



THE KANSAS UNION FARMER

Organization

Education

Co-operation

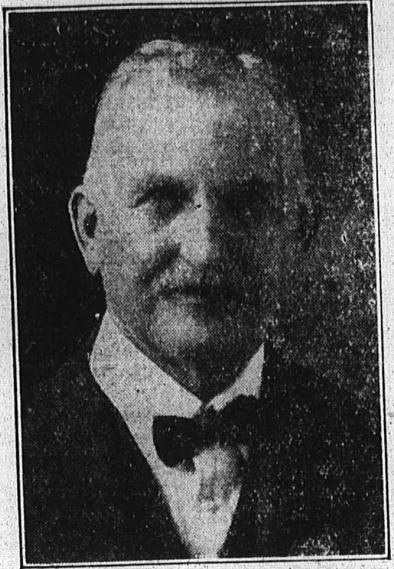


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ON A VACATION IN SEARCH OF HEALTH



C. E. Brasted has temporarily laid aside his work and with Mrs. Brasted seeks in the Pacific northwest a return of his usual good health. Relaxation, freedom from care and work.

Indicated as his greatest need, to participate his return after a few months in better health and with weight regained. The strenuous years since 1920 have taken toll from all who have been connected with the cooperative movement. But particularly in the Kansas Union the last three years have been trying and at times almost heart-breaking. The death of President Tromble, the failure of our banks, the perils of local institutions—all these rested more heavily upon C. E. Brasted than upon any one other individual. And gradually, as we get farther away and thus acquire a clearer perspective of those trying days, it becomes more evident to all how well he played his part. Today he occupies a higher place in our regard than ever before. What he has done is a greater tribute than anything which can be said about it.

Homes and locals, business units and County Unions, state-wide business and state office, laity and leaders—all write in the hope that a few months of leisure and quiet will restore him in health and permit his return to active work in the organization.

RELATION OF FEDERAL FARM BOARD TO THE CO-OPERATIVE MOVEMENT

An Address Before the Fifth Summer Session of American Institute of Cooperation, July 30, 1929

By Alexander Legge, Chairman, Federal Farm Board

There could not be a more appropriate place for a statement of the policies of a Federal Farm Board than at this meeting of the American Institute of Cooperation. For more than four years the Institute has been a forum for the exchange of policies and the development of policies in cooperative marketing. It has worked toward the coordination of the activities of the farmers' organizations. Representatives of the cooperative associations who have participated in these sessions are to be congratulated for the progress which has been made.

Since this effort to discuss the marketing problem is being broadcast, perhaps it would be well for us to approach the subject by a brief reference to the situation with which we are now confronted.

You people who are engaged in the problems of cooperative marketing doubtless understand the inherent difficulties of agriculture. But while difficulties of agriculture, and it is true that the past few years have given people in other industries a better understanding than formerly prevailed, there is yet much to be learned about agriculture. It is done in bargaining about a product, the understanding of the problem on the part of those not directly engaged in agriculture. There is much to be done also to bring to these groups a better appreciation of the significance and possibilities of agricultural cooperation.

Why is agriculture, as an industry, not keeping pace with other industries in the general progress of the country? In my judgment, the answer can be stated briefly. Agriculture has operated as an individual enterprise competing with organized effort in other industries—individual action and planning as compared with collective thinking and acting. The marked tendency in other industries is toward larger groups in which many minds co-operatively determine policies and plans and follow them through. This distinct difference between agriculture and other industries is apparent pretty much all over the world, although perhaps in most countries it is not so pronounced as in our own.

For many years, farming generally has not shown an operating profit. The prices farmers have received for their products have not advanced in proportion to advances in the prices of other commodities. Prices of many commodities, in fact, have remained below pre-war levels for long periods. As a business man, the farmer has not received a fair return on his investment, and as a worker he and his family have often times labored for a grossly inadequate wage.

In the past, much effort and large sums of money have been spent trying to improve agricultural conditions, but much of this effort has been directed toward improvement in methods of production; that is, to encourage the raising of more and better crops. Work of this character can, and has been, carried out effectively, working with and through the individual farmer. In the past when new kind of seed, or an improvement in the process of producing any particular agricultural product, was developed by the Department of Agriculture at Washington, by any of the State Agricultural Colleges, or for that matter by anyone else, it was comparatively simple for the farmer to get the information to those interested, and in most cases for them to make use of the information in their own operations.

However, all this effort meets only a part of the agricultural problem. Obviously, nothing is gained by raising a larger crop of better quality if,

after having done so, you are unable to dispose of it on a basis that will yield a reasonable return for the effort expended. It is when we approach this part of the agricultural problem that the need for organization becomes imperative. There it is that the problem of the farmer most closely parallels that of every other industry and it seems to us that the treatment to be applied can be described in one word, "organization." To illustrate, if a thousand farmers attempt to sell the same kind of product at the same time in the same market, and in most cases to a very limited number of buyers, the mere competition among themselves puts them at a disadvantage. But if these same thousand farmers place the same product in the hands of a single selling agency, that agency at once becomes an important factor in the market.

Markets after all are made, to a considerable extent, by the process of bargaining. The prestige of any trader in the market depends largely on the volume of business which he has to transact, whether he is a seller or a buyer. If we carry this a little further, say that 1,000 farmers concentrate the marketing of their products in the same way, such an agency at once becomes a leading factor in the market, and it is to a voice in establishing the rules, regulations and conditions under which the production is disposed of. It is, therefore, in far better position to obtain for the product its full market value.

The Board believes that it can be of great assistance to the American farmer by encouraging the development of large-scale, central cooperative organizations. Such an agency would be in itself, because of its prestige and influence, a stabilizing element in marketing. It would be able to exert a measurable degree of control over the flow of its products to market, and thus avoid temporary surpluses which so often result in unduly depressing the price of farm products much below their real value.

In other words, it would be a strong merchandising agency, virtually in control of the conditions under which the products of its members are sold. Immediately we are asked, Would the development of such large-scale organizations mean that the farmers should abandon or do away with their local associations? We can not see any tendency in that direction. On the contrary, such agencies would help to build up and improve the condition of each and every cooperative organization now in existence. Always bear in mind that any organization of this kind would be owned and controlled by the cooperatives. It would be the farmers' organization, producer owned and producer controlled, working solely in the interests of the producers.

The Federal Farm Board, as now organized, is not going to buy or sell any commodity, agricultural or otherwise. It is our duty to assist you in doing a better job of this yourselves. True, while we are assisting you we will want to have some voice in the transaction, particularly when you call for Government funds to aid in the operation, but if this counsel or advice on our part becomes irksome, and you do not like it, the solution for you is simple; namely, to liquidate the indebtedness to the Government. When this is done, you will be perfectly free to tell us where to go. I sincerely hope that, based on the progress that has been started in that direction and on the progress that should be made within the next few years, the time will soon arrive when it will be a simple matter for you to do just that.

However, it is probable that you may find this Board of real assistance, even though you may not need financial aid. The Board will provide a contact between organized farmers

and the Government—even though they may not come to the Board for the purpose of obtaining loans. Any organized group may come to the Board at any time for counsel, advice and assistance in meeting their problems.

The Federal Farm Board, aside from its Chairman, is composed of men of long cooperative experience. All of its members, including the Chairman, are in complete sympathy with the cooperative movement. In the ten days that the Board has been in session, I have watched with much interest the meeting of minds on the part of these men who have been brought together for the purpose of assisting the farmers of America. I have been impressed with their sympathy and their common understanding of the problems of production and marketing, with their intimate knowledge of the specific problems in the various cooperative groups. I have been greatly pleased and encouraged by the unanimity of opinion which has

been carried out by the cooperatives, but it is hoped that correction of the fundamental causes of agricultural emergencies will enable the Board to consistently carry forward a program based on the development of large, well-financed and efficiently-managed cooperative organizations.

The funds entrusted to the care of the Board will be administered for the purpose of carrying out its program of which the central thought will be the strengthening of the cooperative movement, and the permanent betterment of farm conditions. In the financing of plants and facilities for cooperative organizations, and in other ways, the Board can be of material assistance. Lack of adequate finances has been one of the handicaps of the cooperative movement. I think it proper, however, to inject a note of warning at this point. It should be obvious that the cooperative movement can be weakened and a large financial burden imposed upon

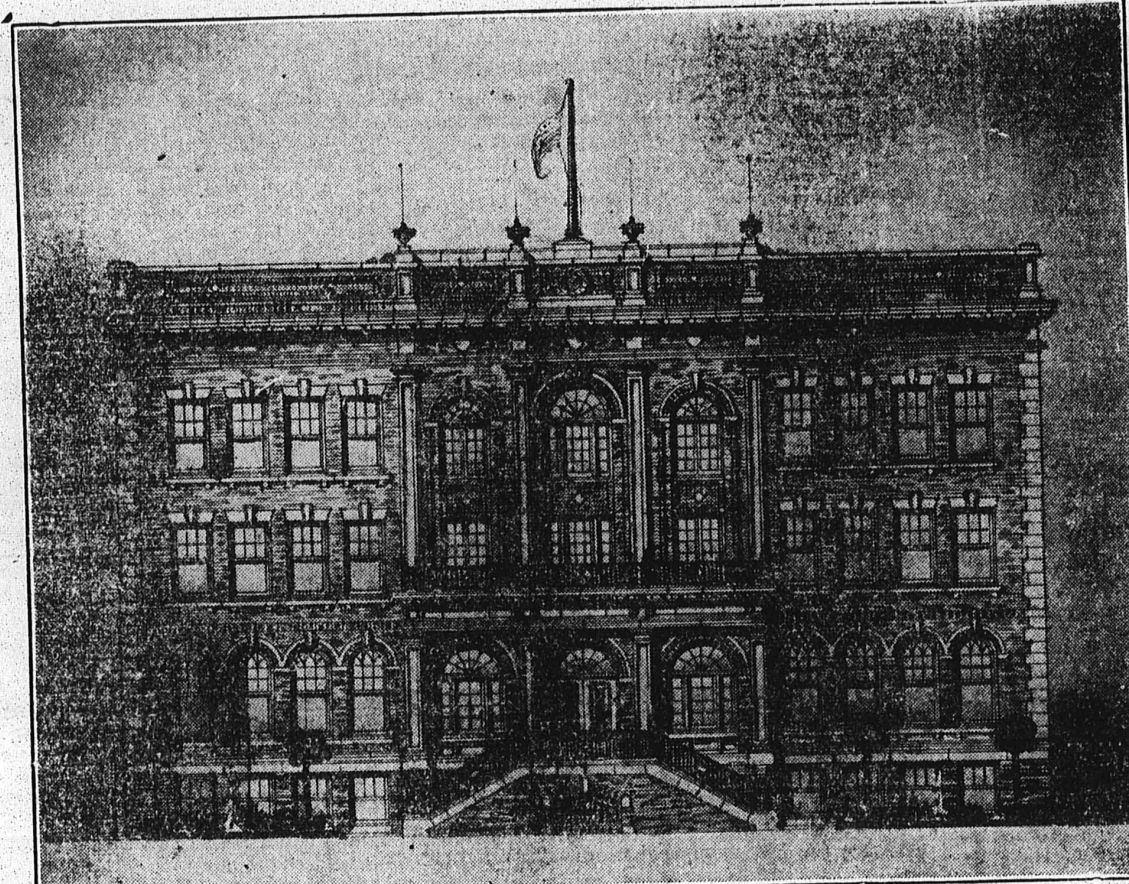
the records of the Department of Agriculture show that there are some 2,000,000 farmers in the United States, or practically one-third of the total, who are now members of approximately 12,500 cooperative associations. If these cooperatives can be built up so that their strength and efficiency are recognized by those not now members, the question of extending membership very largely settles itself. In other words, it is inconceivable that any farmer would refrain from belonging to a cooperative organization, once he is convinced that it is operating in his interest.

I hope that each and every one of you will study the law itself so you may have a better understanding of what it is we are expected to do. In things that might be done to help you cooperate. You will not find anywhere any suggestion that Government money should be spent for the purpose of stimulating competition among yourselves. In many of the commodity groups there is a marked divergence of opinion as to how the problem should be worked out, and agencies have been set up tackling it from different angles. These should find some common ground on which to get together and pull together for the common cause.

The Board is considering this as a long-time constructive program rather than simply one of dealing with emergencies. If we confine our efforts to dealing with those in distress, the probabilities are we will find little time to remove the causes of distress, which after all is the more satisfactory solution. We realize keenly the necessity of prompt and adequate assistance, but we realize equally keenly that any action which the Board takes must be sound and for the permanent betterment of agriculture.

Some of you will say that we have not mentioned stabilization corporations. It seems to me that it may well happen that the cooperatives now in existence, or improved organizations growing out of existing cooperative organizations, may prove to be all that is needed to carry out the idea of stabilization corporations. There may prove to be extreme cases which call for measures that can not

MILLIONS ADDED TO INSURANCE IN FORCE SINCE JANUARY FIRST



A group of farmers borrowed \$50,000 a few years ago to set up an insurance company. The only reason millionaires insurance companies didn't get a hearty laugh was because they didn't even notice it.

Yet since January first, 1929, the Farmers Union Mutual Fire Insurance Company has added 3 1/2 million dollars to its risks, bringing the total up \$66,000,000—a fairly respectable growth from \$50 borrowed dollars!

Premiums collected since January first are \$106,863.42, compared to \$97,001.81 for the same period last year—a gain of \$9,761.61 in premiums. Losses for the period are about the same as a year ago. For this great growth, for the soundness

of the institution and for the great saving made through it thousands of loyal members, a good board of directors and an efficient management are responsible. With full recognition of all that others have done, and with appreciation for it, it may yet fairly be said that C. E. Brasted, president of the company, is more responsible than is any other one man for this outstanding successful enterprise.

The Farmers Union Mutual Fire Insurance Company has just put the checks in the mail, paying the 1929 losses at 100 cents on the dollar. For 1928 it was the only mutual in the

state paying in full. The next nearest paid 50%.

With a premium income of just under \$400,000 for this season, the company experienced losses of \$20,644.72. Old line companies show that it costs about 55 cents out of each dollar collected to cover expenses. The Farmers Union makes the best showing in overhead costs of any company in the field, and is able to add nearly \$10,000 to the surplus account out of this year's showing. Last year's experience was so disastrous that it reduced the surplus materially and it is most fortunate that it could this year be increased again. Congratulations to everyone who has had to do with this splendid showing for 1929!

THE NEW SECRETARY TAKES CHARGE AUG. 1

Above is a fair likeness of A. M. Kinney, new secretary-treasurer of The Kansas Farmers Union. He took charge of the office August first, and has matters quite well in hand. Mr. Kinney has a very wide acquaintance among Farmers Union people throughout the state, and he comes into this important office with the confidence and good will of all. He plans to do some work on the paper and will be active in organization work, as well as overseeing the routine of the office.



It is a matter of great good fortune that we were able to secure at once the services of such a man as A. M. Kinney in this emergency. In his hands the affairs of the office will be handled equally as well as they have been by the outgoing secretary, C. E. Brasted. And no higher tribute than that can well be paid to his ability and integrity. The Kansas Farmers Union is upon the eve of a great growth and expansion in membership, in territory and in business units. For serving in such period of development the new secretary is well qualified. He deserves and will have the undivided support of our membership. C. E. H.

GREETINGS TO THE MEMBERSHIP

I suppose as the new Secretary of the Kansas Farmers Union, I should tell you that I have plans outlined which will perform miracles in building up the organization; but I am sorry to tell you that I have no such plans. I do hope that with the co-

operation of the Farmers Union people of Kansas, and because of the fact that the time is ripe for organizing, to be able to show some results. I do certainly appreciate the honor shown me by the state board in choosing me to follow in Mr. Brasted's footsteps. I do not hope to show the ability and efficiency in conducting the affairs of this office which Mr. Brasted has possessed; but I want to assure every member of the Farmers Union of Kansas that in so far as I am able that I will conduct this office in a fair and impartial manner. Yours for Cooperation, A. M. KINNEY.

THE DRY GOODS BOX

Kansas Union Farmer, Salina, Kansas.

"When Farm Organizations Work Together"

Under this heading "The Kansas Union Farmer" prints in last issue an article from the "Farmers Herald" of Minneapolis, Minn., in which the Herald writer indulges in some radical misstatements about the state and National Farm Bureau organizations. Just to keep the record straight and in the interest of peace and good will, we tell the true story of the Farm Bureau organizations.

Long before the war, even as far back as the Taft administration, it was conceded that after all the money and effort spent by the department of agriculture at Washington they were shooting over the heads of farmers and not reaching them in any practical way. The idea of the county agent originated in the South, where the illiterate Negro couldn't be reached by printed bulletins. I am writing entirely from memory but dates are in the far west of the Smith-Lever act passed in 1912 started the county farm bureaus and county agent work.

Smith was a Georgia senator and Lever a Virginia congressman. The first county bureaus were started in the South and East. The idea was, through a properly educated agent, to bring the experimental work of the agricultural department at Washington and of the state agricultural colleges directly to farmers by example and demonstration. As soon as a considerable number of states were organized into county bureaus the thought came naturally to organize State Farm Bureaus. It was perfectly logical. If county agent work was to promote efficient production which meant increased production, states should organize to see that fair prices were realized for what was produced. In short, to look after the economic end of farmers' affairs.

State Farm Bureaus and the American Farm Bureau are purely voluntary affairs just as any other farm organization. There is no law whatsoever that requires any state or farmer to receive a cent of public money. They are dependent on voluntary payment of dues by members of any other organization.

To quote Mr. Ricker who wrote the article in question (and with whom I am personally acquainted): "In the closing days of the war the secretary of Agriculture in the Wilson administration conceived the idea of making the Farm Bureau a nation-wide organization. The secretary enlisted the aid of big business groups who agreed to help finance an organization campaign. The Bureau was launched under Government and big business auspices. It was even made a legal organization" etc. etc.

I am sorry to say that Mr. Ricker has permitted his imagination to get away with him because there isn't a word in the foregoing quotation that is true. New York was first to organize a State Farm Bureau. I have talked with some of the farmers who started the plan in New York state. It was purely their own doing.

The Secretary of Agriculture has nothing to do with it. The plan soon spread westward. The first State Bureau must have been organized before we got into the war. The first County Bureaus in Kansas were organized in 1915 and Kansas State Bureaus in 1927. By this time the states east of us all had State Bureaus. I made the motion that created the Kansas State Bureau and there wasn't a banker or big business man in the

meeting. It was held at the Agricultural college and composed entirely of farmers. Bill Jardine and a couple of professors looked in on us but took no part. Chester Gray of Missouri and Mr. Coverdale of Iowa, from their respective State Bureaus, were at this first Kansas meeting to encourage us and help us organize. Both were farmers.

Again Mr. Ricker says: "Neither the Grange nor the Farmers Union has ever been subsidized by outside interests." There again friend Ricker is all wrong as heretofore stated. To set at rest this banker bugaboo in connection with the farm bureaus: Bankers in their association meetings had long seen the need of something to counteract the need of some better methods. They had found that the progressive, up-to-date farmer was their best risk. When the County Agent plan was formulated they naturally helped what they could to get the thing started. But for the help of bankers and business men I doubt if the county agent work would ever have been a success. Even today to keep a County Bureau going is quite a task, as all the work of County Bureau officials is purely voluntary. It is strictly forbidden by law to pay salaries. National and State Farm Bureaus assist in this county membership work. Almost from the beginning big business threw cold water on National and State Bureaus. There don't seem enough to see the deal with the economic phase of the farm problem would eventually result in their own toes being trampled upon which, of course, has proved true.

It wasn't long before the Agricultural Colleges began to give the State Bureaus the cold shoulder. They hoped to solve the farm problem by more efficient production. The State Bureaus couldn't see it that way. The department at Washington never did see eye-to-eye with the State Bureaus. In place of being subsidized and coddled by big business the Bureaus have had to fight for their existence against big business on one side and farm organization suspicion on the other. But, as Brother Ricker indicates, the war among farm organizations is about over and harmony begins to reign but such articles as above may well help matters. Let us be fair with each other. It is easy to find fault but hard to build up. We gleefully accept Brother Ricker's tribute to Kansas as being first to federate her farm organizations. He knows Mr. Huff and Mr. Snyder, but doesn't know Mr. Cogswell, Master of State Grange. Well, if he knew Mr. Cogswell, he would find one of the most cultured up-to-date farmers in the state. With three such men leading the farm organizations of Kansas, anything and everything is possible.

Andrew Shearer

Perhaps such discussion, carried on in utter good spirit and complete frankness, does really help matters after all. Good-natured discussion always helps. We need a clearer knowledge of each other, as well as a will to co-operate. And it would seem that there are some states in which the Agricultural College—the Extension Service and Big Business have far more control over the farm Bureau than is economically good for the farmer. A close examination might disclose even there a better situation than is apparent. In Kansas it is a struggle to bring the organizations together, and their co-operation does, no violence to any of them. But not all states are so happily situated.

(Continued on page 4)

THE KANSAS UNION FARMER

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

Change of Address—When change of address is ordered, give old as well as new address, and R. F. D.
All copy, with the exception of notices and including advertising, should be in seven days before the date of publication. Notices of meetings can be handled up until noon Saturday on the week preceding publication date.

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

THURSDAY, AUGUST 8, 1929



THE GRAIN MARKETING CORPORATION

Recently the Farm Board met with invited representation of farm cooperatives dealing in grain and two days were devoted to discussion of tentative plans for creating a national cooperative grain marketing corporation. As an outcome of the meeting a committee of 16 was created to form such a corporation if possible.

W. H. Settle, of Indiana, is chairman, and L. E. Webb, of Kansas, is secretary. The Farmers Union, (marketing terminally more grain than any other group and perhaps as much as all others combined) has three members on the committee—M. W. Thatcher of St. Paul, H. G. Kenney of Omaha, and the writer.

The press has carried a very great deal of material relative to this corporation proposal. They have given the impression that about all that remains is to incorporate upon the agreed basis and start operations. In this report and editorial writers have meant to be fair. They missed the meaning of the Chicago meeting and judged that every point agreed upon was final and would be incorporated into the new company.

The value and purpose of the Chicago meeting was that it afforded the first opportunity for the members of the Farm Board and the leaders in cooperative grain marketing to face each other and get acquainted, and for the leader themselves to try to reach common ground. Much has been made of the differences among the cooperatives. The impression prevails in many quarters that the farm movement is retarded by the jealousies and quarrels among leaders. That organizations are using more energy in opposing each other than in furthering the cause of cooperation. There is just enough truth in this to make it endanger in the eyes of the public, but it is not essentially true. We did a pretty good job of getting together at Chicago. Most of our difficulties do not run deep.

When the Committee meets August 26 it is free to proceed along any lines that seem best. Nothing from the previous meeting will bind them. Each group represented will have had time and opportunity to get its reaction to the general proposal properly registered with the leaders. All will have had time to assimilate the proposals made at the first meeting. A good start has been made, and no more.

It is the evident intent of the Farm Board to have one central marketing corporation created by the cooperatives for each major commodity, in lieu of the stabilization corporations provided for in the Farm Bill. When the bill had reached its final form it had become a marketing bill instead of a surplus control bill, and the marketing functions of the stabilization corporations are of prime importance and stabilization only secondary. The marketing corporation is perhaps a better form for the work it is to do.

I do not share in the extreme optimism of some that this step marks "the great new day" for agriculture. That it has helpful possibilities is conceded. There are savings to be made through centralized marketing which will retain for the farmer millions of dollars he now loses to others. There are advantages in group bargaining, capable of adding millions to farm income—if that power is used to enhance prices. But if it cannot be so used there is no good in having it. With American price levels determining living challenging and with American standards of living challenging him and his family, the problem of the American farmer cannot be met by prices based upon the world market, no matter how efficient his marketing machinery. He must by some means share in tariff benefits. The impression has been given that price enhancement will not be sought. Nevertheless the new corporation is greatly worth while. If a right and fair basis of relationship is established between present cooperatives and the central corporation, every cooperative should enter heartily into that relationship and every farm organization should lend undivided support.

In the tentative discussion of the other day it seemed to be the position of the Board that two of the advantages provided by the Farm Bill should not be utilized as provided. The Bill established a fund of a half billion dollars at a low interest rate. The value of this is in its effect upon commercial rates, as well as in direct savings. It is proposed to set up an intermediary between Farm Board and cooperatives and to increase the interest rate about 50% above that provided. This will be very helpful to those who lend money. But it will be a grave disappointment to farmers. It is true that the proposed increase is to be income for the central corporation. But it is at the expense of those who borrow, and therefore a direct deduction from the farmers' price.

The other lessened benefit is in the field of stabilization operations. The Bill provides that losses incurred in such operations shall be paid from a fund accrued from profits in other such operations, and when a shortage occurs the revolving fund furnishes the money to cover it. The Board seems disinclined to undertake or permit this sort of operation. It is entirely evident that transactions tending to affect the price level, and in which losses are highly probable, cannot be carried on at the risk of the cooperatives. Such procedure puts a penalty upon membership in a cooperative, and a premium upon staying out. The benefits from price enhancement are passed alike to member and nonmember. The risk cannot be assumed by the member. We have had too much of that already. A local cooperative, for example, fighting for a place in the market, may increase the price of grain 10 cents a bushel to every grower. But if a loss occurs it is borne by the members 25 to 50 per cent of those benefitted. The Board seems to feel that the proper thing under such circumstances is to stay away from stabilization operations.

The Farm Bill is a rather weak instrument with which to face so big a task as securing equality for agriculture. Yet the tentative proposals of the Board are weaker than the bill itself. Commercial rates on money are to be retained and little or nothing is to be done toward control of surplus. What is done, if anything, would seem to be at the risk of the cooperatives.

When the Committee meets it may be able to strengthen and improve upon the tentative proposals. The Board itself may find it advisable, upon further study and analysis, to go considerably farther than was at first indicated. The farm situation cannot be met by half measures. Some way must be found to enable the farmer to share in our protective system or that system must be abandoned. Protected markets for others and world markets for farm products constituting the upper and nether millstone, slowly grinding the farmer away. Tenderness toward money lenders and deep concern over any possible increase in consumers prices do not strongly indicate a determination to deal vigorously with the farm problem. Every cooperative and every farm organization should go along with the new plans, first helping to make the new plans sound and as adequate as possible, but always retaining their own identity and membership contact. This last is absolutely vital.

ORGANIZING TO MEET NEW MARKET CONDITIONS

The development of cooperative marketing to new and increased effectiveness is almost certain. The long, hard fight has broken down the resistance of the evening in many quarters. The movement which was abused and ridiculed, and which had to fight for recognition before the law as well as for a place in the markets, now emerges as the proven and accepted way. Perhaps the job now will be to keep someone else from getting possession of it.

This new attitude is at once an opportunity and an obligation to the Farmers Union. It gives a new and better chance for every one of our hundreds of institutions. New members will be increasingly easy to obtain. Greater efficiency in marketing will be possible, and hence greater value will attach to membership. With proper care and attention to the work financial and membership shortages will very soon be overcome. One business unit in Kansas has had 40 applications for membership in the Union, in order that the applicants might become stockholders and participants in the business. Of these 18 joined one local at its last meeting, and 22 are joining locals near them. This is but an indication of the changed tendency. It is a challenging opportunity.

But this carries also an obligation. The new development of the cooperative movement lays upon us the necessity of reaching at once the territory naturally belonging to and dependent upon us. There are several counties in Kansas in which there are no cooperative elevators. In some of them there has been Farmers Union organization in the past and it has gone down. Such areas must be reached this fall with a clear, conservative program. They must become a part of the general plan and program of the Union. No one else can aid them as we can do, by no other means can they serve themselves so well. And some of them are already conscious of this fact and are ready to welcome and cooperate with organizers for the Union. We are preparing in this office to do our full share to meet both opportunity and obligation. Every local and every County Union should play its part. We face a new condition, a period of great growth and development.

LIMITED TARIFF REVISION

In his message to Congress at the opening of the present special session, President Hoover said that "seven years of experience under the tariff bill enacted in 1922 have demonstrated the wisdom of Congress in the enactment of that measure. On the whole, it has worked well." It has worked so well, in fact, that the tariff had practically disappeared from public discussion and, for the first time in generations, it was not a major issue in the presidential campaign of 1928. There was no demand in that campaign for any tariff revision other than of the agricultural schedule, which was a phase of the program of farm relief.

If it was a wise measure, if it has worked well on the whole, if the country has prospered under

it and labor has been fairly rewarded, why tamper with it at all, except as the needs of agriculture may warrant consideration of reasonable changes of duties on agricultural products? The only reason lies in the possibility that some particular industries have not shared in the general prosperity and have lost ground because of foreign competition. When that loss from that cause can be established then there is justification for help if help can be supplied by the tariff. In view of the prosperity that is obviously well-nigh universal such instances can be but few.

"It would seem to me," said Mr. Hoover, "that the test of necessity for revision is in the main whether there has been a substantial slackening of activity in an industry during the past few years, and a consequent decrease of employment, due to insurmountable competition in the products of that industry." That is a fair basis for a limited revision to meet clear necessities, and no other revision is warranted at this time. What industries have suffered "substantial" slackening of activity and decrease of employment during the past few years due to "insurmountable" competition, by which, of course, Mr. Hoover meant foreign competition? In the general prosperity of recent years, and of the present, such industries should be sticking out like sore thumbs. At least there should be no difficulty in finding them, without any other sources of information than are available in the Department of Commerce, the Department of Labor and the Federal Reserve Board.

Indeed, we can see no reason why the Tariff Commission should not locate these exceptional industries, if any exist whose troubles are due in fact to inadequate protection, and recommend such adjustments as the circumstances would indicate. That would answer every requirement of the present situation, relieve Congress of a difficult and almost hopeless task, and save the country from a disturbing and needless uncertainty.—St. Louis Globe-Democrat.

FACTORS IN PRODUCTION COSTS

It is the duty of the farmer to reduce the unit cost of production in every way and as rapidly as possible. A like obligation rests upon all other producers. It is the right of the farmer to secure for the sale of his product at least that cost. A similar right belongs to others.

The farmer has given principal attention to production, increasing output and lowering costs. He has neglected making sales at or above cost. Business has promoted selling at profits, and has then devoted profits to production and lowered costs. Business has done right well.

Business devotes a great deal of time and money to cost-studies, and to the job of convincing the public that the costs shown are accurate and the rates therefore justified. Departments of Agriculture have prepared cost sheets for farm products—never, so far as I know, taking into consideration all of the items which business always includes. The Farmers Union, through E. E. Kenney, made up cost charts for a number of states, their figures often challenged but never discredited. But no serious, general attempt has been made to secure prices equal to the costs shown. What is admittedly right and necessary for others is wrong or impossible for farmers. We must give more attention to relationship between cost and price.

The Ohio Chamber of Commerce issued a recent bulletin dealing with transportation costs, and outlining the basis upon which service charges are determined. We do not question these cost claims, but upon the same basis no farm can possibly show a profit over a series of years. This one-sided method—cost and profit for one and loss for the other—is destroying agriculture. This report says:

"Most things in nature, and all man-made things, in time, decay, wear out or become out of date, and, therefore, useless. Many things are like 'the wonderful one horse shay that ran 100 years to a day and then went to pieces all at once.'"

"There must be a clear distinction between capital and income. There must be assurance that the property that is being used is not being used up. 'Obsolescence, due to the fact that the world moves on, is the most subtle, or possibly the most undermining, factor of all.'"

"Transportation equipment frequently becomes out of date long before it is worn out. Capital invested in transportation service to continue, the capital must be replenished at intervals."

We hear a great deal about service at cost without always appreciating who pays the cost or what the term "cost" really means.

Regardless of the wide variation in its use, the term "cost" as applied to transportation service, in the inexorable law of human experience must always include the following:

1—Labor and other operating expenses for rendering the transportation service including the various species of taxes and insurance.
2—Provision for replacement of capital put in as fast as it vanishes, as described in the preceding section.

3—Rental or hire of the capital used in the project, ordinarily called interest. Interest accrues during the construction period of a property and is an integral part of the cost of the finished structure. This rental of capital is a debt which must be paid before there can be a profit, and like wages, is an element of cost and not a part of profit."

REFLECTIONS

ODE TO A WEED

By Edward Anthony

A weed has much more fun
Than almost any one,
Or almost anything
Of which a chap could sing.

The weed a sense of humor
Possesses; when a rumor
That he is to be plucked
And ignominiously chucked
Reaches his ears he grins
Says: "On with the attack!
Don't worry, I'll be back!"
As by most farmers borne out,
Though fifty times I'm torn out,
Again I poke my dome
A-smiling through the loam."

Poets of flowers sing
And to this subject bring
Their finest talents. I,
Being a roughneck guy,
Prefer to pen a screed
About the pranking weed
That simply won't obey
When he is chased away.
A love of life like that
Makes me remove my hat!

Unbanishable tramp,
O weed, thou art a scamp
And yet I sing thy praise,
For in the future days
When I'm no longer here
Thou'lt whisper in my ear
Thy secret so that I
Again this life may try.
I too, when I'm no more,
May find that death's a bore
And yearn to poke my head
Through earth when I am dead,
And in one upward dive
Be gloriously alive.
As you so often do
When people think you're through.

FORD'S LATEST CONTRACT

Under an agreement between Henry Ford and the Government of Soviet Russia, Ford has undertaken to establish a motor works at Nishni Novgorod, which will have an output of 24,000 cars in 1930-31; 40,000 cars in 1931-32; and 100,000 in 1932-33. Ford undertakes to train Soviet engineers and mechanics, and to acquire them with all the latest improvements in the industry. The Journal of Commerce, New York, states that this contract indicates that the American car manufacturer has confidence in a business standard point in the Russian Government, and adds that it is very desirable that the relations of the United States and Russia should be placed on a regular footing. Ford has expressed much interest in Russian schemes of industrialization, and particularly in the application of motor power on large scale farms.

SAVING US WITH SLOGANS

If Senator Henry J. Allen wants his suggestion that we increase our consumption of wheat to 7 1/2 bushels per capita taken seriously, he must produce a fitting slogan. "More wheat—less meat" might do. The live stock could reverse it, and both groups could carry ads in Henry's paper. No doubt that would be as good a way as any, since to shift consumption from one food product to another merely leaves the farm problem in the same form in a new place. Slogans are always serviceable, though seldom sensible. A "boosting" paper carried these two recently: "Consumption is the new necessity. The way to make business boom is to buy." "Savings are the basis of expansion. Better start saving—late than never." Bigger and better slogans are our need.

OIL FROM PHILIPPINES

In the tariff schedules of direct interest to the dairy industry, the adjusting of rates on products from the Philippines has been and is a problem, but that may be accepted by Congress and will be recommended by representatives in Washington of the dairy industry.

Some such plan will need to be adopted or the whole movement for tariff rates on vegetable oils to aid the dairy industry in this country will come to naught.

The Philippines supply such immense quantities of coconut oil that, if it continues to come in free, will soon supersede the domestic oils, which it already does to a large extent, with which it comes in competition. The plan is to declare the tariff and then allow a refund, at the same time returning to the Philippine treasury all the money collected through the tariff. The effect would be to raise the price of the oil from the Philippines in this country thus accomplishing the purpose of the tariff.

This action could be taken to the seeming detriment of only a few rich American, Spanish and Japanese exporters, while the benefit would be

to all American farmers concerned in the vegetable oil industry in this country. Filipino labor could not be injured for they already work in the cocoa industry at what would be starvation wages in this country. The proposal, in other words, is to handle the tariff insofar as it relates to the Philippine Islands in about the same way as with Cuba. It seems to us that the proposal is a feasible and an excellent solution of a vexing problem.—Produce Journal.

THE LAW OF THE TALON

Our competitive system means the slow poisoning of society. Its ethics and sociology are those of the jungle. Its law is the law of the talon. It is the economic struggle for existence, and the fittest who survive are the best fighters who profit most on others' losses. It is a fight to the death, and its terrible mortality has so impressed its own devotees that again and again they have declared a truce and formed great alliances with each other.—Emerson P. Harris, Co-operation the hope of the Consumer.

FUNDAMENTALLY SOUND

We are not conceited enough to think we are always right, neither are we fool enough to feel that we are always wrong. There are a few things we think we know, and one of them is that co-operative marketing is fundamentally sound and economically right, and is here to stay. If the farmers expect to be benefited by any legislative program, they must show business judgment enough to join with their fellow producers. Some chimney corner scribbler, who could be well quoted would read, "The Lord helpeth those who help themselves."—Oklahoma Cotton Grower.

TARIFF FOR ALL

AGAINST ALL OTHERS

"Empire Wheat and Meat," cries the noble journalist of Shoe Lane, "Canadian wheat must enter Great Britain free—and all foreign wheat be taxed. Australian meat must enter Great Britain free—and all foreign meat must be taxed. In return British manufactured goods must enter Canada and Australia free—and all foreign goods must be taxed."

To push this brain-wave, a new party of "Imperial Crusaders," as the Daily Express informs an astonished world, has been formed. But the world will get over it in time.

We must try hard to believe that Lord Beaverbrook is serious. It would be cruel to dam the beaverbrook right to start, but let us look at the thing a moment. Foreign wheat and meat are to be taxed. Canadian and Australian wheat and meat are to come in free. Naturally the price in these states will be fixed at the level of the foreign supplies, since these will be in competition with home and for colonial supplies. This would mean that the British public is to make a present to Australian and Canadian exporters of the amount of the tax, for we refuse to believe that even Beaverbrook is so simple as to imagine that prices will not rise, and so we are to have what, in the elegant and refined language of the Daily Mail, would be a "stomach brace." We await word from Premier Bruce of Australia concerning the second half of this Midsummer Night's Dream. We do not see those British goods entering Australia free; why, it was but recently that the cry was voiced "down under" for more protection against British imports of wirenetting, and the duties were greatly increased in consequence—to the further reduction of the earnings of the agriculturists and pastoralists in the Commonwealth!—The Commonwealth, London.

SELLING MARIAN TALLEY'S WHEAT

Someone who wants publicity says he has contracted for the wheat from the Talley farm near Colby. He proposes to sell it for seed, or to mill it into flour packed in 50 or 100 pound bags. Farmers don't buy seed wheat he sold as bird seed for canaries less responsive to a name than is face powder. We suggest that this wheate sold as bird seed for canaries.

PROSPERITY NOTE

Jacob Billikopf, executive director of Jewish Charities in Philadelphia, says that not in years have charitable organizations been so burdened with the care of needy families in their own homes. By reason of improved machinery those who are employed earn more than ever before, but fewer are called to work and there are more unemployed.

Such dupes are men to custom, and so prone to reverence what is ancient and can

A course of long observance for its use. That even servitude, the worst of ills, Because deliver'd down from sire to son Is kept and guarded as a sacred thing.—Cowper.

BARNUM WAS RIGHT!

It never fails! A high police official in England recently said: "The confidence trick has a thousand variations. Even its crudest and simplest forms have been, and are, successfully for hundreds of years, and I fully expect that victims will go on walking into the net for hundreds more."

What might be called the premium trick has fewer variations because it is so monotonously efficient in its simplest form. Fred Langford, in the National Livestock Producer, tells a tale from Seymour, Iowa, that can be duplicated almost anywhere on earth where folk have handed together for self-protection—until.

Seymour, according to Mr. Langford in the National Livestock Producer, boasted of a very successful livestock shipping association. The organization grew and prospered until a packer buyer established himself in the town.

Quite naturally, under the circumstances, the farmers soon found they could net more for their hogs by selling them to the buyers than if they shipped through their own association. One by one they forsook their organization and took their animals to the buyer. Finally the association was forced to quit business.

No sooner had the association passed out of the picture than hog prices began to go down. That was also quite natural. The buyer, apparently, was acting on perfectly sound business principles. He had invested a lot of money in over-payments to the farmers, in order to break the association. With the association out of the way, he could hardly be held out for paying such low prices that he could speedily make back his investment, and some good cash profit to boot.

It's the same old story. Change the name of the town and the name of the association and it will fit any one of a thousand localities. The only funny thing about it is that the farmers still continue to fall for such an old-time come-on racket!—The Scoop Shovel, Manitoba.

"ENEMIES" OR "FRIENDS"?

There is no occasion for debate as to the need of economic adjustment in our agriculture. Our farmers in many lines—notably, for example, in some of the staple crops—are not sharing in the general national prosperity. Common justice demands that they should, and as a nation we must see that they do, and only upon the selfish grounds of assuring the continuity of our food supply, but because it is not right nor desired by any group of our people that our part of the Nation shall prosper while other languishes."

The above quotation is from a speech by Congressman O. O. New Jersey, the member of our Agricultural Committee that boasts that not a single farmer resides in his district. He has been recognized as the spokesman for the opposition to effective farm legislation for the past eight years. This statement should put to shame the "wise men" of the great Agricultural State of Kansas, who still insist that there is nothing seriously wrong with the great industry of agriculture except that a few "agitators" keep the farmers in a dissatisfied state of mind.

It's strange that a Congressman from a purely industrial district can vision this problem so clearly, even though he opposes what we think are effective remedies, while so many of our writers for farm papers and editors of country weeklies as well as city reporters, and even some of our Congressmen and Senators, fail to see the problem at all. Perhaps they are too close to it. Or possibly they may be over fearful of a manifestation of displeasure in the state their political master's voice. Such headlines as "This Farmer Doesn't Need Any Relief," "Diversification, the Key to the Farm Relief Problems," "No Relief Needed Here," "Can't Make Agriculture Prosperous by Legislation," while not directly attacking constructive legislative proposals, are the more insidious and harmful because they contain half truths which are often worse than lies.

Right in line too, is Senator Allen's expression in his maiden speech in which, referring to a quotation from a Kansas farmer's letter, he said, "I hesitate to quote this farmer, because he is a successful farmer." Incidentally, the fact that the said farmer's "success" was quite materially enhanced by discovery of oil on his land was not mentioned, and of course not known to the general public.—Ralph Snyder, in Bureau Farmer.

NEIGHBORHOOD NOTES

A NEW LOCAL AND NEW BUSINESS

In reporting a new local this week Art McKnight says two of the new members want insurance right away, and he hopes the charter will be issued promptly. He also says:

"The members of this local have already shipped three cars of baby beef calves to the Union and I think they will buy a good deal of car lot stuff through the Jobbing House. They were well pleased with the sale of their calves."

INSURANCE BOARD IN SESSION

The Insurance Board was in session at Salina last week, checking up

and passing upon the affairs of the Companies. It was a pleasure to have this group of loyal boosters around the offices. They found everything in fine shape.

MARSHALL COUNTY PICNIC

The Snipe Creek Farmers' Union Local No. 924 will hold its annual picnic at Scholz's grove 6 1/2 miles south of Frankfort and 4 1/2 miles south of Beattie, on Thursday, August 15, 1929. A big basket dinner will be served at noon. In the afternoon we will be entertained with a program at which Mr. Lamberton will be the principal speaker. There will also be a ball game and races of all sorts.

At the last quarterly meeting it

was voted to make this a County-wide picnic, inviting all the locals in the county. Snipe creek taking charge of it.

Plan to come and enjoy the day with us. A big time is assured.

Mrs. Marion E. Wolfgang
Advertising chairman

INCREASED BUSINESS BY SOUTH DAKOTA CO-OPERATIVE

Over one and one-half million bushels of grain have been handled during the past seven years by the Farmers' Union Co-operation Association, Mission Hill, South Dakota. This association has been serving its members since 1919 by operating an elevator and warehouse and by buying farm supplies for them. The present membership is about 160 and patronage number about 500.

For the year ending June 30, 1929, the association marketed 270,022 bushels (continued on page 3).

: Glimpses of Co-Operation :

PLAN CO-OP. CREAMERY AT SEDALIA, MISSOURI

A \$150,000 creamery will be erected at Sedalia soon by the Missouri Farmers' Association, according to William Hirth, president.

TO FURTHER EGG TRADE

An egg co-operative is being established in

Basel, Switzerland, for the purpose of facilitating the marketing of local eggs in Switzerland, reports O. B. Moussman, of the office of the Commercial Attaches at Berne, to the Department of Commerce. It is expected to begin operation in the Fall. Many important agricultural and dairy associations have joined the movement, as well as the Swiss Union of Consumers' Societies. Eggs will be collected all over the country by local dairies and will be shipped immediately to the consumption centers. Regional co-operatives will be established in Berne and in the French part of Switzerland.

Ladies' Auxiliary

NOTICE

ALL LADIES AUXILIARY DUES SHOULD BE SENT DIRECT TO THE STATE SECRETARY, MRS. MAY INGLE, MICHIGAN VALLEY, KANSAS.

THE AUXILIARY DUES ARE \$1. YOU KEEP 30c IN YOUR LOCAL. SEND 70c TO THE STATE SECRETARY. THEN 20c OF THIS IS

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

Junior Co-operators

MEMBERSHIP ROLL OF JUNIOR CO-OPERATORS

ALMA	MADISON
Maeblle Fink	Georgia Grace Coffman
Achula M. Daltor	MORAN
Cleora Bates	Lucille Zornes
Maxine Snodgrass	Evelyn Zornes
Martelle Snodgrass	Wymen Zornes
Wilbur Lee	MICHIGAN VALLEY
Carl Brown	MAPLE HILL
Hellen Holcom	Rufus Miller
Helen E. Sutton	Jean Miller
Veda Sutton	McFARLAND
BARNES	Evelyn Mathis
Mildred Truhilack	NORTON
BAXTER SPRINGS	Ivah Jones
Bettie Irene Lowe	Zenith Fowler
BURNS	OTTAWA
Nadine Guggisburg	Mildred Nelson
BREMEN	OSAWATOMIE
Melba Pecenka	Richard Schiefelbusch
BERN	Max Schiefelbusch
Mary Heiniger	OGALLAH
BELLE PLAINE	Mildred Rogers
Margaret Zimmerma	Naomi Jean Rogers
Louise Zimmerma	Hellen Hillman
COLONY	Erma Rogers
Julia Powell	OAKLEY
CONWAY	Esther Sims
Wayne Seibert	Clifford Sims
Lela Seibert	OVERBROOK
DELIA	Durene Brecheisen
DRESDEN	Elgitha Hoffman
Irene Fortin	PERRY
Irene Wentworth	Eldha Beuerman
FLORAL	Isabel Johnson
Letha E. Watson	QUINTER
Paul J. Watson	Melvin Inloes
FRANKFORT	Cecil Phelps
Dane Odo Dexter	RUSH CENTER
Laveta Dext	Helen Bartz
GARNETT	Phyllis Turman
Blair Watkinson	ROSSVILLE
KANAPOLI	Georgana Olejnik
Bernadine Svoboda	SCOTT CITY
Achula M. Falter	Junior Rudolph
Marthele Snodgrass	Kathleen Rudolph
Duane Brecheisen	SALINA
KINCAID	Paul Huff
Addie Hardin	SPRING HILL
Clinton Donald	Ralph Wedd
Howard Donald	Erma S. Hoch
Lucille Cretten	TIMKIN
Fern Rogers	Dorothy Krieger
Marjorie Alice Rogers	Nadine E. Neidenthal
LYNDON	UTICA
Naomi Jichen	Marie Newton
Florence Barrett	Vera Funk
Ruth Beaman	ULYSSES
Grace Beaman	Gladys M. Collins
LUCAS	YASSAR
Blanche Alksmit	Elizabeth Brown
LA CROSSE	WAKEENEY
Lucille Wilson	Hilda Helen Fabrizio
LA HARPE	Helwig Fabrizio
Arline Robinson	WESTPHALIA
LAWRENCE	Ned Corley
Della Bond	WAMEGO
MONT IDA	Adeline Miller
Helen Centlivre	WHITE CITY
Pete Centlivre	Lorena Tatlow
Keith Centlivre	WINDOM
	Autumn Andes

HOW TO BECOME A MEMBER OF THIS DEPARTMENT.

Any child 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 the department, and is entitled to a pin. In order to receive a book, the child must signify his intentions to study the lessons, and send them in. We cannot send out books to those who do not intend to send in their lessons.

The address to which all Juniors should send their letters is:
AUNT PATIENCE,
In care of the KANSAS UNION FARMER, Salina, Kansas.

Dear Juniors:

We are so glad to have your nice letters and will look for more next week and the lessons from those who have not sent them in.

You remember a few weeks ago your Aunt Patience was ill and not able to give you letters the careful attention she wanted to. She was so anxious to get back, she came just a little too soon and now is having to stay at home again for a short while. No doubt by the time you read this she will again be back to work and feeling quite herself again.

If you have not had the answers recently, just as you should, will you please remember she wasn't feeling quite well and will want you to call her attention to any oversight in not sending your pins or lesson books promptly.

Wakeney, Kans., July 30, 1929
Dear Aunt Patience:
I received my pin a long time ago, but have never taken the time to thank you very much for it. It is a dandy pin and I am very proud of it. Excuse me for not answering the questions any sooner but I have not been home during harvest.

I was thirteen the 12th of June. Well as I do not know any news I will close with love,
Your niece
Hedura E. Fabrizio
Rt. 4, box 56
P. S.—Senator Henry Allen is speaking in Wakeney today.

Mont Ida, Kans., July 21, 1929
Dear Aunt Patience:
Have the other members shove over and give an old-timer a little room. The membership sure is growing.

I sure like my pin and wear it on my new dress.
I tried to get one of my best friends to join, but they just moved down here so they didn't take the time yet. I am going to try and get some others to join.

Am sending in my fifth lesson. Hope it is right.
Your little niece
Helen Centline

Wakeney, Kans., July 30, 1929
Dear Aunt Patience:
I received my pin a long time ago and am very pleased with it. I think it is a cute pin.

A niece
Hilda H. Fabrizio



6575. Ladies' Dress. Cut in 5 Sizes: 34, 36, 38, 40, and 42 inches bust measure. A 38 inch size requires 3 1/2 yards of material 36 inches wide or wider. For collar, jabot, sleeve facings and belt of contrasting material 5/8 yard, 36 inches wide is required cut crosswise. The width of the Dress at the lower edge with fullness extended is 2 yards. Price 15c.

5172. Child's Short Clothes Set. Cut in 5 Sizes: 1, 2, 3, 4 and 5 years. A 2 year size requires 1 1/2 yard of 36 inch material for the Dress, 1 1/4 yard for the Petticoat, and 1 1/4 yard for the Combination. Price 15c.

FASHION BOOK NOTICE

Send 2c in silver or stamps for our UP-TO-DATE FALL and WINTER 1929-1930 BOOK OF FASHIONS, showing color play and containing 500 designs of Ladies', Misses' and Children's Patterns, a CONCISE and COMPREHENSIVE ARTICLE IN DRESSMAKING, ALSO SOME POINTS FOR THE NEEDLE (illustrating 30 of the various, simple stitches) all valuable hints to the home dressmaker.

EATING FOR TEETH

Nature kindly provides us with teeth for our food. We have long been grateful for that. But the idea of eating food for our teeth is a somewhat newer one, though quite in keeping with the modern realization that Nature needs assistance from us in the way of intelligent eating.

To have good, strong, healthy teeth, which will stand up to the wear and tear of numerous diseases brought on by poisonous drain from bad teeth, it is necessary that much food containing minerals be eaten. This is true for adults and especially true for children. The most important minerals for strong teeth are calcium or lime and phosphorus, particularly lime. Both of these are lacking in many family diets.

Whole foods are teeth building foods? Miss Georganna Smith, a white, food and nutrition specialist at K. S. A. C. recommends milk, cheese, green vegetables, and fruit with particular emphasis on milk. One quart of whole milk, either raw or in cooking, is not too much per day for each child and a pint apiece for adults. This may swell the milk bill but it is economy.

In addition to milk each person should have each day those mineral foods: such vegetables as spinach, cabbage, turnips, lettuce, beet greens or peas; some fruits as orange, apple, prunes or raisins; and a coarse cooked cereal such as oatmeal, cracked wheat or puffed corn.

It has been well said that the "health of the nation lies in the hands of the one who plans the meals."

MAKE THE PORCH A SUMMER LIVING ROOM

Summer porches should be gay, restful, and cool.

Too often the attempt to make furniture bright defeats any possibility of its looking cool. For instance, orange seems to be a favorite with too many women who love to wield a paint brush. But orange is a hot color, far too heated for the hot days there are in Kansas.

Green is perhaps the most delightful color for porch furniture, says Miss Marguerite Harper, home management specialist at K. S. A. C. Miss Harper has been giving "porch advice" to women in a number of counties in the state, and has seen a great many summer decorated porches, both successful and unsuccessful. Green contributes both gaiety and coolness and is especially pleasing if the house is painted white.

If the house is cream or brown then a tan or a shade of brown deeper than the house makes a harmonious yet neutral background for bright pillows and upholstery. Very bright and in-

KANSAS UNION FARMER WEEKLY EXCHANGE
If members of the Union have anything to Sell or Exchange, they should advertise it in this department. Rate: 3 cents a word per issue. Count words in heading, as "For Sale," or "Wanted to Buy," and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

CLASSIFIED ADVERTISING

FOR SALE

BEEHUNTERS use my Beescent and instructions, one man did and found three beehives in one afternoon. Will Grover, Bristol, Vermont.

SALESMEN WANTED.

WANTED—Men with cars. Congenial year-round work. Liberal cash commissions. No previous experience or cash investment required. Call, see or write H. C. Kneale, Beloit, Kans. Phone 2567.

EPILEPSY curable? Detroit lady finds complete relief for husband. Specialists home and abroad failed. Nothing to sell. All letters answered. Mrs. Geo. Dempster, Apt. 24, 6900 LaFayette Blvd., West Detroit, Mich.

RESOLUTIONS OF SYMPATHY

Whereas, God in His infinite wisdom has seen fit to remove our dear brother and member, J. C. Lewis, Be it therefore resolved: that we the members of Midway Local, 567 extend our heartfelt sympathy to his family in their time of bereavement.

Be it further resolved that a copy of this Resolution be sent to the bereaved family, a copy sent to the Kansas Union Farmer for publication, and a copy be spread upon the minutes of our local.

John P. Schuch, President
Fred W. Koop, Secretary
Midway Local 567

tense colors should be used only for trimming, in small areas. The soft color of the wood might have fine line decorations in vivid hue. But the pillow offers sufficient opportunity for pattern and intensity.

There are innumerable gay cretonnes for porch pillows or chair coverings. One of the colors is a figured material selected should be the same tone as the wood of the furniture, to "blend."

Natural colored wicker furniture can be combined nearly any color scheme is very satisfactory for the porch. Canvas swings in conservative colors are both comfortable and attractive. Rustic chairs and benches have an out-door charm. A rug makes the porch more of a room, and if there is a rug it should be dark enough for weather and wear and there is not an offensive note in the color scheme.

A MORNING THOUGHT

Let me today do something that shall take
A little sadness from the world's vast store,
Of joy's too scanty sum a little more.

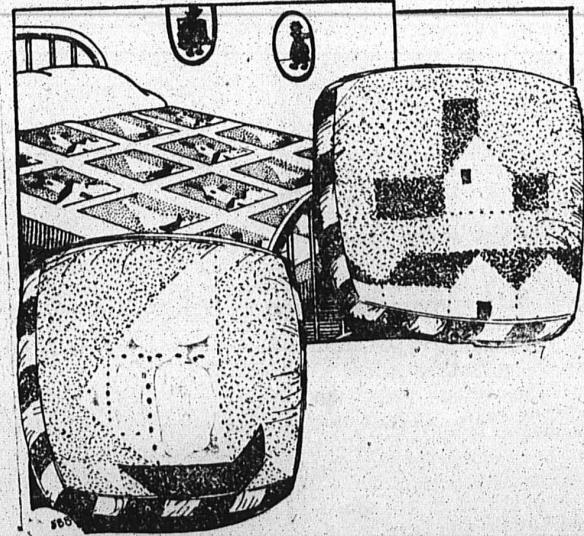
Let me tonight look back across the span
Twixt dawn and dark, and to my conscience say—
Because of some good act to beast or man—
"The world is better that I lived to-day."

—Ella Wheeler Wilcox
The League of Nations reports the cost of the World War at \$353,000,000,000 and 37,000,000 lives.

UNITED STATES CIVIL SERVICE EXAMINATIONS

Sugar Beet Research of U. S. Department of Agriculture. Number of Scientifically Trained Workers

The Bureau of Plant Industry of the U. S. Department of Agriculture



DUTCH DESIGNS FOR QUILTS OR PILLOWS

This time we are offering patchwork patterns that are most unique, either for prim little pillows, twin-bed quilts—one of boats and one of mills, or used alternately in one large quilt as sketched.

Colors are sky-blue, delft blue, and white. Cardboard cutting patterns of each part, and instructions and chart for setting them together are included in each order. The Dutch Mill design is number 587 for 20 cents and the Dutch boat is No. 588 at 20 cents.

Materials may be ordered also, and

FARMERS' UNION DIRECTORY

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Joe Atkins, Vice-Pres. Salina, Kans.
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201 Oak St.,
Kansas City, Missouri

Farmers' Union Live Stock Commission
Kansas City, Mo.
Live Stock Exchange Bldg., Wichita, Kan.

Farmers' Union Mutual Insurance Co.
Salina, Kansas

Farmers' Union Auditing Association
Thomas J. Dunn, Salina,
Kansas Union Farmer
Salina, Kansas.

is in need of a number of trained workers for employment in connection with the extensive sugar beet research of the Bureau.

The United States Civil Service Commission has announced that until September 4 it will receive applications for the following named positions in the Bureau of Plant Industry, all in connection with sugar beet investigation:

Pathologist, \$3,88 to \$4,400 a year.

Associate Pathologist, \$2,600 to \$3,700 a year.

Assistant Pathologist, \$2,600 to \$3,100 a year.

Biochemist, \$3,800 to \$4,400 a year.

Associate Biochemist, \$3,200 to \$3,700 a year.

Associate Agronomist, \$3,200 to \$3,700 a year.

Assistant Agronomist \$2,600 to \$3,100 a year.

Associate Geneticist, \$3,200 to \$3,700 a year.

Associate Cytologist, \$3,200 to \$3,700 a year.

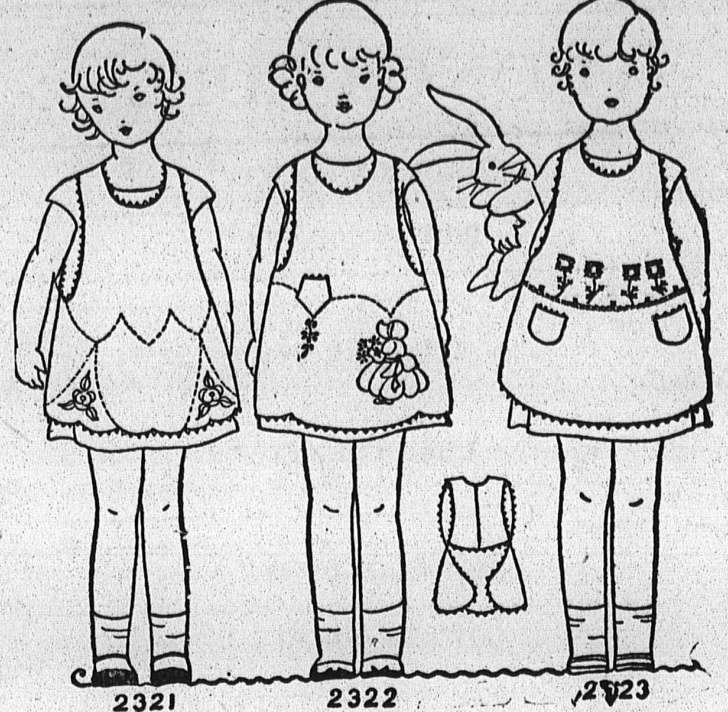
Associate Physiologist, \$2,600 to \$3,100 a year.

Assistant Physiologist, \$2,600 to \$3,100 a year.

At present vacancies exist at Davis, Calif.; Riverside, Calif.; Fort Collins, Colo.; Rocky Ford, Colo.; Twin Falls, Idaho; East Lansing, Mich.; Salt Lake City, Utah; and Arlington Farm Va.

The salaries above named are entrance salaries. Higher-salaried positions are filled through promotion.

Full information may be obtained from the United States Civil Service Commission, Washington, D. C., or from the secretary of the United States Civil Service Board of Examiners at the post office or customhouse in any city.



CHILDREN'S COVERALL APRONS

NO 2321-22-23
These very attractive designs in children's coverall aprons will be found most useful and practical for

the vacation season. They are stamped on tub fast Venetian cloth and come in the following colors: 2321 on maize only, 2322 on coral only, 2323 blue only. Any of these aprons will be sent postpaid upon receipt of only 40c.

NEIGHBORHOOD NOTES

(continued from page 2)

els of grain valued at \$175,062. Of this grain 146,148 bushels was shelled corn; 82,146 bushels was oats; 27,024 bushels, barley; and the remaining 14,704 bushels, ear corn, wheat and rye. The association also sold supplies to patrons to the value of \$37,894 of which \$12,442 was for feed; \$9,697 was for coal; \$4,341 for fence posts; and the remainder for twine, flour, salt and hardware. Feed grinding brought in \$1,781, making a total business of \$214,738 for the season.

Expenses of the elevator for the 1928-29 season amounted to \$9,699 and the net earnings were \$6,555. At the close of the year the assets totaled \$63,190, there was capital stock of \$36,175, a surplus of \$14,564 and an annual fund of \$1,033.

NEMAHA-BROWN COUNTY PICNIC

A joint Nemaha-Brown County Farmers Union picnic will be held at



Night and Morning to keep them Clean, Clear and Healthy
Write for Free "Eye Care" or "Eye Health" Book
Murine Co., Dept. H. S., 9 E. Ohio St., Chicago

HAS
MADE GOOD with
millions!
KC
BAKING POWDER
(Double Acting)

Same Price for Over
38 Years
25 ounces for 25¢
Pure—Economical
Efficient
MILLIONS OF POUNDS
USED BY OUR GOVERNMENT

25¢

—is the
right price
to pay for a
good tooth
paste—

LISTERINE
TOOTH PASTE
Large Tube

25¢

666

is a Prescription for
Colds, Grippe, Flu,
Denge, Bilious Fever
and Malaria.
It is the most speedy remedy known

"TO REACH THE TOP, ONE FIRST MUST CLIMB THE LADDER"

—so it is with Cooperative Marketing. We must build slowly and firmly with each and every one doing his part before a perfect organization is the result. Don't forget, your part includes delivering. Your deliveries may seem insignificant but every can of cream and every case of eggs help your Creamery take another step up the ladder.

Farmers Union Co-Operative
Creamery Association
KANSAS CITY, MO.

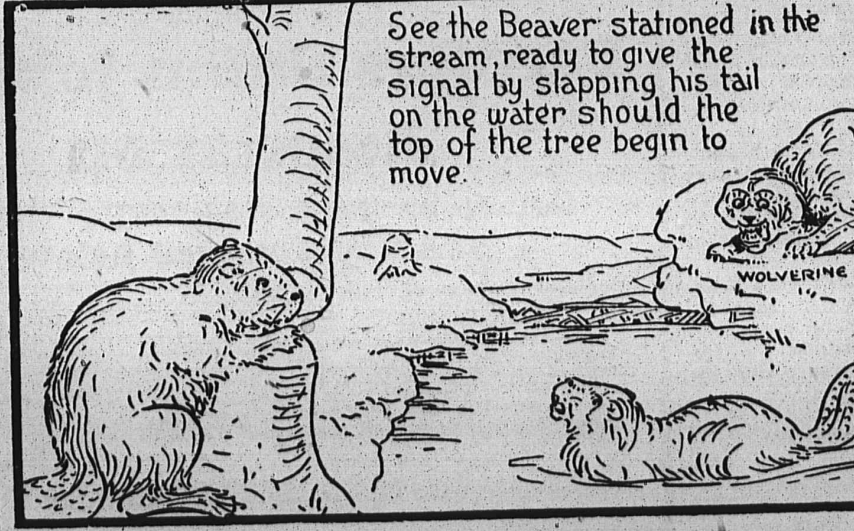
By Stafford

DAD AND I

There's a Beaver emblem of Canada cutting down a tree for food.



See the Beaver stationed in the stream, ready to give the signal by slapping his tail on the water should the top of the tree begin to move.



At the signal the Beavers hurry away to safety.



The Wolverine a great enemy of the Beavers, was about to capture the Beaver when down came the tree and pinned him to the earth.



--: HONOR ROLL --:

ANDERSON COUNTY		
Fairmount	2049	
BROWN COUNTY		
Temple	1431	
Carson	1035	
Hamlin	1820	
CHASE COUNTY		
Saffordville	1936	
Miller	1929	
CLAY COUNTY		
Chester	1125	
Prairie Star	944	
Pleasant Valley	1025	
CHEROKEE COUNTY		
Melrose	2059	
COWLEY COUNTY		
Busy Bee	1936	
CRAWFORD COUNTY		
Quick	765	
Maple Grove	1803	
Mt. Carmel	1706	
Stillwell	2060	
Dumbell	581	
Ozark	699	
COFFEY COUNTY		
Eighty-Eight	2098	
Eighty-Eight	2098	
ELLIS COUNTY		
Pleasant Valley	1804	
Wiles	834	
Excelsior	606	
ELLSWORTH COUNTY		
Advance	1889	
Little Wolf	1376	
Excelsior	975	
Fairview	1070	
Shamel	974	
FRANKLIN COUNTY		
Rock Creek	2149	
GREENWOOD COUNTY		
Neal	1313	
Summitt	1574	
HARPER COUNTY		
Freeport	1539	
JACKSON COUNTY		
Mayetta	1904	
JEFFERSON COUNTY		
Grantville	2055	
Fairmount	1912	
JEWELL COUNTY		
Pleasant Prairie	594	
JOHNSON COUNTY		
Sharon	1744	
LANE COUNTY		
Amy	5164	
LEAVENWORTH COUNTY		
Stamwood	1330	
LINN COUNTY		
Pleasant Home	2065	
LYON COUNTY		
Bushong	579	
Allen	1075	
Admire	1255	
McPHERSON COUNTY		
North Side	1061	
Pioneer	656	
MIAMI COUNTY		
Jingo	1737	
Oak Grove	1825	
MARSHALL COUNTY		
Summit	859	
Barrett	1071	
NEMHA COUNTY		
Prairie Grove	899	
Liberty	833	
Korber	914	
NORTON COUNTY		
Almelo	918	
Pleasant Valley	1025	
OSAGE COUNTY		
Union	1412	
PHILLIPS COUNTY		
Crystal	876	
RICE COUNTY		
Chase	1563	
Pleasant Hill	1387	
RILEY COUNTY		
Rock Island	1199	
Pleasant Hill	1202	
ROOKS COUNTY		
West Corning	1202	
RUSH COUNTY		
Lone Star	917	
Sand Creek	804	
Independence	773	
RUSSELL COUNTY		
Pleasant Hill	728	
SALINE COUNTY		
Rural Rest	2133	
SEDGWICK COUNTY		
Greenwich	1875	
SCOTT COUNTY		
Pleasant Valley	1526	
Beaver Flatts	2117	
Excelsior	1534	
Pence	1740	
Lone Prairie	1544	
SHAWNEE COUNTY		
Dover	2506	
Pauline	1845	
THOMAS COUNTY		
Sunflower	1181	
TREGO COUNTY		
Silver Lake	679	
WABAUNSEE COUNTY		
Chalk	1530	
Turkey Creek	1868	
Freemont	2014	
Herynk	1427	
WASHINGTON COUNTY		
Liberty	1142	
Excelsior	959	
Pleasant View	833	
WOODSON COUNTY		
Liberty	2148	

THE DRY GOODS
--BOX--(Continued from page 1)
MINUTES OF MEETING UNION
COOPERATIVE ENTERPRISES
AND STATE OFFICIALS

President Huff stated he called this meeting for the purpose of determining the attitude of the National Farmers Union in connection with the newly created Federal Farm Board and to see to what extent the Union would cooperate and assist in the administration of the Farm Bill.

Harry L. Hartshorn of Kansas, a candidate for position on Federal Farm Board, told the meeting of his experience for seventeen years in the cooperative grain business and of his qualifications to effectively represent American grain producers on the Board.

Motion by C. C. Talbott, seconded by E. E. Kennedy that the President appoint a committee of three including himself to draft telegrams to President Hoover, Secretary of Agriculture Hyde, and our Legislative representative, Chas. S. Barrett, protesting consideration of the appointment of J. W. Shortill as a member of the Federal Farm Board because he and many of his advocates have in the past consistently opposed genuine cooperative terminal marketing and endorsing Hartshorn for the position.

Motion carried and Secretary O'Shea, A. W. Ricker and President Huff were appointed.

Moved and seconded that we adjourn until 1:30 P. M.

1:30 P. M. The Secretary read telegrams as drafted by committee and same being acceptable, were dispatched to the parties designated and on motion duly seconded and carried the Secretary was instructed to furnish copy to the Press.

The Chairman read telegrams from President Keene of the Nebraska Farmers Union stating that it was impossible for him to be present at this conference.

The Chairman deplored the fact that there was no representation from Nebraska, particularly because he hoped the Union and every State wherein it was functioning, would approach the problem of relation to the Federal Farm Board as a solid unit.

After discussion by C. C. Talbott, Milo Reno, C. E. Brasted and C. N. Rogers concerning the Nebraska situation, it was moved by Reno, seconded by E. E. Kennedy and carried that President Huff wire the Nebraska officials requesting a meeting of the Nebraska State Farm Board and the National Board tomorrow afternoon at Omaha.

Motion by C. E. Brasted seconded by Milo Reno that the chair appoint committee of five with himself as chairman to prepare and submit a broad and comprehensive policy and attitude of the Union towards the Federal Farm Board. Motion carried.

Milo Reno, M. W. Thatcher, E. E. Everson, Albert Fickler and A. W. Seamans were named on committee.

The Chairman read reply from E. L. Shoemaker, Secretary Nebraska State Union, that some of State Board and officials would meet National Board at Omaha tomorrow, but that all could not attend owing to notice being too short.

The Committee of five reported and submitted the following resolutions which were unanimously adopted.

The Farmers Educational and Cooperative Union of America is a business organization of farmers whose fundamental purpose is the organization and development of agencies for handling, processing and marketing of products of the farm.

It is at present operating successfully live stock commission companies on the principal live stock markets. It also operates successfully grain terminal markets at South St. Paul, Omaha, Kansas City, Duluth and Kankakee, Illinois, in 1928 handling a total of approximately twenty-five million bushels of grain. It also operates successfully creameries and produce agencies for its members. It is also engaged in the processing of cotton for its members.

The Farmers Union is thoroughly in accord with the published intent of the Federal Farm Board to bring about cooperative selling, distributing, and processing of farm products by and through producer-owned and producer-controlled agencies.

It further believes that the cooperatives should handle the farm products from the farm up to and through the terminal markets in order that the individual effort and initiative shall remain with the producer.

We further believe that cooperative organizations can be developed rapidly and on a lasting basis by existing groups and believe that the Federal Farm Board should confine its activities to a general appeal to farmers to unite in effective farm organizations upon this basis or the nearest practical basis to be arrived at.

We offer and propose to meet the Federal Farm Board and cooperate fully.

Moved by E. H. Everson, seconded by T. E. Howard, that it is the sense of this meeting that every division of the Farmers Union should make a special effort to educate farmers as to actual cost of production of farm products and that they products from the markets until cost of production plus a reasonable profit be secured. That we heartily endorse the findings of the committee appointed on production costs by the corn belt federation of farm organization and that we earnestly urge that each department of the Farmers Union, immediately take steps to properly finance and extend that work.

Adjournment made until 8:00 P. M. On motion duly made, seconded and carried, the following committee was appointed to represent the National Union at a conference with the Federal Farm Board at Chicago on twenty-sixth instant. C. E. Huff, H. G. Keeney, M. W. Thatcher, E. E. Kennedy, H. E. Witham and Milo Reno.

On motion duly moved, seconded and carried, President Huff was empowered to select from time to time, representatives of our various commodities to meet and confer with the Federal Farm Board.

Motion to adjourn group meeting carried and the National Board went into session at 9:30 P. M. with all members and all National Officers present.

Moved by C. E. Brasted, seconded by C. N. Rogers, that it is the sense of this board that the next National Convention be held either at Grand Island or Columbus, Nebraska and that the National President and Secretary take the matter up with officials in each of these cities and they to determine the exact location. Motion carried.

Moved by T. E. Howard, seconded by L. A. Chambers, that three members of the board, viz: C. C. Talbott, T. E. Howard and C. N. Rogers who accompany President, Vice President and Secretary tomorrow to Omaha, be allowed full authority to continue this meeting and transact all further official business in Omaha tomorrow called upon by the President to exercise such official power. Motion carried.

Moved and seconded that we recess. Carried.

National Board met at Nebraska State offices at 4:00 P. M. on the 25th. President Keeney met with them as did Brothers E. L. Shoemaker, L. N. Herron and Millington, but owing to threshing operations and shortness of notice there was no member of the Nebraska Board present and no official business was transacted. Moved and seconded that we adjourn. Carried.

SPEAK GENTLY

Speak gently! it is better far
To rule by love than fear:
Speak gently! let not harsh words
Mar the good we might do here.

Speak gently! 't is a little thil
Dropped in the heart's deep well.
The good, the joy, which it may bring,
Eternity shall tell.

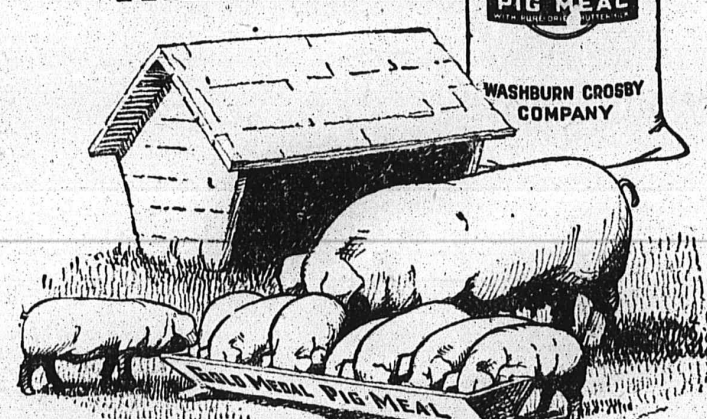
A kind voice is a joy, like a lark's
Song, to a hearth at home. It is a light
That sings as well as shines. Train it
To sweet tones now and it will keep
In tune through life.—Elhu F. Witt.

FIRST STEAMSHIP

The first steamship to cross the Atlantic was the "Savannah" which left Savannah, Ga., for Liverpool, England May 24, 1819, and reached its destination in twenty-seven days.

THE RELATION OF THE FEDERAL FARM BOARD TO THE COOPERATIVE MOVEMENT

(Continued from page 1)
will avoid a calamity of that kind. Farmers' cooperative associations are more than mere distributing agencies.

AT LAST—USING
THEIR HEADS

Leaving home and mother for
GOLD MEDAL PIG MEAL
—the self-weaning pig meal



Guaranteed Feeds

they are guaranteed by the world's largest millers to give complete satisfaction or your money back.

Each Gold Medal feed is scientifically prepared. Tach is a balanced ration containing just the right amount of food values for greater productivity.

Try Gold Medal Feeds at our risk—today. A special feed for every purpose.

Distributed by

Farmers Union Jobbing
Association

Get it at THE FARMERS UNION
STATIONS named below

Huron—Farmers Co-op. Assn. Walter Boyd, Mgr.
Winfield—Winfield Farmers Union Coop. Assn. O. C. Service, Mgr.
Miltonvale—Coop. Merc. Assn. J. E. Eyer, Mgr.
Ottawa—Far. Union Coop. Prod. Assn. L. A. Zerbe, Mgr.
Vellaville—Far. Union Coop. Assn. Chas. A. Stevens, Mgr.
Madison—The Farmers Union Coop. Assn. Geo. M. Peet, Mgr.
Columbus—Neutral & Westville Far. Union Coop. Assn. Floyd Johnson, Mgr.
Blue Mound—Far. Union Produce Company Roy Emmert, Mgr.
Green—Coop. Grain Association S. R. Dillinger, Mgr.
South Mound Far. Union Coop. Assn. Fred Klous, Mgr.
Parsons—Farmers Coop. Assn. Fred Johnson, Mgr.
Leonardville—Farmers Union Coop. Assn. P. W. Blauer, Mgr.
Alma—Farmers Union Elevator C. B. Thowe, Mgr.

encies. They also serve to link the farmer with his market. Unless a farmer is a member of the organization which markets his products, he has little or no contact with market problems and little or no conception of the kind, quality and quantity of farm products which the market demands. Under the cooperative system, the farmer usually receives market premiums for products of high quality. Hence, the member of a cooperative association has an economic motive for improving his production practices which other farmers do not have. Consequently, the cooperative associations, in so far as they have developed to the point where they are offering the farmer a complete marketing service, are coordinating production and marketing.

Because of this relationship to their members, the cooperative associations are the one agency which can effectively discourage unwise expansion in acreage. The problem of coordinating production with demand varies in difficulty with regions and associations. In many sections, the associations marketing milk have made greater progress in adjusting the total and seasonal production to the requirements of the market. With other commodities less progress has been made. However, the possibilities are large and a need for careful study of these possibilities is urgent. As I have said, effective coordination of production with demand must be brought about through cooperative associations. Enough progress has been made, in my opinion, to indicate that the farmers' organizations can meet and solve this problem as they are meeting and solving the problems of marketing.

The production of farm products in excess of normal marketing requirements is a waste. It injures the producer without benefiting the consumer. The consumer requires and should have a normal supply of food and textile products of high uniform quality. The producer desires a supply which can be sold at prices which will assure him a reasonable profit on his farm business. The development and maintenance of a condition of stability with regard to production and price will benefit both producers and consumers.

Such coordination of supply and demand is a problem to which the farmer cooperatives must give further attention, and in the solution of which the Federal Farm Board must render all possible assistance.

In conclusion I wish to say that the farmers and the public must be patient. The problems of agriculture are of long standing and can not be solved overnight. On the contrary, there is always present the danger of increasing and aggravating our difficulties by unwise and premature action. I wish to assure you that the Federal Farm Board will move as quickly as is consistent with the assured and permanent improvement of agriculture. At the same time, the

Board will not undertake to force its program on any group of people. It will move only as fast as the farmers through their organizations are able and willing to accept the program. The improvement of agricultural conditions must be based on self-help.

The Board can contribute largely and will contribute to such improvement. In the long run, however, the Board will render the greatest service to agriculture and to the nation by helping the farmer to help himself.

Complete Protection

Is afforded all members of The Farmers Union who take advantage of the service offered by their

OWN ORGANIZATION

More people are insured in this organization than ever before.

FARMERS UNION MUTUAL
INSURANCE
COMPANIES

Fire, Lightning, Wind and Hail

SALINA - - - - KANSAS



Remember
to Say
KRAFT
before you say
CHEESE

KRAFT CHEESE
KRAFT-PHENIX
CHEESE COMPANY

YOU CAN DEPEND

on getting every cent your hogs, cattle and sheep are worth on the market when you ship to YOUR OWN FIRM.

Our salesmen are on the job every minute, showing your stock to every possible buyer, and looking out for your interests. Our salesmen are interested in you, and want to sell your live stock for the highest possible dollar, so you will come again.

Our yardmen, too, are interested in you and see that your stock get the best of care and that they fill well before weighing. The office force want you to get the best of service, and they get your returns to you as promptly as possible.

PATRONIZE YOUR OWN FIRM

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

An Opportunity

When you buy gasoline, kerosene, and oil you may enjoy the buying power of many thousands of farmers. By combining your volume with the thousands who are buying through the Union Oil Company, the buying power of the whole group is yours. You become a part of our national chain of cooperative oil companies.

When you use Union Certified you are using goods of the very highest quality. Union Certified is the cooperatives' own brand. It is made in the only cooperative compounding plant in the United States. The Union Certified seal is your guarantee of quality.

More than this—when you combine your volume with these thousands of other farmers it means increased volume for the Union Oil Company which is reflected in greater savings for you and the thousands of farmers who are buying together.

The number buying through the Union Oil Company is constantly increasing. This means a larger volume which in turn means cheaper buying and overhead more thinly spread. Cooperative Buying is Cooperative Saving!

We are working with the Jobbing Association to give every help possible to Farmers Union members in developing the cooperative oil and gasoline program in Kansas.

Many inquiries are coming from those interested in saving money on gasoline, kerosene, and oil. Every day of delay means a loss of money to you and your neighbors. We are anxious to be of service and will welcome your requests for literature and further information. They will have our prompt attention.



UNION OIL COMPANY

(Cooperative)

North Kansas City, Mo.