington to New York to see what could be done.

Masses of laborers were out of employment. The towns were lonesome and the stores were empty of customers. In one week 5000 commercial failures were reported. One fifth of the railroads' investment was sold under foreclosure. Paper circulation increased \$750,000,000 and gold reserves shrank to the dangerously low margin of 13.09.

Thirty one of the Legal Reserve Life Insurance Companies in business today came through this terrible year, meeting every obligation—a tribute to the plan upon which the everlasting companies are built.

In 1893, in one month's time, 407 public and private banks failed. Scorching winds reduced the corn crop of Iowa, Kansas and Nebraska from 584,000,000 bushels to 137,000,000 bushels. One hundred sixty nine railroads were unable to meet mortgage interest. The government was within a few days of bankruptcy and suspension of gold payments were anticipated.

It seemed as if all the inhabitants of all the towns were idly walking the streets and the manufacturers were doing nothing but sending delegates to the President asking what could be done about conditions. Many great corporations were wrecked.

A letter to Henry Adams said, "Return immediately. Boston is bankrupt and you are a beggar." In town after town, every mill and factory was shut down. Federal troops hurried.

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Cooperation covers two lines of endeavors—cooperation in a business way and cooperation in a legislative way.

"Cooperation in a Business Way"—The National Farmers Union does not undertake to promote cooperative business institutions. This work is left to the various state organizations. Practically all state Farmers Unions have promoted marketing organizations.

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## SIMPSON TELLS OF PLAN AND PURPOSE OF FARMERS UNION

National Farmers Union President Resumes Broadcasting over NBC after Absence of Last Three Months

### URGES ORGANIZATION

Mentions Success of Farmers Union Cooperative Buying and Selling Programs, and Tells of Cooperation in Legislation

President John A. Simpson of the National Farmers Union delivered a one-hour address over the NBC chain of radio stations during the hour on Saturday, November 26. He spoke from the Chicago studios of the chain. Due to the length of the address, the Kansas Union Farmer is publishing the first half of the address in this issue and the last half will follow next week.

The first few minutes of the address were devoted to a greeting by the national president, in which he mentioned that for the first seven months of the year he occupied the Farmers Union hour which comes the fourth Saturday of each month. Then he went on a campaign during which time he visited and spoke to Farmers Union gatherings in several states, traveling more than 12,000 miles. During this time the Farmers Union hour was occupied by others.

In his November 26 speech, Mr. Simpson discussed three related subjects: "The Plans and Purposes of the Farmers Union," "The Opportunity for Remedial Legislation," and "The Duties of Citizenship." The first of these three discussions comprises that part of the address published this week. His talk follows:

Farmers Union  
The legal name of our organization is "The Farmers Educational and Cooperative Union of America." You will observe in this name the words "educational" and "cooperative." The Farmers Union is built around these two words. Education comes first. Out of education comes organization. Out of organization comes cooperation.

Organization is right. The man who says he does not believe in organization is an anarchist, because all government is nothing more or less than organization. The farmer who says he does not believe in organization ought to go back to the life of primitive man living in a cave, subsist on roots and fruits of the forest, and hunt his meat with a club. When a farmer hires one mule to a double shovel and puts his hands to the handle he is practicing organization. With two horses to a cultivator he has progressed in the field of organization. With four to the double row, he is establishing the grandest organization this side of heaven—the home.

God himself is the supreme organizer. He made the earth, the moon, the sun, the stars, and organized them into the universe with each operating with the other so accurately that scientists can figure thousands of years in the future the exact position of one planet to another. They move in relation to each other in a degree of exactness superior to the works of the best watch or clock ever made by man.

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# VOLUNTEERS ARE NEEDED

DO YOU PRIDE YOURSELF ON BEING A GOOD COOPERATOR

ARE YOU ONE OF THE COMPARATIVELY FEW WHO HAVE CAUGHT THE TRUE SPIRIT OF COOPERATION SO THAT IT REALLY GRIPS YOU?

APPLY THIS TEST: Do you give the Farmers Union much thought except at county or local meetings? Your honest answer to this test question will tell you whether or not you have caught the real spirit of cooperation. If you haven't caught it, catch it.

If you are a real cooperator in the Farmers Union, then you can do your organization a lot of good. YOU ARE NEEDED.

If the Farmers Union Membership Drive is to succeed, men and women like you are needed to VOLUNTEER for definite service within your own county or your own local. Don't wait to be asked—jump right in and do all you can. If you are not an officer, call, write or see your local or county president or secretary and find out what you can do to help. Better still—offer something definite.

Ask to be given some time on the next county or local program, either in your own local or in some neighbor local, and avail yourself of the opportunity to help put this December Drive across. Get two or three other good men or women to team with you AND GET SOMETHING STARTED.

REMEMBER—The county which on January 31 shows the largest percentage of its farmers to be paid up for 1933 in the Farmers Union gets a prize of

\$50.00

The county which shows the greatest percentage increase in its Farmers Union membership, comparing its 1933 membership on January 31 with total 1932 membership, provided it has 25 1932 members, is to get a prize of

\$30.00

REMEMBER, too, that a full strength membership at the first of the year is just what Kansas farmers need in order to be assured of the recognition and legislation which we must have.

If we get our membership built up AFTER the legislature meets and AFTER Congress adjourns, our organization will not be as effective as it should be.

VOLUNTEER FOR SERVICE. We would be glad if you would write your views to the state president or the state secretary.

## Back to the Horse and Buggy?

In these times of stress and difficulty the suggestion is sometimes made that people should return to the horse and buggy as a means of transportation and that other similar changes should be made which would return to use things which have gone into the discard in favor of improvements, says W. E. Grimes of Kansas State College, writing in the Kansas Labor and Industrial Bulletin.

The difficulties of the present time have made it necessary that some people discontinue the use of their automobiles. Many radios are not available to maintain them. This is particularly true in rural communities. Other economies have been necessary in all too many cases. The question arises as to whether these changes which involve returning to older and less desirable methods are to become permanent. All will agree that they should not become permanent provided incomes can be restored so that these conveniences can be secured.

Some people contend that the use of some of these conveniences, which are termed luxuries and semiluxuries by these same people, are the causes of the present economic distress. Careful study of the present situation on it fails to show that they are to blame for the difficulties.

As the depression is overcome, it will be increasingly possible to make full use of the improvements in productive efficiency which have come into existence in recent years. By improvements in productive efficiency

is meant those new machines and methods which have reduced the labor required to produce a given quantity of product. This may be illustrated by the changes that have taken place in wheat production. In recent years better methods of seed-bed preparation and better adapted varieties of wheat have been introduced. These methods and varieties have increased the yields per acre without increasing the labor required to grow and harvest an acre of wheat. As a result more wheat is secured with the same labor so that less time is required to produce each bushel.

Improved methods of seed-bed preparation and improved varieties of wheat are not the only improvements in wheat production. There have been improved machines developed for use in producing wheat. These machines include the tractor, the truck, the combine, and the automobile. All of these machines have lessened the cost of producing wheat and thereby increased the productive efficiency of those who produce wheat.

Similar improvements have been introduced in the production of other farm products. Corn, hogs, cotton, beef cattle, dairy and poultry products are all produced at lower costs and with less labor than was required only a few years ago. Improvements that have been contributed to this include better transportation methods and systems, improved ways of producing crops and live stock, improved machinery and better adapted varieties of crops and strains of live stock.

These changes are not confined to (continued on page 3)

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Floyd H. Lynn, 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. 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 handed up until noon Saturday on the week preceding publication date.

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FARMERS UNION JOBBING ASSOCIATION—1140 Board of Trade Bldg., Kansas City, Mo.; 915 United Life Bldg., Salina, Kans.; 1004 Corby Bldg., St. Joseph, Mo. H. E. Witham, General Manager.

FARMERS UNION CO-OPERATIVE PRODUCE ASSOCIATION—Colony and Wakeeney, Kansas.

FARMERS UNION LIVE STOCK COMMISSION—Suite 127 Live Stock Exchange Bldg., Kansas City, Mo.; Live Stock Exchange Bldg., Wichita, Kans. G. W. Hobbs, General Manager.

FARMERS UNION MUTUAL INSURANCE CO.—Room 202 Farmers Union Bldg., Salina, Kans. W. J. Spencer, President-Manager.

FARMERS UNION AUDITING ASSOCIATION—Room 205, Farmers Union Bldg., Thomas B. Dunn, Secretary-Manager, Salina, Kans.

KANSAS FARMERS UNION—Salina, Kansas, Room 208 Farmers Union Bldg.

FARMERS UNION MUTUAL LIFE INSURANCE CO.—Room 200, Farmers Union Bldg., Rex Lear, State Manager, Salina, Kans.

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SALINA, KANSAS, THURSDAY, DECEMBER 8, 1932

### LET'S ALL GO HUNTING

The editor went hunting the other day, out here in Saline county. He was one of bunch of five who stole three hours one afternoon and devoted their efforts to thinning out the jack-rabbit population. We shot several—and, of course, some got away.

Hunting those jackrabbits made us think of the Farmers Union Membership Drive. We spread our party out a few yards apart and walked through a strip of stubble and grass. A dog trotted back and forth in front of us. We covered the whole strip in one trip. No jackrabbits were left hiding in the stubble. They jumped up and ran as we approached, and either got away or were shot. This has nothing to do with the story, but the luckiest rabbits were those which got up within range of your editor. He's not much of a shot.

At any rate, by organizing our march through that stubble, we were able to get all the jackrabbits out. If there had been but one or two of our party, many of the rabbits would still have been hiding in that strip after we had gone through. Have you any idea now why that hunt reminded us of the membership drive? Another thing: After we had tramped through the first strip of stubble, we went on to the next one, on the other side of the field which had been plowed up and sowed to wheat. Those rabbits which were lucky enough to escape (being largely those which your editor had shot at) had raced to this second strip of stubble and weeds. Here, again, we organized our march, and no rabbit stayed in the strip—alive. Organization, numbers and marksmanship turned the trick.

Here, again, is a similarity to the Farmers Union membership drive. Not all of us were good shots. Perhaps only two of the party could lay claim to being good marksmen. Yet the net results of the hunt depended on all of us being there, in order to scare up all the rabbits.

Think this over. Perhaps you feel yourself to be somewhat inferior to some of your neighbors when it comes to going out and getting members to join the Farmers Union local. Even if that be true, you are needed in the hunt for new members. You have a part to do, and if you do not do it, the whole program suffers.

Then perhaps you feel that you are a better member-getter than your neighbor. Even if that be true, you need your neighbor's help. There is work for every farmer to do, work for every farmer's wife to do, and work for all the kids.

**Get Into the Drive**  
The hunt—the membership drive—is on right now. It is time right now—this week—for each local or each neighborhood or county to organize its forces and scour the whole community for members, new and old. Get as many as possible to join in the drive. "Scare up" every farmer in the whole neighborhood and either "get" him or make a try at it, anyway. Some of them will get away—the first time at least. Organize again, or stay organized, and go after those who escaped the first time.

**Lots of Game**  
Hunting for members should be good. There certainly is no lack of those eligible. You have plenty of high-powered ammunition. You can show any farmer that he needs a full-strength class organization to represent him in Topeka and Washington. Every farmer knows that what agriculture receives from the hands of the lawmakers is as important to him as the success of his crops. What good are his crops to him if he cannot receive the cost of raising them, or of feeding his live stock?

Every farmer knows that he must have some control over marketing his products. All should know that the only way in which that control can be obtained and kept is through marketing institutions of their own. All should be made to know that the Farmers Union is the class organization which will help the farmer to get control of his markets, and keep them in control. The Farmers Union is built on that very foundation, along with the idea of forcing, through organization, the proper legislation for farmers as a class.

Your ammunition is all the more effective now, because of the fact that a farmer can join his class organization without the payment of initiation fees or the payment of back dues. It is easier now than it has been for him to join the Farmers Union.

**All Are Helped**  
On first thought, it would seem that every farmer in Kansas who could possibly get \$2.75 together, would voluntarily invest in this assurance of class

betterment. Experience teaches us, however, that not many will join if not urged by their neighbors. There is not a farmer in Kansas who is not more than \$2.75 better off than he would have been if there had been no Farmers Union here. Perhaps he cannot actually point to a payment of that much money, or more, which he received because of the Farmers Union, yet the fact remains that he has been benefitted that much—or much more. The presence of the Farmers Union firm on the Kansas City and Wichita live stock markets has had a great influence on prices, and a great influence in reducing marketing costs. The presence of the Farmers Union Cooperative Creamery association in Kansas, has, among other things, caused old line companies to hike their prices to producers in order to attempt to choke out the cooperatives. Now this Association is entering on a purely cooperative program which will eliminate much of the cost of marketing, and which will have a great influence toward bringing higher net prices to producers.

The Farmers Union Jobbing Association, whether you are a patron or not, has helped you in narrowing the margin required to handle and market your grain. Its presence on the market also has caused old line companies to narrow their margins. Its merchandise department has brought merchandise to you, which you have to buy, at lower costs.

Insurance costs to farmers have been reduced because of the presence of the Farmers Union companies—both property and life insurance.

The Farmers Union Auditing Association has helped maintain efficiency of these marketing and purchasing associations, and has thereby helped you.

Cooperative oil and gasoline purchasing, as carried on within the Farmers Union organizations, through affiliation with the Union Oil Co., has been of material benefit to Kansas farmers.

The Farmers Union has been an influence in the matter of freight rates. They are high enough now. They were lowered for a while because of the influence of the Farmers Union working with other farm organizations. The Farmers Union is still cooperating in a fight to prevent further increases.

Countless farmers have been benefitted by the fact that gasoline used in operating farms is exempt from the state gasoline tax. The income tax legislation which is now possible will be a great benefit to owners of farms and farm property which has been over-burdened with property taxes. These things, and many more, are the direct result of the fight waged by your class organization, working with other organizations. You have benefitted, and you owe your allegiance to your class organization. Your benefits far exceed the cost of yearly membership in the Farmers Union.

Your benefits will be much more extensive if the Farmers Union can be brought up to full strength by the first part of the year.

You, who go out on this hunt, or this membership drive, have plenty of ammunition—plenty to offer. Get in line, and let's get this job done.

### PRESIDENT'S COLUMN

CAL A. WARD  
President Kansas Farmers Union

### MUCH DEPENDS ON THE FARMERS UNION

The officials of the Farmers Union are watching with a great deal of interest the outcome of our campaign to increase our members. The Kansas Union Farmer is the mouthpiece which carries from time to time the message which presents our program.

As we go about over the State mixing with business groups as well as our own people we hear a lot of fine compliments on the paper and the type of a program we are endeavoring to put over.

We have stated repeatedly that it is impossible to publish every scheme, notion and plan which comes to our desk proposing to deal with some phase of the economic problems of today. It has been our purpose to analyze and study as best we can all proposals and suggestions and then arrive at a basis which most usually represents the thought

of those who are conservative, yet constructive.

We are sincere, and we believe thousands of our members are, in an attempt to make our organization more effective. If the Kansas Farmers Union is to continue to be a dominant factor in Kansas affairs, if the Kansas Farmers Union is to be of real benefit to its members and farmers in general, then we dare not slacken up.

Of course, most people understand the great obstacles which are confronting all of us in our attempt to do something for our people. We are all agreed that something must be done and done immediately; but the profound question is, what are we to do? It is to be hoped that our people will stand by our leaders, as together we work out these problems.

### All Trying to Help

The writer has attended a good many conferences, both state-wide and nationally wide, during the past two or three months. Most of these conferences have been held behind closed doors. There are so many angles to the problems with which we deal that it is unwise to advertise our proceedings without the utmost precaution. All of our farm leaders should be credited with the honesty and sincerity of purpose by which they are trying to help our people. We are constantly being called upon to give the benefit of our knowledge and experience to business men and various leaders as they, too, attempt to help out in the situation.

### Problems are Mutual

The papers of the past few weeks have constantly carried publicity referring to the farm organizations and the work they are trying to do. A lot of people are watching with interest and wondering what congress will do during its short session. I would like to convey to our people the fact that leaders of business and representatives of many various groups are volunteering their support to emergency legislation which will give the farmer the cost of production for his crops.

I have repeatedly stated that we make progress by compromising and that if even we farmers want to get anywhere with our legislative programs, we must take into consideration other interests. It is quite easy for us to get all enthused and worked up about some issue and declare that we are going to demand certain things from our government. It is quite another thing to really get the job done. The Kansas Farmers Union has the respect of the best citizens of Kansas and of many leaders of our nation. Your leaders are trying to be fair. We know that those things which will benefit the farmer will also benefit the business man, therefore our problems are mutual.

Every member of our organization and those who are considering joining it should take on new courage, when we consider that were it not for our organization, things would be materially worse. No farmer has a right to say that our organization is of no avail or that every farmer should not be organized. The passage of the graduated income tax amendment may properly be credited to the work and effort of the Kansas Farm Organizations. With the passage of this amendment, our job is just half done. We must use a lot of judgment in drafting the new income tax bill. It absolutely must reduce taxes. It must not be in any sense of the word an additional tax. Under the new law many who are today evading just taxation and many who have incomes and pay little or no taxation must be placed on the tax rolls that they may help to pay the cost of government.

### National Legislation

The Norbeck Bill, which may be termed emergency legislation, should be and we hope will be passed during the short session of Congress. If this Congress fails to pass it or a bill carrying its principle which is designed to raise farm commodity prices, then upon the inaugural of Governor Roosevelt to the presidency, Congress should convene again and work out emergency farm legislation and pass a bill such as the domestic allotment plan which not only seeks to raise price levels but in addition will control production and put us on a domestic base until we can get our world's markets back.

**Work Through Organization**  
These are only a few of the things that the Farmers Union

is playing a very definite part in. No farmer can justly justify a position of refusing to unite with a farm organization. It is the unqualified duty of every member to speak to his neighbor and ask him to join, in order that we may restore economic justice. We have sat idly by too long now. If we are to help ourselves at the present time, if we are to prepare for the future in order that the younger generation may live in peace and security on American farms, and if our nation is to be truly democratic, and if we are to occupy a favorable position in our relationship to other nations, then our voice must be heard, and I see no other way than through the channel which we have—the Farmers Union.

### Good people, put this job over during the months of December or January. You can add thousands to our membership rolls and these thousands will give us additional power to wrestle and cope with our ever rising economic problems.

### POOLING MINERAL INTERESTS BRINGS GENERAL WELFARE

(continued from page 1)

In his Kansas convention speech, Mr. Blake, after being introduced by G. E. Creitz, state manager of the Farmers Union Royalty Co., said: "The cooperative pooling of mineral rights is one of the most important ever started in the United States, and I make the prediction that before this move has ended it will make the largest contribution to your Kansas Farmers Union of any activity you have."

He mentioned the fact that a few people of Kansas have received all the royalty benefits from the wealth of the state, and that the rest of the state has been left in poverty. He said, "I figured out once," he said, "that if the mineral royalty interests of the farmers of Oklahoma were pooled originally in that state, there would not need to have been a single mortgage on any farm in Oklahoma. Besides, there would have been enough money to send every farmer's child to the University."

Continuing, Mr. Blake said, in part: "I say fundamentally any move which looks to a more equal division of national income is socially and economically justified. In working out the program we are taking we will take 2229 land owners, asking them not to pool all mineral rights, but only half of them, each to receive a share in the pool, or a part of whatever those 2229 quarter sections of land might earn from a discovery of minerals. Why do we use that figure? Because the one time this has been tried out was in the Osage Tribe where the Indians were compelled by the Act of Congress to pool their mineral rights. As a result, they became the richest people per capita in the world. Each share has been more than \$110,000 up to date. If they had been as foolish as the white man and had failed to pool their mineral rights, less than 100 of those Indians would have received the money, and the others nothing. There is about one chance in 100 that minerals are under your land."

"When you come into a cooperative mineral acreage pool, you get the law of averages, not only under your land but under the lands of others. Take your Kansas pool, if it should earn acre for acre what the Osage has earned, it would be \$110,000 each in a few years. Sooner or later the shares in the Kansas Farmers Union Royalty Company will be worth more on an average than the farms and the improvements on them. Certainly out of 2229 quarter sections in the western part of this state there is going to be developed plenty of mineral wealth."

"What else have we done? We put these incomes all in trust, to eliminate the question of honesty. We provided that regardless of the number of shares a person owns, he only votes once, so there is no control by number of shares. We provided you can only have 10 shares so nobody can get control of the organization. There is no element of management involved in this form of cooperation. It spends no money for any purpose. "We have formed a cooperative group where there are no marketing problems. Our pool does not have to borrow any money. It has no marketing problems. We are not affected by fire, earth quakes or tornadoes. You have an ideal combination in this particular kind of a cooperative move, and factors that are not present in any other cooperative enterprise organized anywhere. Every possible safeguard has been taken to preserve the income of those shares for the people who have had the good sense to pool their mineral rights."

"I want to talk about the effect this kind of a movement has on a farm organization, as such. It did not originate as a Farmers Union movement. At the time it started the Farmers Union of Oklahoma did not have anything to do with it. We had several pools already in operation before the Farmers Union became interested."

"We started out pretty fast in Kansas and we had 1000 deeds in this state before we hardly had started. Then along came the October crash. There are now nearly 1300 quarter sections in Kansas pooled. No liabilities exist and there is some cash on hand in the Trustee bank. I doubt if you find many institutions throughout the United States more solid and sound, in spite of this depression, the worst in history, than this Kansas Farmers Union Royalty Company; and the other pools in the several other states. There is not a chance on earth that it will become insolvent."

"Mention has been made about the Flag Oil Company. We entered into a contract under which we paid into the treasury of the Farmers Union so much cash and so much stock in

the Flag Oil Company. Farmers organizations have always been handicapped because they have not accumulated enough money to get something done. We thought something should be done for the organizations themselves. In the building, we had to organize some company whose stock was for sale to the general public in order to get money to put the agents in the field to do the job. The Flag Oil Company was organized, that it should receive one fourth interest in the acreage. It pays all the bills, all the overhead. We pay into the treasury of the state Farmers Union of Kansas 10 shares for every one of these.

"I make you again the prediction that your Kansas Farmers Union Royalty Company, when we are able to function again, counting the cash you will get, plus the market value of that stock, will leave an endowment of a large and substantial character to the Farmers Union of the state of Kansas. We are making similar provisions in the state of Oklahoma, and are opening a pool in Colorado."

"It takes money for men to carry on fights in this country. We have another way of getting some money. We are going to make a fight for it. More than two years ago we went to Washington and there Senator Thomas introduced a resolution to make a survey of this country's mineral movement as it relates to mineral rights. A representative of the Bureau of Land Economics was to do this. He made an investigation. He was an economist coming out of La Follette's school in Wisconsin and you had to show him. He made a profound study of the benefits to be derived from cooperative pooling of mineral acreage. Finally the report was made to the United States Senate and was made a public document. It is very favorable and very enlightening. This is one from a cooperative enterprise which is entitled to Federal Aid from the United States Government and I am headed for Washington from here for a meeting about it. This aid is not given to the pools direct but this money comes to our finance companies. If it is made available, as I am sure it will, we will pay our money into the treasury where we own, and put organizations into the field getting acreage again. We will set the whole thing in motion at the time when men need work and at the time when your treasury needs money."

"I am amazed more farmers do not write in to our office and ask for the application blanks and get the deed, but I have discovered it takes time and effort and explanations to start new movements among the people. This is not a get-rich-quick proposition, but it is a moral proposition. If the farmers will participate in it by virtue of an equal division of the income of the natural resources of Kansas, we will make all those participating reasonably independent of the government. I am biased that is our picture. We want you to become more interested in the future in this particular activity of your Union than you have been in the past. I sincerely appreciate the sympathetic understanding of the officials of your state organization. I appreciate the interest they have shown and the cooperation extended. If you come into this pool I believe, in the long run you will not only help yourselves but by virtue of this cash and stock endowment, I am absolutely certain in the last analysis it will put enough money in your state treasury so you will not be burdened with a deficit in the future, no matter how hard or severe the times may be."

### HOW SAFE IS LIFE INSURANCE IS TOLD BY LEAR ON RADIO

(continued from page 1)

ried from city to city to protect property against riots and desperate demonstrations of mobs of hungry men.

During these trying days Life Insurance companies carried on, paying a total of \$175,973,210 in a year when money almost disappeared from circulation. In 1907, bids of 100 per cent for call money brought no response. Improvised currencies came into use, certificates made out by corporations were circulated as money. Harriman, pacing the floor, declared, "The greatest stock bargain in the world and nobody with a dollar to buy them." Western Governors appointed "holiday" to protect State Banks. The Baltimore fire and San Francisco earthquake added to the universal pessimistic outlook.

Yet not a single life insurance company found it necessary to disturb its regular business of paying cash when and as cash was due. \$445,069,100 been paid out—every dollar of every obligation.

In 1921, business profits which in 1920 were almost one billion dollars suddenly dropped to less than one hundred million dollars. In six months the average price of stock fell 50 per cent. The price of farm products shrank eighteen billion dollars. Thousands of personal fortunes were wiped out, but all Legal Reserve Life Insurance policies were still worth 100 cents on the dollar.

### Present Depression

In 1931-1932, the story of what happened is too well known to call for repetition. Everyone knows how sorely business has been depressed how great have been the demands for cash, how wide-spread and severe the suffering has been. The year 1931 will go down in history as one of the major depressions but there was no panic, largely because of the growth of life insurance in the past decade and its consequent ability to act as a stabilizing agent. During this year Life Insurance Companies paid in cash to policy holders and beneficiaries the staggering total of \$2,600,000,000. A great demonstration of the ability to meet every obligation of every contract.

The statement of Calvin Coolidge is justified. He says, "Life Insurance is as safe as any financial institution can be." We can be a people that are congratulating ourselves upon the fact that of all our great financial institutions, it is Life Insurance that has come through the storm with flying colors.

During the heat of the recent political campaign many statements were

made regarding the government loans through the Reconstruction Finance Company to the Railroads, Banks, Insurance Companies, etc. In the minds of some people I find an over-emphasized picture of the Reconstruction Finance Company's loans as concerning Life Insurance Companies. The Reconstruction Finance Corporation began making loans on February 2, 1932. Up to October first, they had made loans totaling \$1,180,382,181. Of this amount 59 per cent went to banks and trust companies, 19 per cent to railroads, 9 per cent to building and loans, and the balance to other types of financial institutions. Of this total amount less than 2 per cent went to Life Insurance Companies.

During the period from February to September this year when money became frightfully scarce, the Life Insurance Companies paid out every twenty-four hours a great golden stream of \$8,354,330. Every night at midnight, the golden stream of Life Insurance left the home offices with its total of more than eight million dollars.

The total amount received from the Reconstruction Finance Company would amount to less than four days' shipments. Expressed in percentages, we find that the corporation loans represent only 1.34 per cent of the distributions.

The total assets of the Legal Reserve Life Insurance companies are over 20 billion dollars. The loans made amount to only one tenth of one per cent of these assets.

These figures do not indicate that there would have been an epidemic of company failures if the corporation had not made its life insurance loans; but when we see, as I have shown, that the life insurance loans are a part so small when compared to assets, to cash income, or to distributions, we realize that life insurance is moving through the depression with the same soundness it has moved through previous depressions.

It is probable that in a few cases, the Reconstruction Finance Company loans enabled life insurance companies to pursue a policy of generous treatment toward home owners who live on properties mortgaged to the insurance companies. It also avoided a few causes of corporate failure upon an already depressed market at a time when every interest was joining hands to hold it up. In other words, seeking ready cash from the Reconstruction Finance Company rather than from sales of securities or from not only a good business plan, but a patriotic plan as well.

### Life Insurance Safeguards

You may ask, why has life insurance been able to live through these major depressions? What are the safeguards that make insurance safe? It is because of six great principles that are strictly followed:

1. The principle of preferred liens. The bulk of life insurance investments are in preferred liens; that is, obligations which are a first call upon the entire gross income of the concern with which the investment is made.
2. The principle of diversified investments.
3. The principle of forced income; premiums must be paid regularly.
4. The principle of government control. No business in the world is regulated so closely as is the life insurance business. Every contract is written; the contracts; the states control the character of the investments. The states examine each company at regular intervals. No other business has thrown around it the same number of legal safeguarding features.
5. The principle of the Reserve, deposited with the insurance department of every state in which a company does business are securities sufficient in amount to meet every obligation as it becomes due. Making the state custodian of these securities places them past the honesty or dishonesty of individuals. Should an insurance company stop business, for any reason, and its assets be transferred to another company, and the policyholder continues to enjoy all the benefits of his protection.
6. The principle of safety margins. No business operates on quite so wide safety margins as does life insurance. Besides the reserves sufficient to meet all policy obligations, each company sets up surpluses for extra stability.

Truly Life Insurance is a ship designed for heavy seas, a ship such as there are no exact times for which the great institution has been built.

**Our Own Company**  
Among this great family of Legal Reserve Life Insurance, the Farmers Union Life Insurance Company holds an eminent position. Because of the exceptionally low mortality ratio it has experienced, the Farmers Union Mutual Life Insurance Company has rapidly advanced into that select group of low cost companies. And if you are eligible for Life Insurance in our Company, we would be glad to serve you.

If you, my listener, have been making deposits with good Legal Reserve Life Insurance Company, there is nothing to worry about as the safety of those funds; they will be ready for you when the time of need arrives.

There is much to worry about if we have not made sure that a goodly number of these life insurance dollars are headed for our pockets and for the pockets of those who depend upon us and look to us for protection.

### LAMBERTSON SELLS STEERS

C. F. Schwab, manager of the Farmers Union Live Stock Commission of South C. Joseph, sends in the following interesting news story.

W. P. Lambertson, congressman from Kansas, was on the market last Tuesday with two loads of steers, consigned, of course, to the Farmers Union Live Stock Commission. Mr. Lambertson's steers weighed 1065 pounds and sold at \$4.75 per cwt. Mr. Lambertson was pleased with the sale under existing market conditions. We all had a very nice visit with Mr. Lambertson as we always do when he is on the market, due to the fact, of course, that Mr. Lambertson is 100 per cent coöperator and is always very eager and willing to discuss national affairs and legislation with us.

## Junior Cooperators by Aunt Patience

**HOW TO BECOME A MEMBER OF THIS DEPARTMENT**  
Any boy or girl between the ages of six and sixteen, whose father is a member in good standing of the Farmers' Union, who writes a letter for publication, can be a member of this department, and is entitled to a pin. The address to which all Juniors should send their letters is: Aunt Patience in care of the KANSAS UNION FARMER, Salina, Kansas.

### WINNERS OF ESSAY CONTEST

First prize—Ida M. Pfeifer, Hays, Kansas.  
Second prize—Raymond Koenig, Piqua, Kansas.  
Third prize—Velma Walker, Courtland, Kansas.  
Fourth prize—Alice Runft, Cawker City, Kansas.  
Winners of Essay Contest under Sixth Grade.  
First prize—Hermagene J. Palenke, Alma, Kansas.  
Second prize—Virginia Craybill, Conway Springs, Kansas.  
Third prize—Warren Reed, Montrose, Kansas.  
Fourth prize—Robert Dreher, Grainfield, Kansas.

Dear Junior Cooperators:  
It is with a great deal of regret that we come to you so late with the results of the essay contest, but circumstances over which we have had no control prevented us reaching a decision at an earlier date.

We trust that those of you who received a prize will be happy over the event, and those of you who are disappointed will accept defeat not too reluctantly. There were many good essays, some I am frank to say deserving of a prize that it was necessary to pass aside because of the fact that no names were signed, and many that failed to state the grade, or age. Most of you did exceedingly well, there being few poor or carelessly done papers. It was a pleasure to go through them and read them, and I fancied that I could see you bending over your papers as you wrote. Each of the essays will be graded in the years' lessons, and there will be more prizes as the result of the year's work.

I saw Aunt Patience at the convention, and she was looking bright and happy as usual. The time is too short for much planning of the Junior work at the convention. We wish that we might have a meeting of our own some time during vacation, when the weather is warm, and make some plans of our own.

I wonder how many of you would like to write me some suggestions for the next year's work. Some special feature that you would like to take up to make the Junior page more interesting. We are working on a plan, but would like to hear from the Juniors as to some special feature they have in mind for the page. Ask your parents to help you think of something very, very interesting.

It is getting almost time to think of old Santa again. I wonder what message of good cheer he will bring us this year; or would it be better for us to be thinking of how we may brighten some corner for someone else? We could send cards to those less fortunate than ourselves, and share a little gift of sweets with those who will not have presents of any kind. Again we might be able to discover some one who does not have even enough to eat on this day that God gave us the greatest gift. So we, in turn should try to see that no one in reach of us goes hungry or sad at Christmas time, if it is in our power to help them.

We are going to try to have a Christmas lesson, so get ready for it. I am sure you will enjoy doing it.

I think if there is space in the paper that your essays will be printed, beginning next week, and continuing until all the prize essays are finished. Also next week we will have names printed of the essays deserving of honorable mention.

Very sincerely,  
Your Junior Instructor.

### JUNIOR LETTERS

Dear Aunt Patience:

It's been a long time since I wrote to you last. I like school fine. I am doing much reading. I sure like to read. On Saturdays I help clean the house. I sure do like to wash dishes. Did you have a good time on Thanksgiving Day? We sure do have a lot to thank God for, don't we?

I wish I would have gone for a summer vacation. I am always watching the paper for a lesson. I hope we have one soon. If I had a little brother or sister I would send in their names. I am the baby in the family. I only have one brother and one sister yet besides me who are at home. They are too big to join our club. I always wear my pin on my dress. I sure like it. I have read over the paper and I see a girl in who is 12 years of age and her birthday is only a little after mine. Do you think that is all right? Her name is Fern Ensign from Healy, Kansas. Well I must close. From your new member,

Daisy Hein.

P. S. Answer soon. This is your Christmas present.

Dear Daisy:

You don't know how glad I was to get your letter, for which I asked all of the Juniors in last week's paper—so promptly. For it's always so much better to avoid a "last-minute" rush in anything I think it's fine that you like to wash dishes—it's surely unusual, isn't it? I was "enjoying" an attack of flu on Thanksgiving Day, so I wasn't able to eat a thing, but one tiny little piece of white meat from the turkey. Yes, we have more to be thankful for than most of us ever stop to think about. I hope you can go on a vacation next summer. You and Fern can be "twins" nicely—write to each other.—Aunt Patience.

### ABOUT NOTE BOOKS

For the present, the Junior Department of the Kansas Farmers Union is discontinuing the sending of note books to the Juniors. However, pins will be forwarded as usual. Checks have been mailed this week to those Juniors who won prizes in the last essay contest. Read about this in the letter from the Junior Instructor in this issue.

The Junior Department is of much importance to the Farmers Union program in the Kansas, and adds much interest to the Kansas Union Farmer. We want it to continue, and the readers, old and young, want it to continue. The larger the general membership in the Farmers Union, the more we can stress this department. The supply of note books is exhausted, but we hope to be able to purchase a new supply within a few weeks. In the meantime, Juniors, keep up the good work, and show the older folks what real cooperation is.—The Editor.

Grainfield, Kans., Sept. 17, 1932

Dear Aunt Patience:  
I thought I would join your club. My father is a member of the Farmers Union. Please send me a green book and pin. I am in the seventh grade. My birthday is June 27. I was fourteen years old. I will try to get my lessons. Have I a twin? Well I guess I will close.

Yours truly,  
Ida Summers.

Dear Ida:

We are glad that you are joining the Club too. I'll try to send the book in the color you wish and I think we can find your twin soon.—Aunt Patience.

Antonio, Kans., Sept. 13, 1932

Dear Aunt Patience:  
I am O. K. yet and I hope you are the very same. I didn't write for a long time and now school started I have so much to study I don't think of writing. Tonight was the best time to write because I didn't have very much to study. I am in the seventh grade. At first I thought it was easy, but when I started it was so difficult. My birthday is Dec. 18. I will be 13. I haven't found my twin yet. Please help me to find one. We had a very nice rain Saturday morning and Saturday night. My teacher's name is Sister Gertrude. Our school started September 6. I go to a Catholic school, the name of it is Our Lady of Help school. Well, it is getting late so I think I have to say good bye for this time for I have some more to study so as to know my lessons for tomorrow.

Your friend,  
Josephine Urban.

Dear Josephine:

I had begun to think that you never were going to write again—and I'm glad you found time to do so. I think the Seventh grade is one of the most difficult in school—it was for me, I remember. I'll be glad to help you find your twin—until we find one, why don't you write to some other Junior about your age—whose letter you find interesting. Please don't wait so long between letters, next time when you do write, I'll always be afraid that you've forgotten the Club—and me.—Aunt Patience.

Butter and Egg Market Letter

By P. L. Betts, General Manager Dairy & Poultry Cooperatives, Inc.

For Week Ending November 30, 1932

**BUTTER**

Butter still enjoyed the very strong position it has held during the previous two weeks and the market made about 1 cent further advance on average. Extras opened at 23 1-2 and closed at 24 1-2 cents after being up to 24 3-4 cents on the 29th. Standards opened at 22 1-2 cents and advanced to 23 3-4 cents, 89 point cars opened at 21 3-4 cents advancing to 23 cents at the close, and 88 point cars made a 2 cent advance from 20 cents to 22 cents.

We are continuing to remove butter from storage on the basis from a quarter to one-half million pounds a day in the ten markets more than was being removed at this time last year. The reason for this is the much lighter fresh receipts, making it necessary to go into the storage holdings to supply the current market demands. We believe butter will make some further advance and may make a marked further advance, but it is generally expected that with the increase in butter prices and grains at the lowest point of the season that producers will now feed to capacity and there are many who predict that after the turn of the new year we may find receipts running heavy enough to cause a break in the present very strong market condition.

**EGGS**

The egg market apparently reached the peak in the previous week and

began receding. Fresh Gathered Firsts opened at 32 cents, losing 1 cent closing at 31 cents. At the close of the previous week, Extra Firsts, were quoted at 35 cents, but opened after the Thanksgiving holiday at 33 cents or 2 cents lower and maintained that quotation until the end of the current week. Current Receipts lost 1 cent being 31 cents at the beginning and closing a 30 cent deficit, were 25 cents all week and Checks 21 1-2 cents.

These are the Chicago quotations. We are, however, getting very much higher prices for fancy Government graded eggs on the New York market. In fact during the current week we got as high as 47 cents for a few cases of extremely fancy Browns and 45 1-2 cents was the extreme top paid for the special grade Whites. The market, however, has eased very rapidly and is nearly 5 cents per dozen lower on these fancy top grade eggs at the present writing.

The more experience we have with this week's market grade and quality program, the more satisfied we are that it is the only one our mid-western farmers can afford to consider. In Ohio our Government grader and the fieldmen are holding meetings in the morning and in the afternoon of members. They are demonstrating to farmers that it is possible to bring up the grade of their eggs by just a little extra care and proper feeding to a point where the results are surprising. Surely we have had enough of overproduction of mine-run stuff. Let us now turn our attention to the production of a little less quantity and have a fancier product, and we will have more dollars by a great deal at the end of the year.

The turkey market, to quote from the New York Produce Review, was a flop during the last few days of the Thanksgiving market and that was in line with our experience. It appeared that receipts were going to be light, as a result the market advanced to what was a very satisfactory price during the week preceding Thanksgiving, but by the 19th cars began to appear like a flock of locusts from all points of the compass, many of them being rushed to market at the last minute by express from far distant points. The result was a terrific break, panic among the receivers to unload at any price and get ahead of the other fellows, for it became evident that nowhere near all of the turkeys arriving in the last few days before Thanksgiving could find a market for the holiday, and that somebody was going to be left with a lot of turkeys on their hands that would have to be thrown into cold storage and held for Christmas or later market. That proved to be correct. Many cars were rejected by receiver to find defects that will give, them grounds to reject cars when the bottom falls out of the market and receivers certainly did not fail to take advantage of any such technicalities. The Christmas market, however, should be a more steady market for it is followed by the New Year's market and by that time the buyers for storage are willing to take hold so that the does not seem to be so bad as it does at Thanksgiving time when it is developed that there will be more than can be marketed.—P. L. Betts.

**BACK TO THE HORSE AND BUGGY**

(continued from page 1)

agriculture. Similar improvements in productive efficiency have been made in many other industries. Many of the improvements which affect agriculture also affect other industries. For example, improved transportation has influenced all industries.

The net result of this increase in productive efficiency is that less time is required to supply the necessities of life and more time and energy is available for leisure, for recreation, or to supply luxuries and amusements. In other words, the people of the United States are somewhat better off, in lesser extent, the people of the entire world, are now in a position to enjoy more recreation, more leisure, more education and more luxuries than ever before. The difficulty lies in getting those who can be released from the production of necessities into occupations or employments where they will be producing things which people want. This requires time. Many people are out of employment. Many of them hope to return to their old jobs. Many of them will not return to the old jobs because they are not needed in them. Increased efficiency has crowded them out. For these individuals this is a tragedy which may be either temporary or permanent for them.

However, there are many things which people want, but do not now have. The people who are displaced by increases in productive efficiency could well be used to produce these things which are wanted. The problem is to get these employments opened up to them and to restore the incomes of all people so that they are in a position to buy these things which they want. As the depression is overcome, these things will be done and the people of the United States will enjoy standards of living utterly unknown to any previous generation.

It has been so after the great depression. Following the Napoleonic wars, of which our war of 1812 was a part, there was a great depression. But after the depression, standards of living advanced to levels previously unknown. A second great depression followed the Civil War and again as it was overcome, standards of living rose to levels never dreamed of by preceding generations.

In each of these periods of depression and the subsequent periods of recovery people courageously faced the problems of the times. Adjustments had to be made and they were made. More time was taken in making them than would have been needed if more of the people had had a clearer understanding of the changes needed. And today, as we contemplate the recovery from the depression, similar problems of adjustment must be faced. If these problems of adjustment are faced fairly, squarely and intelligently the adjustments may be made fairly quickly. However, if we shrink from the task, the time required will be prolonged.

In this process of readjustment, we will not return to the horse and bug-

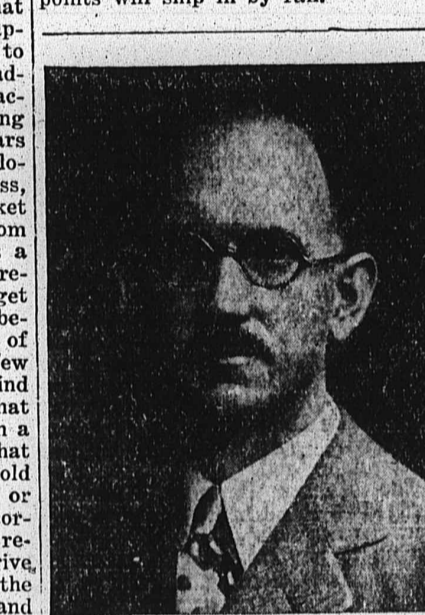
gy or to other antiquated methods unless we shrink from these problems of readjustment and crawl away from them like whipped pups. The intelligent and informed person who says we must return to the horse and buggy may well be charged as being guilty of moral cowardice. He is the magnitude of the tasks before us. But he will not be characteristic of the typical American. We face our problems, and as we face those before us, they will gradually be solved, and as they are solved a higher standard of living will emerge for all.

### CREAMERY NOW ON COOPERATIVE BASIS

(continued from page 1)

The Wakarusa plant, managed by T. M. Turman, is now receiving cream and eggs on the new plan, but will also maintain its stations until January 1, when all its operations will be carried under the cooperative plan. Mr. H. B. Whitaker of Colony, a member of the Creamery board, is active in the work of putting the new plan into operation. He has been holding several meetings in the Colony territory, and will extend his territory out further into the state as time goes on. He has recently held meetings in Belvue school house, Lone Elm, Harmony, Buckeye, Selma and Wall Street school houses near Blue Mound, and other points. At these meetings the producers are acquainted with the details of operations under the cooperative plan. The response is gratifying.

The results of the new plan, are satisfactory, it is reported. Truck routes are being built up. The territory close to Colony will be covered by truck service, and more distant points will ship in by rail.

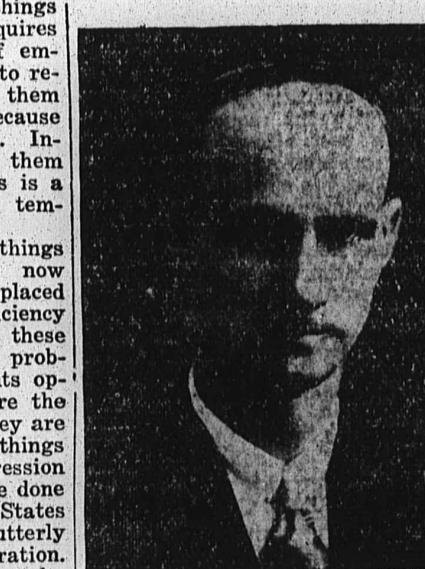


O. W. SCHELL  
Manager Colony Plant

The new plan has eliminated the necessity of a general manager over both plants of the Association. Recognizing this fact, A. W. Seamans, for many years general manager, withdrew and is at present inactive. He is living at his residence in Kansas City, Kansas. Mr. Seamans had been secretary-treasurer of the Association for many years, and upon his resignation, Mr. Schell was selected by the board to occupy that position.

T. M. Turman, for several years identified with the Association as a board member, and who has been interested in the development of co-operation in the state, was selected to manage the Wakarusa plant, after O. N. Ormsby resigned that position to assume other duties. Mr. Turman is efficient and will do much to place the Wakarusa plant on a solid cooperative basis. When he accepted the position as manager of the plant, he resigned from the board of directors. A. F. Seward of Olathe has been named to succeed Mr. Turman on the board.

Mr. Schell at Colony and Mr. Turman at Wakarusa will be glad to hear from any one who desires further information relative to the Farmers Union Cooperative Creamery Association program. The opportunity is



T. M. TURMAN  
Manager Wakarusa Plant

here now for every producer to market his cream cooperatively, knowing he will receive every cent it is worth, and knowing that he is not contributing to the wealth of any old line outfit which is in business simply for the purpose of living off profits gathered from handling the farmers' products.

This is a situation toward which all true cooperators have been working for many years. Now it is here. As is often the case, however, the fact that we have at last attained that for which we have sought, will perhaps not be fully realized immediately by all producers. The advantages of the newly attained cooperative victory certainly cannot be realized by any producer until he has tried it out. All are urged to give it a fair trial, for only in that way can a producer be made to see the full advantages of it.

The members of the board of directors are: E. F. Schiefelbusch, Osawa-

tomie, president; P. F. Peterson, Alta Vista, vice president; H. B. Whitaker, Colony; J. B. Ellis, Elm Dale; J. A. Engert, Clay Center; O. L. Organ, Grainfield, and A. F. Seward, Olathe.

### SIMPSON TELLS OF PLAN AND PURPOSE OF FARMERS UNION

(continued from page 1)

tions for their members in the way of grain elevators, livestock commission companies, cotton products and dairy and poultry products. This is the marketing side of their work. Farmers Union livestock firms are established on ten of the largest markets. The Nebraska Farmers' Union established the first one in Omaha fourteen years ago. The success of the livestock commission companies has been phenomenal. From the very beginning they have paid back large dividends to patron members. Early in 1911, when all its operations will be carried under the cooperative plan.

Mr. H. B. Whitaker of Colony, a member of the Creamery board, is active in the work of putting the new plan into operation. He has been holding several meetings in the Colony territory, and will extend his territory out further into the state as time goes on. He has recently held meetings in Belvue school house, Lone Elm, Harmony, Buckeye, Selma and Wall Street school houses near Blue Mound, and other points. At these meetings the producers are acquainted with the details of operations under the cooperative plan. The response is gratifying.

The results of the new plan, are satisfactory, it is reported. Truck routes are being built up. The territory close to Colony will be covered by truck service, and more distant points will ship in by rail.

In the matter of co-operation in a business way, the Farmers Union not only looks after the marketing side but also the buying side. In every state will be found cooperative purchasing of supplies in car lots. This is the crudest form of co-operation, but the surest in point of success. We find that for a group of farmers to pool their orders and order merchandise in car lots is a method of co-operation with which even the chain stores cannot compete. A car lot buyer of a product purchases at about as low a figure as a railroad buyer. These farmers ordering a carload of supplies have the advantage of any merchant in two respects. They neither have capital invested nor overhead expense. For these two reasons no one can compete with farmers in this method of supplying their wants. Farmers buying in car lots through the headquarters of the Farmers Union not only purchase at the same price that a dealer can purchase, but through participation in the brokerage paid the State Organization, they really buy at less than the dealers in their towns, even though they purchase in car lots. In my state, Oklahoma, our members handle in car lots such supplies as fence posts, fence, wire, coal, flour and feed, cotton seed meal, oyster shell, salt, sugar and any and all kinds of livestock feed stuff.

In the purchasing line practically all the State Unions furnish their own insurance companies through which members can purchase their insurance. Again, we are in a class by ourselves. No old line insurance company can compete with us. The total insurance carried by members of the Farmers Union in different states is over \$500,000,000.00. They operate at about one-half the cost of the old line insurance. Our State Unions furnish property insurance for the members' farm buildings and contents; also property insurance for the furnishing oil and gas to members in tank car lots. While this is a new enterprise in most of the states, it is proving a great money saver.

We find the price of success in all of these movements is loyalty on the part of the members and good management by the officers and boards of directors. There is nothing that takes the place of loyalty. I have had a good many examples of one hundred per cent loyalty come to my attention. I remember one place where a farmer who, in a period of ten years, netted or produced less than five thousand bushels of wheat each year, delivered every bushel during that ten year period to his own cooperative elevator in spite of the fact that at one time he was offered a higher price by a manager with whom he was not on speaking terms. In those three years he delivered over fifteen thousand bushels of wheat and never spoke to the manager.

Loyalty is a subject within itself. All through life the successful and happy person is the one who practices loyalty. There is loyalty to family, loyalty to your neighbor, to your town, loyalty to your state and to your country. There even comes into the lives of some of us a time when we have to be loyal to the rules of health. In this cooperative business, institutions and members can no more receive dividends when they patronize some other institution than they could get milk from their own cow if they put the feed over the fence to their neighbor's cow. It is a good institution and yet I know of Farmers' Union gains in my own state that in 1931 made money during the year, distributed in cash dividends more than fifty thousand dollars. I know a Farmers Union Cooperative oil and gas plant in Nebraska that paid forty thousand dollars in cash dividends. There is no stronger method of handling business than the cooperative method.

"Cooperation in a Legislative Way"  
Let us look at the philosophy of class organization as it relates to government. Most all departments of government have more in them of a judicial nature than any other phase of government. The work of members of all legislative bodies is done largely through committees and while working on these committees the members are acting very largely in the capacity of jurors. All of this means that practically everything coming up before departments of government, both state and national, is a case in court, and the only difference between a case in a real court and the one in point is that in a real court the parties to the case are usually individuals or corporations while before departments of government, including legislative bodies, the case is one in which groups of individuals are the parties. The necessity for or-

ganization is found in the fact that buildings and contents of the cooperative institutions. We furnish legal reserve life insurance; automobile insurance and compensation insurance.

In the purchasing line of co-operation, the State organizations are now it is the only way a group can go before a department of government and present its side of the case. It is physically impossible for a public official to find out what six million farmers think on a subject. Besides, if they could get the opinions of six million farmers who were unorganized, they would have six million different opinions and it would not be worth anything to the public official. Through organization, six million individuals of a group, can go to a public official and give a composite opinion of the whole group.

During long years of experience in legislative work, I have found that it is not the bankers, the teachers, the lawyers, or any other group, that are to blame for lack of legislation in the interest of farmers. It is the farmers who do not belong to the organization who are to blame. Many times in standing before a committee of the Legislature, in my own state, asking for a favorable report on some bill in which we farmers were interested, I have had a member of the committee sarcastically ask me how many farmers there were in Oklahoma. I would have to answer about one hundred and sixty thousand. Then, a little more sarcastically, he would ask me how many were members of the Farmers Union in Oklahoma, and I would be forced to admit that there were only about twenty thousand. Then, even more sarcastically, he would say, "Well, I don't think twenty thousand can speak for one hundred and forty thousand who are not members. I was down home last week. I don't think the one hundred and forty thousand want this bill." The thing I want to impress on you farmers is that in the matter of getting legislation that is good for us, or defeating legislation that would be bad for us, the unorganized farmer is the rock that is in the road. I urge you, I appeal to you, I beg those of you who are not members of your own class organization, to get in at the earliest possible moment where you can help instead of hinder.

## Are You Interested?

### The Farmers Union Auditing Association

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### OIL STATIONS, ELEVATORS AND STORES

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## IT'S YOUR OWN LIVE STOCK—

You have fed those cattle, hogs or sheep yourself. You've put work and expense on them. No one has contributed anything to you to help you get them ready for market. Therefore, YOUR OWN FIRM should handle your live stock on the market. All surplus earnings come back to you, provided you are a stockholder. One dollar makes you a stockholder.

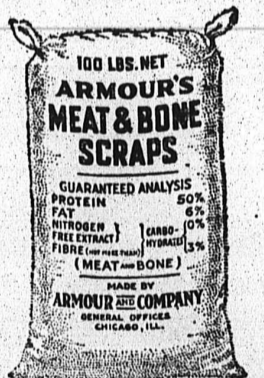
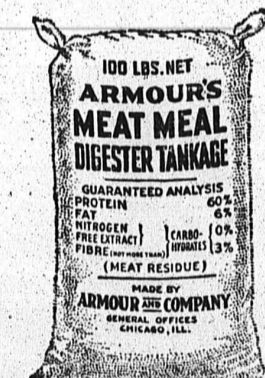
MARKET AT COST through YOUR OWN FIRM

### Farmers Union Live Stock Commission Co.

G. W. Hobbs, Mgr.

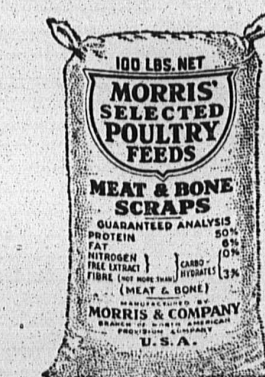
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Armour's and Morris' trade mark on a bag of tankage, meat scrap or bone meal, assures you that every bag is FRESH—made of Government inspected material—thoroughly analyzed and contains the GUARANTEED amount of protein—digestible protein.

See your Farmers' Union Store or Elevator for economical prices on these quality products.



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## F. U. LIVESTOCK MARKETING NOTES

### FARMERS UNION LIVE STOCK SALES

Below is published a list of representative sales of live stock handled during the week of Nov. 28 to Dec. 2, by the Farmers Union Live Stock Commission Company at Kansas City.

Russell Baker—Osage County, Kans.—25 Steers, 1002	6.75
G. M. Warner—Furnas County, Neb.—47 Steers, 1100	6.15
J. E. Born—Coffey County, Kans.—22 Steers, 1119	5.75
G. W. Sandberg—Marion County, Kans.—14 Yearlings, 670	5.65
M. D. Mochamer—Osage County, Kans.—26 Steers, 931	5.60
V. M. Johnson—Osage County, Kans.—18 Steers, 1152	5.50
Ednest Olson—Osage County, Kans.—11 Steers, 954	5.50
J. W. Falk—Waubesa County, Kans.—14 Steers, 1007	5.25
W. J. Diebolt—Woodson County, Kans.—14 Steers, 912	5.25
P. J. Laughlin—Rush County, Kans.—15 Steers, 666	4.00
J. W. Falk—Waubesa County, Kans.—27 Steers, 824	5.10
A. L. Haddin—Riley County, Kans.—14 Steers, 1072	5.10
Ed Mauch, Mgr.—Ness County, Kans.—10 Yearlings, 707	5.00
V. E. Johnson—Riley County, Kans.—20 Steers, 1216	5.00
E. E. Baker—Coffey County, Kans.—14 Steers, 912	5.00
Albert Flentie—Nemaha County, Kans.—18 Steers, 1139	5.00
Wm. Engler—Shawnee County, Kans.—19 Steers, 1152	4.85
Earl Wagner—Lafayette County, Mo.—31 Steers, 835	4.85
Aug. Whitehead—McPherson County, Kans.—20 Steers, 1187	4.85
Geo. Whitehead—Dickinson County, Kans.—44 Steers, 1098	4.75
Geo. Barlen—Republic County, Kans.—13 Yearlings, 914	4.75
A. E. Bowker—Shawnee County, Kans.—28 Steers, 1162	4.75
Joe Henne—Jefferson County, Kans.—21 Steers, 1054	4.75
J. J. Klenda—Marion County, Kans.—11 Steers, 952	4.75
John G. Barnett—Lafayette County, Mo.—12 Yearlings, 710	4.75
Geo. Whitehead—Dickinson County, Kans.—41 Steers, 1101	4.75
Albert Flentie—Nemaha County, Kans.—20 Steers, 1222	4.65
E. E. Baker—Coffey County, Kans.—10 Steers and Heifers, 898	4.50
G. W. Sorenson—Lincoln County, Kans.—28 Heifers, 749	4.50
J. B. Ullery—Osage County, Kans.—43 Steers, 1049	4.50
W. H. Capsey—Jackson County, Kans.—25 Steers, 980	4.50
R. E. Nickel—Scott County, Kans.—14 Steers, 597	4.25
R. E. Scott—Ness County, Kans.—61 Steers, 822	4.25
Ed. Mauch, Mgr.—Ness County, Kans.—23 Steers, 648	4.00
Claude Martin—Ness County, Kans.—15 Steers, 603	4.00
W. S. Cole—Reno County, Kans.—17 Yearlings, 933	4.25
Claus Mohr—Lyon County, Kans.—19 Steers, 778	4.25
F. B. Dorenkamp—Holly, Colorado—18 Steers, 645	3.75
Fred Suer—Republic County, Kans.—11 Steers and Heifers, 747	3.75
Claus Mohr—Lyon County, Kans.—10 Heifers, 697	3.65
Claude Martin—Ness County, Kans.—12 Heifers, 578	3.65
Clingmiser and Fuller—Mercer County, Mo.—18 Steers, 578	3.65
Elmer Scholter—Phillips County, Mo.—18 Steers, 1031	2.25
Frankfort F. U. S. A. Marshall County, Kans.—20 Cows, 1052	2.00
Osgood Ship. Assn.—Sullivan County, Mo.—10 Cows, 849	1.50
Everett McCann, Mgr.—Neosho County, Kans.—29 Sheep, 87	5.65
Frank Belt—Douglas County, Kans.—16 Sheep, 83	5.60
W. G. Hitzemann—Leavenworth County, Kans.—11 Sheep, 85	5.50
M. J. Bell County F. U. Mitchell County, Kans.—13 Sheep, 80	5.40
L. Perry—Lyon County, Kans.—19 Sheep, 77	5.40
Frank Belt—Douglas County, Kans.—32 Sheep, 77	5.40
C. O. Cope—Woodson County, Kans.—50 Sheep, 98	5.40
C. H. Peckman—Miami County, Kans.—35 Sheep, 91	5.40
S. L. Shannon—Johnson County, Mo.—51 Sheep, 88	5.35
Geo. Latter—Osage County, Kans.—14 Sheep, 80	5.25
N. H. Hill—Grundy County, Kans.—23 Sheep, 87	5.25
Robt Seifert—Leavenworth County, Kans.—19 Sheep, 81	5.25
H. B. Janker—Geary County, Kans.—15 Sheep, 76	5.25
Albert Tempel—Lafayette County, Mo.—44 Sheep, 88	5.25
C. A. Pile—Grundy County, Mo.—25 Sheep, 72	5.00
L. C. Morrow—Linn County, Kans.—27 Sheep, 66	4.50
W. P. Shannon—Henry County, Mo.—25 Sheep, 69	4.00
J. B. Longstreth—Penicott County, Mo.—10 Sheep, 54	3.00
Mitchell County F. U. Mitchell County, Kans.—10 Sheep, 54	3.00
J. B. Longstreth—Penicott County, Mo.—47 Sheep, 106	2.25
Mitchell County F. U.—Mitchell County, Kans.—26 Sheep, 134	1.65
W. P. Shannon—Henry County, Mo.—18 Sheep, 120	1.25
C. C. Barnett—Grundy County, Mo.—27 Hogs, 203	3.15
Ben Brigel—Grundy County, Mo.—34 Hogs, 153	3.15
J. S. Phillips—Coffey County, Kans.—23 Hogs, 232	3.15
Jim McCaughy—Allen County, Kans.—13 Hogs, 232	3.15
Luther Harmon—Lafayette County, Mo.—14 Hogs, 214	3.15
Clifton Waller—Coffey County, Kans.—19 Hogs, 175	3.15
Geo. W. Crust—Johnson County, Kans.—12 Hogs, 214	3.15
L. C. Dodder—Osage County, Kans.—18 Hogs, 209	3.10
Geo. A. Fishburn—Osage County, Kans.—11 Hogs, 258	3.10
Carl Schwanholz—Lafayette County, Mo.—28 Hogs, 258	3.10
Austin Harris—Coffey County, Kans.—14 Hogs, 174	3.10
Harvey Brecheisen—Douglas County, Kans.—22 Hogs, 216	3.10
J. L. Evans—Coffey County, Kans.—50 Hogs, 237	3.10
John J. Anderson—Coffey County, Kans.—54 Hogs, 248	3.10
T. A. Murphy—Bates County, Mo.—42 Hogs, 258	3.10
J. G. Henry—Henry County, Mo.—25 Hogs, 186	3.10
Oscar Struchtemeyer—Lafayette County, Mo.—20 Hogs, 203	3.10
Ellis, S. A.—Ellis County, Kans.—40 Hogs, 202	3.10
Roman Zeisler—Riley County, Kans.—10 Hogs, 210	3.10
Frank Carme—Anderson County, Kans.—18 Hogs, 175	3.10
Tom Hamilton—Ottawa County, Kans.—27 Hogs, 167	3.10
Farmers Union Coop.—Furnas County, Neb.—15 Hogs, 196	3.00
Brice Laughery—Marshall County, Kans.—11 Hogs, 219	3.00
S. Hull—Franklin County, Kans.—26 Hogs, 229	3.00
Frankfort S. A.—Marshall County, Kans.—57 Hogs, 221	3.00
W. C. Feldknapp—Lincoln County, Kans.—77 Hogs, 202	3.00
O. M. Rew—Franklin County, Kans.—25 Hogs, 198	3.00
John H. Holtz—Miami County, Kans.—15 Hogs, 236	3.00
G. N. Seyler—Franklin County, Kans.—12 Hogs, 209	3.00
Glen Wehmer—Henry County, Mo.—16 Hogs, 217	3.00
Dr. W. R. Aldridge—Norton County, Kans.—15 Hogs, 194	3.00
Farmers Coop. Geary—Miami County, Kans.—55 Hogs, 196	3.00
J. S. Rutenacht—Henry County, Mo.—10 Hogs, 192	3.00
John Benton—Osage County, Kans.—24 Hogs, 221	3.00
Farmers Coop Elev.—Jefferson County, Neb.—62 Hogs, 266	3.00
Emil Samuelson, Mgr.—Riley County, Kans.—10 Hogs, 243	3.00
Wm. Duensing—Lafayette County, Mo.—10 Hogs, 276	3.00
J. J. Smith—Marshall County, Kans.—17 Hogs, 237	3.00
Geo. D. Gillogly—Miami County, Kans.—10 Hogs, 233	3.00
Ellis Brothers—Anderson County, Kans.—28 Hogs, 171	3.00
Walsburg F. U. S. A.—Riley County, Kans.—50 Hogs, 222	3.00
Farmers Elev. L. S. Coop.—Marshall County, Kans.—59 Hogs, 226	3.00
Tindall Farmers Ex.—Grundy County, Mo.—19 Hogs, 189	3.00
Wm. Olson—Geary County, Kans.—35 Hogs, 211	3.00
J. H. Dowling—Marshall County, Kans.—14 Hogs, 222	3.00
T. N. Dawson—Osage County, Kans.—16 Hogs, 228	3.00
S. D. Heimer—Coffey County, Kans.—13 Hogs, 222	3.00
W. H. Murphy—Henry County, Mo.—25 Hogs, 172	3.00
John Kelley, Anderson County, Kans.—22 Hogs, 203	3.00
W. Young—Osage County, Kans.—18 Hogs, 267	3.00
Robert Behringer—Lafayette County, Mo.—10 Hogs, 265	3.00
Oscar Struchtemeyer—Lafayette County, Mo.—25 Hogs, 250	3.00
J. B. Longstreth—Penicott County, Mo.—23 Hogs, 278	3.00
Geo. Creston—Riley County, Kans.—22 Hogs, 161	3.00
J. L. Nickelson—Johnson County, Kans.—10 Hogs, 169	3.00
Martin Luckner Jr.—Marion County, Kans.—10 Hogs, 212	3.00
Ruby Luckner—Marion County, Kans.—11 Hogs, 233	3.00
Farmers Union Coop.—Furnas County, Neb.—33 Hogs, 239	3.00
L. C. Gietzen—Anderson County, Kans.—13 Hogs, 223	3.00
C. T. Dunlap—Marshall County, Kans.—18 Hogs, 237	3.00
Chas. Peterson—Morris Co., Kans.—10 Hogs, 214	2.95
Osgood Ship. Assn.—Sullivan County, Mo.—20 Hogs, 205	2.95
Loren Elliott—Dickinson County, Kans.—17 Hogs, 131	2.95
W. C. Feldkamp—Lincoln County, Kans.—18 Hogs, 277	2.95
Wesley Beigert—Geary County, Kans.—20 Hogs, 277	2.95
Walker Ableside—Riley County, Kans.—20 Hogs, 202	2.95
Edmund Hadaller—Lafayette County, Mo.—37 Hogs, 176	2.95
John H. Holtz—Miami County, Kans.—15 Hogs, 240	2.95
E. A. Croy—Davies County, Mo.—20 Hogs, 232	2.95
W. R. Hunter—Jefferson County, Kans.—21 Hogs, 214	2.95
A. A. Brecheisen—Anderson County, Kans.—13 Hogs, 251	2.95
Mitchell County F. U. Mitchell County, Kans.—36 Hogs, 100	2.95
Dr. W. R. Aldridge—Norton County, Kans.—17 Hogs, 131	2.95
Sam Fluegel—Lafayette County, Mo.—22 Hogs, 232	2.95
V. E. Johnson—Riley County, Kans.—81 Hogs, 221	2.95
C. R. Long—Morris County, Kans.—12 Hogs, 206	2.95
Tindall F. Exchange—Grundy County, Mo.—28 Hogs, 233	2.95
Alma F. U. Elev. Waubesa County, Kans.—18 Hogs, 303	2.90
Farmers Elev.—Ottawa County, Kans.—24 Hogs, 289	2.90
H. L. Peters—Ottawa County, Kans.—30 Hogs, 152	2.90
Mitchell County F. U.—Mitchell County, Kans.—30 Hogs, 152	2.90
Emil Samuelson, Mgr.—Riley Co. Kansas—18 Hogs, 387	2.65

## DELEGATE'S REPORT OF NATIONAL FARMERS UNION CONVENTION AT OMAHA

Following is a report of the National Farmers Union Convention, written by Charles Day, Allen, Kansas.

In response to the invitation of President Ward, Mrs. Day and I met him and State Secretary Lynn in Topeka at eleven o'clock Monday, November 14th.

From there we rode together in Brother Ward's Hudson, traveling so smoothly one would think we were going about thirty miles an hour, yet the speedometer registered twice that speed much of the time.

Arriving at Omaha, at 4:30 we registered and were assigned rooms at the Castle Hotel, which was Convention headquarters. All Farmers Union sessions were held in this hotel. We soon found Vice President and Mrs. M. L. Beckman and Mr. P. Lambertson of Fairview. These, with our party, comprised the Kansas delegation.

The Tuesday morning session opened with music by the official band of Farmers Union band and orchestra. After invocation by an Omaha minister, an address was given by Vice President Keeney responded in his thoughtful, clear-thinking way.

President Simpson next appointed the committees. Brother Beckman served on the Insurance, and I on the Order of Business and Resolutions—Legislative committees. C. H. Hyde, Vice President of the Oklahoma Union was chairman of the latter committee. Years of experience and good judgment enabled him to handle several difficult situations with satisfaction to all concerned. His diplomacy reminded us of Uncle John Tromble, with whom he and I have worked many times.

The other members of this Committee included J. D. Reynolds, Niobrara, Neb.; Mrs. O. H. Olson, Bijou Hills, Neb.; Mrs. E. J. Frantz, Rosalia, Washington; L. H. McBee, Dallas, Oregon; Joe Plummer, Akron, Colo.; C. C. Talbot, Jamestown, North Dakota; J. R. Kelly, Billings, Montana, and John Erp, Canby, Minnesota.

We hope every Local or at least every county secretary will order a copy of the minutes of this 1932 convention and study and discuss the resolutions and other items of interest of value to every Union member.

We especially urge the study of the reports of our National President and Secretary-Treasurer and of the National Directors of which T. E. Howard was chairman.

Iowa, Wisconsin, the Dakotas, Minnesota and other states of that region, are far ahead of us in organized thinking, acting and voting together. Inspiring appeals were made by C. C. Talbot, Senator from the state of Kansas, and William Lemke of Fargo, North Dakota, and Lambertson of Kansas; Governor Philip LaFollette of Wisconsin and Senator Thomas of Oklahoma; and the various state presidents.

The essay contest on "Money and Credits" sponsored by the National Union was of special interest and value. Mr. Dwyer Wilson of Mitchell, South Dakota, and Miss Elsie Engle of Lisbon, North Dakota, were state champions and entered the finals at Omaha. Both gave thorough, clean analyses of the money question and we can think of no better tests on finance for Union Locals than these essays to be found in the minutes of this convention.

Miss Engle was awarded first place by the judges. We were pleased to learn that our great National Union president is respected and loved by many farm and labor groups, as an outstanding leader with vision and courage.

Dr. Shadig of Elk City, Oklahoma, organizer and chief surgeon of the only cooperative hospital in America, told the convention of the work and service given their membership of 1200. At an annual cost of fifteen dollars per year per family, the hospital takes care of the dental, medical and surgical needs of the members. With a larger sign-up the work can be done for \$10.00 per year, the doctor told us. Here's a cooperative field that needs study and development.

The National officers were reelected without opposition with the exception of Directors T. R. Howard of Colorado, who was succeeded by Joe Plummer, and Emil Becker of Nebraska, whose place was given to Congressman W. P. Lambertson. So Kansas once more has representation on the National Board.

The committee reports were adopted after discussion, without amendment and all work finished Wednesday afternoon.

President Cal Ward was called to Kansas City so we started for Topeka about five o'clock aboard the large bus hired by the Oklahoma State Union to transport their delegates and members, of which thirty-five made the trip. President Tom Cheek and Vice President C. H. Hyde were the commanding officers and did a good job of it. As we neared Holton, Kansas, the ignition failed on the bus and we were pulled into town by a truck.

As the bus must wait some time for repairs we hired a taxi the next morning and came on to Topeka where we had left our car, and then on home without further adventure.

We were treated royally by every one and enjoyed the trip, experience and association immensely and will always be grateful to the delegates at Clay Center who voted for us for National delegates.

In conclusion, if any Local or County Union would like a more complete and graphic description of the things we learned and the folks we met, will be glad to make such a contribution to their program on request.

Fraternally from  
Charles Day  
Allen, Kansas  
Lyon County.

## NOTICE OF MEETING

The Ellis County Union will hold its annual meeting at Hays on Saturday, December 10, at 1:30 o'clock. Leo Rajewski, Secy-Treas.

## FARMERS UNION AND OTHERS FIGHT FREIGHT RATE HIKE

Railroads of Western States Want to Add Another Dime to Existing Rates, and Organizations Say It Can't Be Done

### REED HANDLES CASE

Western railroads are contending for a freight rate hike on export grains, and have their case before the U. S. C. C. which is now holding hearings in Fort Worth, Texas. The Farmers Union and other Kansas farm organizations have been contesting this proposed increase in freight rates, since such increases would cost Kansas farmers around \$2,000,000 each year.

Hearings were held last spring in Kansas City and Chicago, at which time Clyde M. Reed, former Kansas governor, was employed by the farm organizations to counsel the state in its fight against the railroads. Reed presented their case at that time.

Efforts on the part of the Kansas farm organizations at an earlier date were largely responsible for a reduction of freight rates last year ago, which saved Kansas farmers two million dollars. That lower rate schedule was knocked out subsequently when the United States supreme court re-opened the case. When the case was re-opened it was the railroads took their case to the supreme court.

After the Fort Worth hearing is completed, hearings will be resumed in Chicago, soon after the first of the year.

In reporting an interview with former Governor Reed, the Topeka Capital-Journal on December 1 had this to say:

"Reed said yesterday that the present freight rate on wheat from western Kansas to Galveston is about 28 to 30 cents, or about the price farmers receive for their wheat. If the railroads get the additional 10 cents they are asking, and which remains the same price, when the wheat is shipped to the coast, it would mean a loss of 10 cents to the farmer. Reed is inclined to believe that in that case the farmers would take Mary Ellen Lease's famous advice—quit raising wheat and start raising hogs."

The Kansas Farmers Union is pledged to do all in its power to prevent the necessity of Kansas farmers having to pay this freight rate increase. It is working in conjunction with other farm organizations of Kansas in the matter.

## LA CROSSE FARMERS ENDORSE ALLOTMENT PLAN FARM RELIEF

The proposed domestic allotment plan of farm relief or adjustment is being favored throughout the state of Kansas. A mass meeting of farmers held in La Crosse on November 19 unanimously endorsed the plan and urged its enactment into law. Hermon W. Cramer was made chairman of the meeting and elected to send a copy of the resolutions to the U. S. Senate and the House of Representatives.

WHEREAS, it is a well known and clearly established fact that the present condition of those engaged in agricultural pursuits is one of economic chaos and

WHEREAS, it is also an established fact that agriculture cannot be placed upon a sound economic parity with other industries without the enactment of remedial legislation by the National Congress, now therefore be

RESOLVED, by the farmers of Rush County, Kansas, here assembled November 19, 1932, that it is the unanimous opinion of this meeting that the passage by the House of Representatives of the "Allotment Plan" as proposed by Senator Peter Norbeck of South Dakota and passed by the Senate, will be of material aid and benefit to those engaged in agriculture, and be it further

RESOLVED, that a copy of this resolution be sent to the representatives and Senators in Congress from Kansas with the request that they use their best efforts to effect the passage and approval of the said Norbeck bill at the earliest possible date for the forthcoming session of Congress in order that the industry of agriculture may have the benefits of such legislation made applicable to the crops of 1933; and be it still further

RESOLVED, that a copy of these resolutions be furnished to the press and to the heads of all farm organizations in Kansas with request that they give their support and urge the passage of the said Norbeck bill.

## GASOLINE TAX COLLECTIONS

Gasoline tax collected in the state of Kansas in October amounted to \$622,827.74, a decrease of 5 per cent over that collected a year ago. Gasoline tax exemptions allowed in October amounted to \$279,906.50, an increase of 16.4 per cent over those allowed in October, 1931.

From Topeka comes the report that Chas. F. Hobbs, commissioner of insurance, collected funds amounting to \$1,769 for the state of Kansas during the month of October. Of this amount \$1,719 went to the general fund and \$50 went to the school fund.

## CLASSIFIED

TOBACCO—Postpaid. Aged in bulk Good, sweet chewing, 10 pounds \$1.00, smoking \$1.10.—MARVIN STOKER, Dresden, Tenn.—1c

LEGHORN CHICKS—Prices cut 6c if ordered early for spring shipment. Guaranteed to outlay others. Records to 386 eggs. Bargain prices on pullets, hens. Catalog free. George B. Ferris, 926 Union, Grand Rapids, Mich. 12-15c

## FARMERS UNION NEWS FROM TREGO COUNTY

Mr. S. M. Babb, a Farmers Union leader in Trego county, sends in some news stories bearing on Farmers Union activities in his county. These stories are interesting and enlightening. He calls them "Farmer's Notes from Trego County." They follow:

A meeting of the Trego County F. U. C. U. of A. was held at the court house Saturday, Nov. 19th for the purpose of election of officers and a report from Geo. Stradal as delegate to the state convention at Clay Center. Geo. Stradal was elected president of the Trego County Farmers Union and John Stradal, vice president, replacing S. M. Babb and Tom Kutina. Chas. Folkers was elected secretary-treasurer.

A report from T. M. Turman was given about the future operations of the creamery. Among other things being done at the creamery is the pooling of first quality eggs by some of the heavy egg producers of the county, and marketing them as direct from producer to consumer eggs. The first group were advanced the market price of 17c per dozen on October 31, and when the returns were received, were paid 7.4c per dozen more after all expenses were paid. The second group was delivered and shipped from the creamery on Nov. 5 and the producers were advanced the market price of 17c per dozen; and when the returns were received and expenses deducted, they were paid an additional 10c per dozen. The third group shipped on Nov. 14 and received an advance of 18c per dozen and an additional payment of 11c per dozen after the returns were received.

The creamery began accepting cream on the deferred basis on Nov. 14, from those who desired to take advantage of this plan. It is being worked on a plan like the egg pool, only the pool will close every month instead of every shipment as the eggs are done. They report very nice volume received the past week on this basis. It is the plan to do away with the local buying cream stations and pay back to the producer that part that goes to operate and run every local cream station.

This is the first time since the opening of our creamery that the patron has been able to deliver his or her eggs, cream, and poultry to the doors of his own plant. The producer paid the bill when his product was shipped by rail to Ells and trucked back to the plant. No one paid it for him.

Earnie Mellor of the Wheat Pool is stationed at Salina now, handling wheat for the pool. He reports business very good for the way the times are.

Elba Brandenburg and S. M. Babb were in Salina the week of Nov. 16 buying some alfalfa.

J. L. Arnold of Ogallah reports they held a telephone meeting last week.

On Oct. 28 the Creamery board held a meeting at Clay Center, Kansas. Among other business transactions they accepted the resignation of N. A. Ormsby and placed T. M. Turman at the head of our creamery at Wakeeney. They also accepted the resignation of A. W. Seams of Kansas City and placed his office at Wakeeney. They also accepted the resignation of T. M. Turman from the board of directors and chose A. F. Seward of Ogallah to fill the vacancy to hold office until the district meeting to be held in January when he will either be re-elected or another elected to take office at their first meeting in February.

L. O. Preston left the Creamery plant Thursday night, Nov. 24, with a car of live poultry for the eastern market.

Joe Oplinger returned Sunday evening from Kansas City accompanied by Glen Foster of Ogallah and Glen Jones of Wakeeney. The boys had won the prize at the Trego Co. fair, the prize being a free trip to the American Royal Live Stock Show at Kansas City, given by the Farmers Creamery. Glen Foster exhibited the best dairy heifer and Glen Jones the best pen of poultry.

John Simpson was reelected national president for another year. We all have faith in him.

The most successful poultry raisers are regular in their habits of feeding, watering, and caring for their flocks. It is also advisable for the same individual to care for the flock each day. Systematic management at this season will aid in maintaining good production. The owner will benefit by the egg prices which are usually at the high point at this time of year.

## + NEIGHBORHOOD NOTES +

### FRANKLIN COUNTY MEETING

The County Union held a very good meeting at the Masonic hall in Ottawa, Tuesday evening, November 22. We did not have as large an attendance as usual, perhaps they stayed at home to see where that Thanksgiving turkey was going to roost.

I trusted to luck like so many of the Farmers Union members do, and let some one else look after my turkey, and it got away, and I had to be content with chicken and oyster dressing.

Mr. T. G. Ramsey, our delegate to the State convention, gave a good report. Mr. Ramsey admitted he borrowed the report from his wife, as he served on the credentials committee and missed most of the convention proper.

It was a good report which proves women not only talk but listen when it is necessary.

Mrs. J. H. Young, chairman of the program committee, had the OK Trio entertain us with nice music. Vocal numbers: "Gypsy Love Song" and "O Sole Mio" by Miss Lynne Walker, accompanied by Mrs. Fred Judd at the piano and Miss Laura Gruved with the violin. The violin numbers by Miss Gruved with Mrs. Judd as accompanist, were "Liebesfreud," "The Irish Washerwoman," and "The Girl I Left Behind Me."

The program committee also had some local speakers present some of the plans of marketing the agricultural commodities.

Mr. G. N. Saylor and Mr. C. E. Steele