



The Kansas Union Farmer

ORGANIZATION

EDUCATION

COOPERATION



VOLUME XXV

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NUMBER 18

FARM GROUPS ARE AFTER LEGISLATION

Kansas Committee of Farm Organizations Get Together in Topeka and Map Out Legislation Which Will Come Before State Legislature Next Month

Ward Legislative Representative

Provide for Law to Make Income Tax Revenue Sufficient to Eliminate State Property Tax, with Low Exemption Minimum; Other Policies Outlined

Cal Ward, president of the Kansas Farmers Union, will be the legislative representative of the Kansas Farm Organizations, at the coming session of the Kansas legislature at Topeka. Mr. Ward was elected to this responsible position at a meeting of the Committee of Kansas Farm Organizations held in Topeka Saturday, December 17.

Mr. Ward will maintain headquarters at the Hotel Jayhawk in Topeka, and will direct the activities of the "farm bloc" which will function actively while the lawmakers are in session. Leaders and executives of the various farm organizations will make use of the headquarters office throughout the session.

At the Topeka meeting last Saturday, representatives of the ten Kansas farm organizations making up the Committee mapped out a program of legislation to be sponsored by the Committee. In most cases, the resolutions adopted did not go into detail, since the meeting was for the purpose of mapping out a general program, and naming the objectives of the farm groups.

The proposed income tax laws, now possible since the income tax amendment was voted at the recent general election, came in for major consideration. It was generally agreed that the farm organizations must be on the alert in order that a favorable law may be passed—a law that will provide enough revenue income from income taxes to be helpful in substantially reducing property taxes.

The group voted to sponsor an income tax with a low exemption minimum, and of rates sufficiently high to raise a minimum of \$10,000,000 annually. It was pointed out that those interests who desire that property should continue to carry virtually all the burden of taxation would work to secure the passage of a law which would provide not more than two to four million dollars of revenue annually from income taxes. It is the opinion of the groups represented in the Committee that the revenue from income taxes should be used to replace state property taxes, and that the remainder should be applied to school costs.

Another point in the program was a general reduction of state taxation amounting to 25 per cent of the present tax costs. This reduction is to be made through consolidation of state boards and bureaus and the reduction of salaries and appropriations. The legislature will be asked to enact a limitation measure that will reduce county and city levies a similar 25 per cent.

A tax on butter substitutes sufficient to protect Kansas dairy producers was advocated by the Kansas farm committee.

The farm group voted for the abolishment of the 5 per cent tax penal-

ty that is assessed each December and June for the non-payment of taxes. In place of the present, 30-day exemption period would be allowed and after that a penalty of 1 per cent per month would be assessed for non-payment of taxes.

The group voted for a drastic reduction of the automobile license fee. The license law would be retroactive if possible if a reduction is made.

More strict enforcement of the gasoline tax law was recommended while the group voted to retain the present exemptions and maintain the 3-cent tax rate.

Approval of a bill before congress to permit cooperative oil companies to sell gasoline to counties and cities without addition of the federal gasoline tax the same as refineries was given.

Retention of the 18-months mortgage foreclosure law was advocated. As a protection for cooperative grain and mercantile companies the group voted for a more drastic anti-discrimination law.

The agricultural group voted disapproval of existing laws permitting mortgaging of growing crops.

The program for national legislation as adopted by the national committee of farm organizations was given endorsement by the Kansas group. Supplementing this endorsement, the meeting at Topeka went on record as favoring the retention of the Agricultural Marketing Act, and the repeal of the National Live Stock Commission Act.

John Frost, of Blue Rapids, newly elected state senator, was present in Topeka and took an active part. Mr. Frost had much to do with the campaign which resulted in a victory for the income tax amendment. Others who attended and who will be members of the coming legislature were Senator Barnes of Wabunsee county and Representative C. G. Gertenberger of Douglas county.

RADIO PROGRAM BY LIVE STOCK FIRM

The Farmers Union Live Stock Commission Co. is scheduled to have charge of the Farmers Union broadcast period on WIBW, Topeka radio station, on Thursday evening of this week. The program will begin at 7:30 o'clock. There is always an interesting message and program when the Farmers Union Live Stock Commission Co. has charge. Tune in.

Trees as crops have a definite place on the farm. They reclaim poor land and they are necessary for soil moisture, buildings, and livestock.

Annual Audit Desirable

Kansas cooperative business, marketing or purchasing associations are fortunate to have access to such auditing service as is available from the Farmers Union Auditing Association, with headquarters in Salina, Kansas, and which is managed by its secretary, T. B. Dunn.

A timely editorial appeared in the current issue of The Cooperative Farmer, from the pen of Editor M. R. (Rube) Miller. The editorial, in part, follows:

"We will soon close another year, having entered the last month of 1932, and will soon step over into 1933. We wonder how many of our cooperative companies will be able to show a profit or possibly break even this year. No doubt there will be many, as the cooperative business, where rightly managed, seems to fare better in these times than do private businesses. However, there will be some cooperatives that will show a loss and not in all cases will it be the fault of the manager.

"In these times of economic stress and modern business changes, we sometimes fail to keep step. One of the best ways to check up on ourselves and rearrange our business in a way that it will be more successful is to have a complete detailed audit of the year's business by a competent auditor.

"The purpose of an audit is not, as many seem to think, to locate some crooked work, which of course will show up if there should be any, but to check your year's work against errors and to put it in shape so you

can see what the actual results of the year's work has been. In this way, you can see where the little leaks are and sometimes the big ones. You find out what part of your business is most profitable and use this information to plan the new year's work to the end of handling it more successfully.

"It has always been our experience that the services of a good auditor is well worth the cost to a cooperative company. Many a company could have stopped the downward course of their business had they employed a good auditor before the disastrous loss came. In other words, spending a few dollars for at least an annual checkup will in many cases save several times the cost.

"An audit is good for the board of directors because it gives them a check on the manager and a guarantee to the stockholders that they are taking precaution in looking after the business of the company. An audit is also good for the manager, for, if he is honest, it gives him an O. K. that establishes confidence in him with the board, the stockholders, and all customers. Besides this he can get many suggestions from a complete audit that will help him in managing the business, as stated above.

"We suggest that you get a high-class auditor and not depend on some local man, such as a bank cashier who would make a balance sheet statement, but would not work out the detail information as to average prices paid, prices received, handling costs, etc."

A CHRISTMAS WISH

Let's be reminded at this Christmas season, as we stand on the threshold of a new year, that this is one time for us to demonstrate our faith in the brotherhood of man and the Fatherhood of God. At this time let us look forward to accomplishing much that is good, and let us tear our attention away from unpleasant things of the past, which, after all, have been due to our own deficiencies. Therefore, at this time the Kansas Farmers Union extends to its members and friends best wishes for—

A MERRY CHRISTMAS

and a

HAPPY NEW YEAR

FARM BOARD MAKES ITS ANNUAL REPORT TO U. S. CONGRESS

Entire Special Report, With Recommendations, Published Here, That Readers May Have Same for Reference During Short Session

MODIFY STABILIZATION

Board Recommends Elevation of Returns to Farmers Rather Than Stabilization—Paves Way for Allotment Plan

The Federal Farm Board has made its third annual report covering its activities for the past year. A special report was given to Congress on December 7, recommending needed legislation and certain changes. No doubt this report will be the basis of many discussions in Congress during this short session. Although the report is quite lengthy, it is published here almost in its entirety, in order that the readers of the Kansas Union Farmer may be acquainted with its contents. Many readers no doubt will preserve this report, in order that they may refer to it as farm legislation develops.

The experience of the Board in administering the Agricultural Marketing Act over the past three years provides a basis for laying before Congress the following recommendations for legislation:

1. Modify the stabilization sections of the Agricultural Marketing Act so as to provide some means of elevating the returns to farmers from the production of exportable farm products, in such a way as (a) to pay the costs, if any, on a continuous and self-sustaining basis, and (b) to provide an effective system for regulating acreage or quantities sold or both. This

ATTENTION MEMBERS

In the columns of this issue of our paper you will read of the Committee of Kansas Farm Organizations legislative program. Of course, in addition to the proposals mentioned other matters of legislation which are of vital interest to our farmers will come before the legislature at Topeka this winter. We urgently request our members to study these matters and advise this office as to your ideas. These ideas and proposals will form a basis upon which we can formulate and enact our laws.

When once the legislature convenes we want you to send your correspondence to our Topeka headquarters which will be announced later. Get ready now to keep in close contact with our representative at that time. It is our purpose to keep you advised from week to week as to what is going on.

would provide a means of working toward income elevation as an alternative to the mere price stabilization for which the Act now provides. The Board does not recommend the specific form such legislation should take, but states these essential conditions it should cover.

2. Define the powers of the Board with respect to loans to cooperatives so that it would be definitely authorized to make loans to cooperative associations engaged in purchasing equipment and materials for farm production.

3. Place the Board's cooperative financing operations and service to cooperatives on an adequate basis by restoring to the revolving fund sufficient funds, in addition to the present value of the moneys already on loan to cooperatives, to restore the Board's (continued on page 2)

MEMBERSHIP DRIVE IS 'TAKING HOLD' ALL OVER KANSAS

Reports and Letters from Locals, County Units and Members Show Farmers Realize Importance of Full Membership at Early Date

REVIVING OLD LOCALS

Local Secretaries Urged to Send in Reports as Soon as Possible in Order to Assist in Carrying on Effective Campaign

From all over the state of Kansas come reports and letters indicating that the winter membership drive is taking hold. Letters from local and county officers, and from individuals who are members or have been members of the Farmers Union show clearly that Kansas farmers realize the great importance of a full strength membership at the first of the year. They know that there is a great program mapped out which entails a great deal of work for the Farmers Union to do. They know that this work can be much more effectively carried on with a full strength membership, than with only a scattered membership.

In many localities, old locals which became inoperative some years ago are being revived. This is a most encouraging sign. The state office has received inquiries as to the cost of reviving old locals. Some are asking if a fee has to be paid to the state office for this purpose.

When the initiation fee was in effect, a new local had to pay a fee of \$30 to the state office when a charter was received. The initiation fees of \$2 each which came from the new members were collected for this purpose. Now, however, no initiation fee is required; so no such fee comes to

the state office. This is making it easy for locals to resume operation, and for new locals to start.

It is impossible at this time to report on just how many members are paying their 1933 dues. This is because most of the local secretaries have not yet sent in their reports. Ordinarily such reports are sent in monthly or quarterly.

At this time, however, the state officials find it would be a decided advantage in carrying on the campaign if as many locals as can would send in their reports immediately, together with all funds due the state office.

Local secretaries are asking now for additional blanks and other supplies, which is taken as an indication that things are happening out at the cross-roads.

Much interest is evident relative to the contest and the prizes offered by the state office. From many counties come reports that "we are out to win one of those prizes." Every Farmers Union county, whether a county organization exists or not, has an opportunity to win one of these cash prizes. The \$50 prize will go to the county which shows, on January 31, the greatest percentage of its farmers on the 1933 membership rolls of the Farmers Union. Members at large will be counted, as well as those belonging to a local. The \$50 prize will go to the county which shows the greatest percentage increase, comparing its 1933 membership on January 31, 1933, with the total membership for 1932. This offers an excellent opportunity to those counties which are now developing into Farmers Union counties. However, to make it as fair as possible, a rule was injected which requires that any county to be entitled to consideration in this contest must be able to show a 1932 membership of at least 25 members.

In this connection, it is well for readers to be reminded that the payment of back dues is not required, according to action taken by the state board, following similar action at the state convention. However, in cases involving payment of 1932 dividends from Farmers Union business and marketing institutions, where a member must show that he was in good standing for 1932 in order to receive such a dividend for that year's business, then, of course, in order to comply with the regulations of his business organization, he must pay that year's membership.

The Farmers Union Live Stock Commission Company is handling a large number of applications for their patrons, and is ready to cooperate with anyone desiring to make a loan through these channels.

The corporation is making live stock loans under three classifications. They are as follows: Feeder loans—on cattle going into the feed lot—loan made for a period of eight months; range loans—on cows and breeding stock—loan made for a period of one year; sheep loans—on sheep for a period of eight months—ewes, and all loans are made at the interest rate of seven per cent, which charge in-breeding stock—loan for one year, includes all costs connected with making the loans. For more specific information write the Farmers Union Live Stock Commission Company, Stock Yards, Kansas City or Wichita. —The Co-Operator.

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INCREASE VOLUME OF FARMERS UNION LIVE STOCK HOUSE

At Kansas City, Farmers Union Firm Shows Increase of 220 Carloads Live Stock Handled, while Yards Show Big Decrease

BEST YEAR AT WICHITA

Combined Report of Two Houses Shows \$5,000.00 More Net Earnings for 11 Months This Year Than for Period Last Year

The combined report of the Kansas City and Wichita offices of the Farmers Union Live Stock Commission Co., with a month yet to go before the close of the year, shows an increase of net profits of approximately \$5,000.00 over last year, says a report given by general manager G. W. Hobbs in the December 15 issue of The Co-Operator, Farmers Union market paper published in Kansas City.

The report discloses that on the Kansas City market, the firm shows an increase of exactly 220 carloads of live stock over the corresponding eleven-month period of the previous year, even though the decrease on the yards for that period amounts to 2,658 carloads. It is pointed out that a firm which shows a substantial increase in volume, while the yards as a whole show a marked decrease, is making unusual progress.

The report says, further: "The branch office at Wichita has experienced the most successful year of its existence. It has made a wonderful saving, is out of debt, and has a nice surplus. L. J. Alkire is manager of the Wichita branch.

The number of consignments of live stock for the first eleven months of the year, according to Mr. Hobbs at Kansas City, amounts to more than 17,000. He states: "Because of the increased number of consignments arriving via the truck route each year, there is considerably more work to do, both in the office and on the yards. However, we have shaped our force to meet this trend, and are operating at very little increase in expenses."

Addressing his remarks to the local cooperators who patronize the Farmers Union firm and thus make possible the success of "their own firm," Mr. Hobbs uses these words: "I am taking this opportunity to thank the many friends of the Farmers Union Live Stock Commission Company for their patronage during 1932. We have had a very successful year under the most trying times. Conditions have been much worse than in 1931, but I am mighty proud to state that the loyal friends of this firm have stood by it through thick and thin and have made a good show for themselves. I thank each and every one of our loyal customers for their patronage, and sincerely hope that we will be favored with all of their live stock consignments during the coming year. In behalf of the firm I extend best wishes for a Merry Christmas and a very happy and prosperous New Year."

Farmers marketing their grain through cooperative elevator associations during the 1931-32 season were paid in the form of patronage refunds approximately \$1,000,000 more than they would have received if their grain had been sold through private agencies, according to an estimate based on reports made to the Federal Farm Board. The average refund was 1 1/2 cents per bushel.

Gasoline consumption of automobiles is less when tires are inflated to recommended pressure. Tests conducted in Iowa showed that for each 10 pounds the tire is allowed to drop below its normal pressure an 8 per cent decrease in gasoline mileage occurred.

Tells of Merchandising

Last week the Kansas Union Farmer published the first half of a manuscript prepared by Ted Belden, manager of the merchandise department of the Farmers Union Jobbing Association. This manuscript was to have been read by Mr. Belden over the radio station WIBW, Topeka, but was kept off the air because of a ruling by the Kansas City Board of Trade which prohibits broadcasts of that nature by its members. This week, the balance of Mr. Belden's paper is published here:

Stock and Poultry Feeds
You will be interested to know that we just recently entered into a contract with the Nutrena Feed Mills Co. of Kansas City for our source of supply of Stock and Poultry feeds. We feel fortunate in being able to secure this working contract with the Nutrena people. They have one of the largest and best equipped mills in this locality and are in a position to furnish our stores and elevators on a very satisfactory basis.

We figured with eight different feed mills on this proposition and after thorough investigation we decided that the Nutrena Mills would be the most satisfactory connection for our Farmers Union Membership. We sincerely hope that our member stores and elevators handling commercial feeds will stand behind us on our judgment and if you managers are not already handling Nutrena products, we would like the opportunity of submitting our proposition to you. Nutrena feeds have been distributed throughout Kansas for several years

and have established a wonderful reputation.

I will not have time to discuss each product that is manufactured by this milling company but would like to suggest to you people who are poultry raisers, that you ask your poultry dealer for Nutrena Egg Mash. Poultry raisers could easily get from three to six cents per dozen more if their hens were fed for quality eggs. It is impossible to get big eggs that bring a premium on the market, by haphazard feeding. Straight grains and cheap egg mashes make thin, watery uniform eggs which sell on the country run basis at the very lowest prices. It is also well to remember that it is necessary to handle for quality as well as feed for quality.

To make money from poultry is a matter of management, just like it is in a grocery store, or a farm in any kind of business. If you are a good manager you will make money. The one way for you to make money in egg production today is to produce the finest quality of number one selected eggs. One of the first things to learn about egg production is that quality and quantity go hand in hand; and therefore, you must put your flock in condition to produce the largest number of eggs. Nature has made it possible for the hen to produce the best quality when she is producing the most. This gives all of you poultry raisers an incentive to produce the most eggs, because you get an added profit by also producing (continued on page 4)

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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.

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SALINA, KANSAS, THURSDAY, DECEMBER 22, 1932

SHOULD PAST FAILURES PREVENT FUTURE PROGRESS?

The other day we heard a man complaining in this manner: "I don't believe we can ever get the Farmers Union started in this community again, because we had a Farmers Union store here once which went to the wall."

Looking backward.

If that man would look forward, he might see something more pleasant to the eye than he sees when he looks back on the ruins of a Farmers Union local business.

Of course, there has been cooperative failures. But failures of cooperatives are much less in numbers and in proportion to total numbers, than are failures of competitive business firms or institutions. If all business men who have had bad years or who have failed would quit trying and give up completely for the remainder of their lives, our poorhouses would have to be enlarged.

The fact that a Farmers Union business once failed in a community is no reason why the farmers in that community should forever remain out of the organization. If they do, they are standing in their own light. It has been demonstrated time after time that the principle of organization is right. The fact stands out in bold relief that the only way Agriculture as a class is to forge ahead is through organization. Agriculture cannot even ask for anything if it is not organized, for without an organization it has no voice, nor no definite identity. This fact can be seen when a man turns his eyes away from the ruins of a local cooperative business failure and looks toward progress. If he ties himself to that old wreck and says, "It can't be done," then, of course, he can't go forward as he should. If he allows one defeat to whip him, he is in no position to launch into another battle and help win it.

Let us go into history for a precedent or two. The battle of Bunker Hill was not strictly a victory for the American forces. If the whole success of the American Revolution had hinged on that battle, our cause would have been lost. The Americans made a brave stand, and although finally driven back, they turned the loss into a moral victory. They found out they could fight, and fight effectively. Suppose they had said: "It's no use. We didn't whip them that time, so we never can whip them."

During the Civil War, the North was attempting to enforce a blockade of certain ports. The South came out with the Merrimack and whipped the stuffing out of the old wooden Northern vessels. The Union forces did not give up. They turned their eyes from that defeat and looked forward to find a way to victory. Then

they came steaming out with the Monitor, or "Yankee Cheese Box," and turned the tide of victory. Countless other examples could be cited, wherein the loss of a battle but spurred the loser on to final victory.

Let us also look into the possible causes of cooperative business failures. Many times such a failure is checked up to poor management on the part of the man in charge of the store or elevator. Maybe he was to blame, perhaps he was only partly to blame, and perhaps he should be held entirely blameless. Other things, more often than not, enter into the causes of failure of cooperatives. One of the most common of reasons is lack of loyalty—complete loyalty—on the part of those who are being so benefited. We need not go into detail as to this feature of cooperative business failures. Let every one be his own court and jury in this matter.

At any rate, the fact remains that no matter how serious has been a failure of cooperative business in any community, that community and every farmer in it will be immeasurably benefited if Agriculture is organized, and if that community has a real live Farmers Union local. Enemies of Agriculture—those who make their living by speculating in farm products and by buying and selling at wide margins—will invariably emphasize past cooperative failures. They say, in effect: "Better let us do your marketing hereafter. You failed once, and that proves that you don't know anything about handling your own affairs." They will hold that old failure up before your eyes as long as the farmers will look at it. They keep in the background the fact that they what they make in profits in handling farmers' business soon dwarfs any cooperative losses into insignificance.

Now is the time to get a fresh start. Organization, as sponsored by the Farmers Union, extends far beyond the mere fostering of local cooperative business enterprises. Cash dividends are important, but still they are of small importance, when all benefits of organization among farmers are considered.

Let's break away from past failures, and fight our battles as men with real courage should fight.

ELLSWORTH COUNTY DESERVES MUCH CREDIT

As reported among the "Neighborhood Notes" in this issue, the Ellsworth County Farmers Union is going to see to it that their good organization observes the true spirit of Christmas. Each needy farm family is to receive a Christmas basket from the county Farmers Union. That is real brotherly kindness. It is a quality which abounds within the ranks

of the Farmers Union. It demonstrates the fact that we can stop nursing our ills long enough to lend a helping hand to our brothers who need help. These needy farm families are not in their present plight because of shiftlessness or because of any fault of their own, in most cases. Rather, they are the victims of circumstances which Agriculture as a class has within its power to correct—by more thorough organization.

The Ellsworth County Farmers Union is on the right track. Others will do well to pattern after it. It is to be sincerely hoped that the day will soon be here when Agriculture, through a strong class organization—the Farmers Union—will be able to demand relief from present depressing prices, and from the oppression of other classes. When that day arrives, there will not be so much need for Christmas baskets for needy farm families.

PRESIDENT'S COLUMN

CAL A. WARD
President Kansas Farmers Union

DEFINITE PLAN IS SUBMITTED
The Kansas Farmers Union, through its leadership, has continuously endorsed the principle of the Voluntary Domestic Allotment Plan. In brief, we have advocated that to rehabilitate agriculture and return its purchasing power on a parity with pre-war price levels would be the master stroke which would again start general agricultural and business recovery. We have advocated that many of our other economic problems, including taxes, credits and general problems as applied to finance would be quite largely minimized.

The agricultural conferences, national in scope, which have been held during the past few months, have finally resulted in a plan being submitted to the House Committee on Agriculture at Washington, endorsed by the major farm organizations and the national commodity marketing groups.

These groups are as follows: American Farm Bureau Federation, National Grange, Farmers Educational & Co-operative Union of America, Farmers Equity Union, American Cotton Co-operative Association, Farmers National Grain Corporation, National Live Stock Marketing Association, National Co-operative Milk Producers Federation, National Wool Marketing Association, National Fruit and Vegetable Marketing Association, Northern Wisconsin Tobacco Pool, Dairy and Poultry Co-operatives, Incorporated, Farm Press and National Association of Farm Organizations.

To my recollection, it is the first time that all our ideas have been crystallized into one proposal and unanimously endorsed by the above named groups. At the last session of Congress, the farm groups submitted a three point program of agricultural relief, the aim of which was cost-of-production. The three point program left it optional for the adoption of either the equalization fee, the export debenture or the allotment plan. At that time our position was weakened because Congress offered the alibi and passed the bill that the farm organizations had not, as yet, come to full agreement as to what they wanted.

A Plan Submitted
The plan submitted is not in full conformity to the voluntary domestic allotment plan which we have advocated, but does carry out its principles. The original plan anticipated in addition to the world's price, the benefit of the tariff less administrative costs. Our Committee in Washington rightly observed that this tariff benefit, in addition to world's price for domestic requirements, would not give cost of production. So, the plan now submitted anticipates pre-war purchasing power of farm commodities in terms of goods the farmer buys, and must be restored in so far as the domestic market is concerned in order to permit a fair exchange of goods between farm and factory, and so make possible a general renewal of business activity.

How It Would Work
In terms of wheat based upon the average purchasing power covering the years of 1909 to 1914 it would mean to the farmer about as follows: Today in Salina the price paid to the farmer is 26c. If the new plan was in effect he would be getting the 26c plus the special benefit which would be equivalent to about 63c in addition, making a total of 89c less administrative costs, which the bill provides must not be more than 2 per cent of the excise tax fund collected. The plan also anticipates that these benefits shall be applied to basic products which have a price determining effect on other products and on which the tariff is not effective because of exportable surpluses. The plan must be self financing and must not require the creation of any large new governmental agencies. No

large appropriations or revolving fund by the government is anticipated. The excise tax is to be collected by the processor, turned in to the United States treasury and refunded to the grower who accepts and conforms to the plan. At present it would apply to wheat, cotton, hogs and possibly dairy products.

These benefits will be paid only on the farmer's production required for domestic consumption. The adjustment payments will be made in two equal installments, the first 30 days after marketing, and the second, six months later. The plan as submitted and if enacted into law will be effective with the beginning of the 1933 crop marketing season. Only those who submit satisfactory proof to the designated local agent of the secretary of agriculture that they have reduced their 1933 acreage by 20 per cent and have not planted their acreage in other cash crops, will receive the benefits.

It will be observed that the administration and necessary machinery required will be placed at the hands of the Secretary of Agriculture. The Department of Agriculture will probably be departmentized and this department of government will estimate the processing tax required to cover costs of benefits paid the growers. The revision of the excise tax and the payments to producers in accordance with the principle is to be made by six months periods.

The Secretary of Agriculture will, if deemed necessary after the first year, cause to be made individual allotments and enter into individual contracts with them in order to control production sufficiently. He is empowered to designate the percentage of acreage reduction required.

How Applied to Hogs
The plan is to be applied to hogs in the following manner: Thirty days after passage of the act the excise tax on pork products is to go into effect on a graduated basis, on the basis of 50c for 100 pounds of hog live weight, for the first 60 days, \$1.00 for the second 60 days, \$1.50 for third 60 days, and \$2.00 thereafter, that rate to be advanced to the point necessary to restore pre-war purchasing power as rapidly as improved business and increased consumer income permits.

The production control program will go into effect 30 days after passage of the act, producers to be paid an adjustment payment from then until October 1st of \$1.00 per cwt. on all hogs weighing from 200 to 210 pounds or less, and in consideration of an agreement that each producer's total tonnage marketing throughout the year shall be 20 per cent less than during 1932. Adjustment of hog production to effective demand is to be facilitated by the following temporary measures:

1. The Secretary of Agriculture is empowered, when and as necessary to prevent surplus pork and lard stocks from defeating the purpose of the plan, to purchase such stocks in the required amount and dispose of them in non-competitive channels, such as unemployment relief.

2. The close relationship between corn and hogs necessitates a reduction in corn production for 1933. This is to be accomplished by payment to corn growers who reduce their corn acreage by 15 per cent of \$4.00 per acre on the acres thus taken out of production.

Must Restore Buying Power
Farm leaders are positive in their statements there can be no approach to normal conditions and employment until buying power is restored to normal. Farm prices are 42 per cent below pre-war prices, while goods purchased are 6 per cent above pre-war prices. Whenever and at such time as labor is employed, and an improved world trend raises the open market price of farm products to pre-war parity, the plan will automatically become inoperative.

To our readers we say this plan is not yet law. It does have substantial support and there is reasonable assurance of its passage. If this short session fails to pass this relief measure, we have assurance that a special session will be called early in March and the bill considered, and we feel reasonably sure of the enactment of this type of an agricultural relief bill.

Again we say the general business recovery will only come when and after farmers get cost of production for their commodities.

MIXED YEARLINGS BRING \$6.50

Mr. Cowman Bearly, Goodrich, Kansas, was on the market recently with twelve head of mixed yearlings. These cattle were of the Angus breed, weighed 725 lbs., and brought \$6.50, which was one of the high sales of the month.

Mr. H. E. Witham, manager of the Farmers Union Jobbing Association, has been on the road with the field men the past two weeks. He is traveling the entire State calling on Farmers Union patrons. The Cooper-

NEW COMMISSION SCHEDULES GIVING ENTIRE SATISFACTION

Charges to Farmers Around 25 Per Cent Less Than Those of Old Line Firms—Recognize Cost Reduction Needed by Farmers

EXPECT PAY DIVIDEND

Of great interest to Kansas live stock producers is the announcement made this week in "The Co-Operator" relative to the fact that the Farmers Union firm is handling consignments at much cheaper cost to the farmer than are the old line firms. Read the article:

Since October 10th, the Farmers Union Live Stock Commission Company at Kansas City has been working under a greatly reduced commission schedule. The average reduction, including all species, amounted to about 25 per cent, and, considering the average commission the charge made by the cooperative firms is lower than that of other commission firms on the K. C. Yards.

The Farmers Union isn't boasting of the fact that it has so greatly reduced its income, for the officials of this firm realize that it was a necessity. The farmers' income has been reduced a great deal and it is only fair to reduce the expense of shipping, including all species, to a minimum. The Farmers Union is a commission firm cutting its expenses too low. A firm giving efficient service must maintain a force of trained men and these men have to be paid in order to hold them. There would be no advantage in it for a consignee to be charged a low rate of commission if his live stock was being handled by men who were not capable of getting the market for them. The commission charge would be insignificant. However, the Farmers Union has kept its force intact and is rendering the same high type of service under the new schedule, as before. In fact, they have been able to operate the business and show a little profit.

Indications are that the firm will pay a percentage dividend this year and further reduce their stockholder patrons' marketing costs. The greater the volume this firm receives, the larger the savings will be at the end of the year. This is not published as a bait, for the Farmers Union customers are receiving as good a service as they can get anywhere. Certainly such an organization is worthy of your support.

The net earnings of this firm are not split up among the members of the firm, but are sent back to the man who has made the earnings possible in amounts reflecting the business he has transacted. We do not ask you to support an institution in which you cannot have faith, but do urge you to try us with your next shipment and assure you that you will learn that the Farmers Union is a firm in which you can place utmost faith and know that your interest is being protected.

PARAGRAPHS FROM WASHINGTON

W. P. Lamberton
December 17, 1932

The Congressional Library contains four and a half million books—eighty-four million sheets of paper. Vice-President Charles Curtis will be 73 in January, yet he has neither a false tooth nor a filling.

There are steamship lines drawing subsidies from the government of from \$300,000 to \$500,000 a year, who carried during the entire year less than 100 pounds of mail. A total of \$35,000,000 is paid annually to steamship companies as a bonus for carrying mail.

And yet we urged for the sake of economy to discontinue federal aid for vocational agriculture and road construction. When the income tax in America cannot pay for the cost of the national government, then expenses should be reduced to that point—never a sales tax imposed!

With the country crying for legislation which will bring relief, the Senate cannot change its order of business; Philippine independence will hold its entire time until Christmas. Huey Long is the second Senator on a three-day marathon at holding the floor.

Social functions are proceeding here, unabated by depression. Each one in the official circles is trying to pay his obligations to the others before March 4th. There is nothing that smacks of the atmosphere of sackcloth and ashes.

Postmaster-General Walter F. Brown testified before a committee that it was necessary for him to trade eight used government cars and add to it \$1700 in order to buy the proposed Lincoln which would permit him to wear his stove-pipe hat to social functions.

Extensive hearings are proceeding in the House Agriculture Committee on the allotments plan. This plan is intricate and doubtful of passage at this session, but is backed by the President-Elect and is accepted by farm leaders as the best possible solution for enhancing farm prices.

FARM BOARD MAKES ITS ANNUAL REPORT TO U. S. CONGRESS

(continued from page 1)
ability to properly finance the development of farmers' cooperative associations with funds for cooperative use definitely marked and set apart from portions of the revolving fund subject to other demands; and by authorizing the Board to compromise claims against debtor associations where necessary in its judgment to carry out the policy laid down in Section 1.

The reasons for these recommendations are more fully set forth in the discussion which follows:
Provision of Additional Legislation for Increasing Farm Incomes
The Agricultural Marketing Act

was written during a period of unprecedented industrial prosperity, with agriculture lagging behind. It was hoped that more effective cooperation in marketing would help correct this disparity. In addition, the Marketing Act provided for stabilization operations to prevent . . . surpluses from causing undue and excessive fluctuations or depressions in prices . . . Stabilization was not intended to elevate the general level of prices; it merely provided a means of carrying part of the supply over from periods of surplus to periods of deficit. This could secure higher prices in the surplus periods only at the cost of lower prices in deficit periods. The ability of stabilization to do this in normal times has never been tested; there have been no normal times since July, 1929. Even under conditions of prosperity, stabilization could not RAISE the general level of farm prices; it could merely even them out; that is, "stabilize" them.

The present low incomes of farmers are due primarily to drastic shrinkages in the incomes of consumers here and abroad. Reduction of unemployment, restoration of the purchasing power of consumers, and the reduction of restrictions on international trade, are therefore essential factors in the recovery of the incomes of farmers. It has also been an important factor in depressing prices of many farm products; reduction of these surpluses would aid farmers in obtaining a fair share of the present income; so would reductions in fixed costs, such as interest payments, freight charges, commissions, and taxes.

In the face of the drastic reductions in prices and income in 1929 and 1930, the Board began its stabilization efforts to protect the position of farmers. It was the only weapon available for immediate use. Wheat and cotton, sold on world markets were affected by the depression more quickly and more severely than any other major farm product. Stabilization operations moderated the price declines, and held incomes of wheat and cotton farmers more than 300 million dollars above what they would otherwise have been. But stabilization could give only temporary relief in the face of a continuous excess of production above consumption and continuing declines in demand. Supplies could not be accumulated indefinitely; the funds provided by Congress had not been intended to cope with any such world-wide catastrophe.

Disposal of the accumulated stabilization stocks began in 1931. Sales were carried on in such a way as to support domestic prices as far as possible. The bulk of the accumulated wheat supplies have already been disposed of, largely to foreign customers, while prices for the 1931 wheat crop were maintained well above their usual relation to prices on world markets. Although not intended to cope with such an emergency, stabilization did serve as a shield to farmers over the long price decline of the past three years.

One of the present needs is not to stabilize the variations in farm prices, but to raise their general level up to the average level of other commodities. To help raise the level of farm income, devices other than stabilization are required. In the light of the experience with stabilization over the past three years, the board recommends that any new legislation be based on the following two principles, which have been demonstrated by experience to be essential for effective relief:

(1) Prices cannot be raised unless someone pays the cost. The new plan must be self-sustaining, with a continuous method of covering the costs. Prices of other products are now forty per cent above the prices at which farm products are selling. If the new method raised prices to domestic consumers to the level of prices of other commodities, that would not be giving farmers an unfair advantage.

(2) Prices cannot be kept at fair levels unless production is adjusted to meet market demands. Many farm products are now being produced in quantities in excess of those which the market will take. Higher prices, without regulation of production, would stimulate still more overproduction. Any method which provided higher prices and did not include effective regulation of acreage or of quantities sold, or both, would tend to increase the present surpluses and soon break down as a result. To be of lasting help, any plan must provide a system of effective regulation, so that our millions of farmers can plan and adjust their production on a dependable basis, instead of competing blindly with each other.

The need for production regulation in any workable plan is clearly indicated by the facts as to stocks of nonperishable commodities. Even before the depression began, stocks of wheat and cotton had begun to reach excessive proportions. In July, 1929, carryover of old wheat in the United States was 247 million bushels, as compared with previous average carryovers of about 100 million; carryover of flue-cured tobacco was nearly 600 million pounds, as compared with an average of about 450 million. Stocks of these commodities in the United States increased further until in July, 1932, they were 393 million bushels, and 745 million pounds, respectively.

Extension of Cooperative Loan Powers

The wholesale and retail distribution of supplies for farm production is characterized in many cases by extensive and inefficient duplication of facilities and services, and resulting wide margins and high costs. Cooperative associations buying supplies for their members and securing the advantages of mass purchasing and handling and low credit losses, have made many outstanding successes in reducing the expenses of farmers. These experiences have shown that cooperation can be effective in helping farmers reduce their payments for materials for production just as well as in increasing their income from the sale of that production.

Many cooperatives have found that they can conduct their activities more effectively by the creation of inde-

pendent, but allied, associations to engage solely in the purchase of equipment and supplies for members. Under the Marketing Act, the board has no definite authority to recognize such associations or to make loans to them, although under the earlier Co-operative Marketing Act, which the Board of Cooperative Marketing was directed to study and assist purchasing associations as well as selling ones. To clarify this situation, it is recommended that the Agricultural Marketing Act be amended to extend to purchasing associations all the benefits which marketing associations are now entitled to receive.

Additional Funds for Loans to Cooperatives

The financial position of the Board's revolving fund, at the present time, shows net assets of \$140,000,000 when all outstanding loans are appraised on a conservative basis. Except for the necessity of setting aside \$43,000,000 to cover the Board's equity in wheat and cotton turned over to the Red Cross, the present value of the revolving fund would be \$138,000,000. These amounts are left after deducting all losses on account of stabilization operations, and setting aside liberal reserves against possible losses on loans now outstanding to cooperative associations.

Although the revolving fund is in strong condition so far as total assets are concerned, the board is by no means able to meet, from its present resources, all the worthy requests of cooperatives which are placed before it. Part of its assets are still tied up in stabilization stocks, and will not be returned until those operations are liquidated; while the transfers to the Red Cross have required it to keep large sums of cash in the Treasury, for the temporary financing of these withdrawals.

The Board has had frequent appeals for help for providing working capital and for financing merchandising operations, and for other purposes, as to enable associations to perform the maximum of service to their members at the minimum of cost. The credit stringency of recent months, which is still in evidence, has stimulated the demand for such aid. The increasing limitation on the Board's lending powers has been so severe that in spite of the growing need for its services, its advances issued to cooperatives fell from over 154 million dollars in the 1930-31 fiscal year to 101 million in the past fiscal year. At the present time new loans can be made only as fast as old loans are repaid; and even then, part of those repayments must be set aside temporarily as a reserve against the possible costs of the transfers to the Red Cross, which later will be recovered from the treasury in part at least.

If the power of the Board to finance cooperatives is to be restored, either additional funds must be added to the revolving fund for the express use of cooperatives, or the Board must be given power to borrow funds on its own bonds or debentures.

Compromise Claims

Certain bad debts will occur in the conduct of any financial enterprise extending loans to many concerns. Congress has already recognized this where persons owing the government for taxes are unable to pay the full amount; it is better to accept what can be collected; and has authorized the Secretary of the Treasury to compromise cases arising under internal revenue laws, and under other provisions covering the operations of the Treasury Department.

Certain of the loans from the revolving fund to cotton cooperatives, though not made for such a purpose, have been helpful in stabilizing cotton prices. The long-continued decline in the value of the commodity has carried prices far below the amount which the association had advanced to its farmer-members from funds borrowed from the board. Cooperatives handling coal, mohair, grapes and raisins, beans, and some other less important commodities have been confronted with similar situations, although the sums involved were far less. In the face of weakened demand and semi-moralized markets, the board has generally refrained in such cases from calling loans and forcing the sale of the commodities, and would have dumped the remaining stocks on a market which was not prepared to absorb it, and thereby would have hurt all producers of the product. It would have bankrupted the associations, and destroyed, through no fault of the farmer-members, all the progress toward a farmer-owned marketing system they had made over a period of years.

The maintenance of these stocks in the hands of the cooperatives has helped to support the market for all producers, whether members of the association or not. For that reason it is only just that the losses due to these holdings operations should be absorbed by the revolving fund to the board, rather than charged against the assets of the individual associations involved. Now that the depression seems to have reached rock-bottom, and slow improvement appears likely in the future, it will be possible to liquidate these stocks gradually without destroying markets. This can be done, however, only if the board is given power to compromise the claims against the cooperatives at what they can manage to pay, instead of being left to collect the same or smaller amounts by the unsatisfactory method of forcing the association into bankruptcy in order to clear up the situation.

The proposed adjustment of the loans will enable the board to preserve intact all worth-while elements in the existing farmer-owned cooperative sales system, in spite of the grave economic difficulties of the past three years.

Removal of the dead weight of old debts from the backs of some of the cooperative selling organizations will free the whole cooperative movement for active, vigorous service in the period of reconstruction and gradual recovery which appears to be ahead. It is, therefore, recommended that the board be authorized to compromise claims, with the requirement that each annual report shall carry a full and detailed statement of the loans so adjusted, and a summary of the reasons for action in each case.

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.

etaon shrdlu emfwyp vbgkaj

Dear Junior Cooperators:

It will be nearly Christmas when this reaches you—although, to me, it doesn't seem very long since last Christmas.

I wish I had a pair of the famous "Ten-League" boots which you've all read about—so that I could enter each of your homes this Christmas and Happy New Year! that I so want you all to have. Instead, however, I can only do so through the Junior Page but I want you, each one of you, to accept it for yourself, personally. Remember that I am thinking of each one as I write.

I want to thank all of you who remembered to write—and I know that the ones who didn't do so will remember Aunt Patience and the Juniors before very much more time has passed.

Merry Christmas! and may each Junior have a most happy and profitable New Year, is the Christmas wish of

—Aunt Patience.

ESSAYS WINNING SECOND PRIZE

GEORGE WASHINGTON

By Raymond Koenig, Piqua, Kans. George Washington was born at Bridge Creek, Virginia, on February 22nd, 1732. He was named after his mother's guardian, George Eskridge. His mother's name was Mary Ball and his father, Captain Augustine Washington. George was a dutiful son. He followed his mother's teachings, and upon them built the fine character which was the basis of his success. Later he wrote, "All that I am and all that I hope to be I owe to my angel mother." We can all follow his example in honoring our mother. When George was three years old his father moved to a large plantation of 2500 acres in Virginia afterward named Mount Vernon. Most of George's boyhood was spent out of doors. He was fond of active sports such as, wrestling, tossing bars, hunting, fishing, and most of all horsebackriding, which served him well in later life. He went to school at Fredericksburg and William and Mary College. He was diligent and studied hard. When George was 11 years old his father died—this was the first blow in young George's life. His mother was about 16 under Lord Fairfax. When he was 20 years old his half-brother, Lawrence died and left him beautiful Mount Vernon.

In 1751 the French were pushing their forts closer to English lands. Governor Dinwiddie sent Washington to the French requesting him to move back. War followed. In 1752 he was promoted to the rank of Colonel, marched against Fort Duquesne and defeated Braddock. For this bravery he was made commander-in-chief of the army. After this he resigned and in 1759 married Martha Curtis. He was a member of the House of Burgesses for 4 years. Then came the struggle for independence. Washington was promoted from the first to a delegate to the First and Second Congresses. At the Second Congress he was unanimously chosen commander-in-chief. On July 3, 1775 he visited the troops and took command of the army. There were about 100 men and poorly equipped and undisciplined. July 4, 1776, the great Declaration of Independence was signed. On December 25, he crossed the Delaware, captured Trenton, and wounded 800 Hessians. He was about then took his army to Valley Forge where he spent the greatest privations and hardships men have ever known. In 1780 he defeated Cornwallis and made him surrender at Yorktown. Here he struck the blow which was assurance of American independence. Peace was declared and again Washington retired to his beloved Mount Vernon. But four years had not passed when new difficulties and troubles were springing up. Washington was chosen delegate to the convention and made president of it, which met in Philadelphia in 1787. The Constitution was adopted and the time to elect a president was at hand. Washington was unanimously elected as first president of the United States and inaugurated in New York. The people cheered him wildly and cried out, "Long live George Washington, the first president of the United States."

He was elected to a second term but refused to run, after giving 25 years to his country he again retired to Mount Vernon. On December 12, 1799, while making his rounds on his farm in a snow storm, he caught a severe cold and developed a fatal illness from which he died on December 14, 200 years have passed since all this has happened. This year for 9 months the United States will pay high tribute to the great George Washington, the Father of our country.

WASHINGTON ESSAY

Virginia Crabbell, Conway Springs, Ks.

George Washington was born in Bridge Creek, Virginia, in the year 1732. As a boy he had a keen love of the thud and would scorn to tell a lie. He was calm and just at school, and the boys would call on him to make peace when they were at strife. He grew up to be a wise and good man. His parents were persons of sterling integrity. The boy was frank and healthy, somewhat grave in manner and possessed unusual self control. He grew to be a stalwart young man;

tall and well-formed. His early occupation as a surveyor took him upon adventurous excursions in the forests. He was appointed commander-in-chief of the army of the United States in 1775. He was made the first president of the United States of America in 1789. He was inaugurated April 30, 1789. He was president for eight years. He owned a beautiful plantation overlooking the Potomac river at Mount Vernon. Washington's home came first. The first extensive improvements made at Mount Vernon by Washington were during the summer of 1788, when he enlarged the house which was upon the place in anticipation of his wedding to Martha Curtis. Later still he again enlarged the house, erected numerous small buildings, ice house, green house etc. He spent large sums of money on trees and shrubs with which to decorate the grounds and arranged beautiful gardens. During his ownership of Mount Vernon Washington exercised his inherent love of the ownership of lands, and increased his property from 2,700 acres to 8,000 acres. On this huge tract of land there was a village. There were more than one hundred fifty slaves and whites. There were weavers, carpenters, brick makers, charcoal burners, shoe makers, blacksmiths, millers and a cooper to make barrels in which to ship the famous Mount Vernon flour, ground at the water mill on Dague's Run. He also raised wheat, flax, clover, buckwheat, rye, maize, turnips and potatoes. In marrying Martha Curtis, Washington found a companion. After he returned to Mount Vernon he and Martha spent the remainder of their forty years of married life. He died in his home, Mount Vernon, near Alexandria, Virginia, Dec. 14, 1799. This is the 200th anniversary of the birth of George Washington. It will be celebrated in 1932. There are to be trees planted all over the world in memory of George Washington. The most fitting of all memorials is a living one—a tree in the memory of the "Father of our Country."

JUNIOR LETTERS

Park, Kansas.

Dear Aunt Patience:

How are you. I am fine. I am 8 years old and in the third grade. I would like to have your book and pin and I will try to get all my lessons in—Color red.

Yours truly,

—Eleanor Waldman.
Dear Eleanor: You forgot to tell me the date of your birthday, too—be sure to let me know when it is. Your pin will be sent very soon—we're glad that you are joining our Club.—Aunt Patience.

Penokee, Kans., Nov. 17, 1931

Dear Aunt Patience:

While I have a few minutes I will drop a few lines that I would like to join your club. I am twelve years old and my teacher's name is Sister Esther Madie. In my class are thirty pupils—the seventh grade.

For pets I have a little yellow bird and it is in a cage, and a little kitten, and her name is Snowball. I like her very much. She plays many tricks on me. So please send me a book and pin.

Sincerely yours,

—Evelyn Long.
Dear Evelyn: I'm so glad that you are joining our Club—I'll send your pin this week. Be sure to let me know your birthday date soon, so that you can find your twin.—Aunt Patience.

Penokee, Kans., Nov. 17, 1932

Dear Aunt Patience:

I want to join your club. I like the book and pin very much. There are 26 in the sixth grade—thirteen boys and thirteen girls. I am eleven years old. For a pet I have a little kitten. She is white with black spots on her. Her name is Pussy.

From your friend,

—Ann Lang.
Dear Anna: We will be glad to have you in our Club—you, too, forgot to include your birthday date. When you send your lesson, be sure to let me know when it is, so that I can help you find your twin.—Aunt Patience.

Penokee, Kans., Nov. 17, 1931

Dear Aunt Patience:

I would like to join your club. I am in the fourth grade and like to go to school. For my pet, I have a little pony and his name is Betty. I go out riding once in a while. I am nine years old. I would like to have a book and pin.

Your friend,

—Alvin Long.
Dear Alvin: I think it's fine that you've decided to become a member of our Club—you will receive your pin very soon. Write me soon and give me your birthday date—you forgot it.—Aunt Patience.

Antonino, Kans., Nov. 17, 1932

Dear Aunt Patience:

Please send me a book and pin. I am 13 years old. Color of my eyes, blue. Color of my hair, brown. My birthday is on the 14th of April. My father is a member of the Kansas Farmers Union.

Yours truly,

—Edmund Pfannenstiel.
Dear Edmund: We are so glad that you are to be a member of the Club. I hope we can find your twin soon—don't forget that one of the most im-

portant obligations of the Club is to study and send in the lessons—we will have another soon.—Aunt Patience.

Brewster, Kansas, Nov. 21, 1932

Dear Aunt Patience:

I read the letters so I thought I would like to have a red pin and blue book. I am ten years old and in the sixth grade. My father is a member of the Farmers Union. I read all the letters.

Yours truly,

—Anna McAdams.
Dear Anna: We're glad that you decided to join the Junior Cooperators—I'll send your pin soon. When is your birthday? When you tell me, I can help you find your twin.—Aunt Patience.

Tipton, Kans., Nov. 29, 1932

Dear Aunt Patience:

I wish to join your Junior club. My sister asked me to join. My father is a member of the Farmers Union. Will you send me a notebook and pin? I will try to answer all the lessons. I am thirteen years old and in the eighth grade. My birthday is on February 24. Have I a twin?

Yours sincerely,

—Norbert Arnoldy.
Care of Philip Arnoldy, Star Route.
Dear Norbert: I'll send your pin very soon and I am sure that we can find your twin—you must watch the paper too. I am giving Mary a star on the Membership Roll for having asked you to join. Watch for the next lesson.—Aunt Patience.

Tipton, Kans., Nov. 29, 1932

Dear Aunt Patience:

How are you? I am fine and I hope that you are the same. I wish to join your club. My father is a member of the Farmers Union. We also receive the Kansas Union Farmer. I am in the seventh grade and am 12 years old. For pets we have a pony, named Billy, and a dog whose name is Trickle. My sister, Mary, who is a member of your club, asked me to join. Please send me a blue note book and pin. Have I a twin? My birthday is March 31. I will promise to send my lessons in every time. We had examination several weeks ago, and my average was 93. Our teacher's name is Wilma Hobbie.

Well I guess I will have to close, as it is bedtime.
Your new member,
—Marceline N. P. Arnoldy,
P. S. I wish some of the other Juniors would write to me.

Dear Marceline: I'm fine, too, thanks, although I wish the weather was a little warmer—don't you? I'll be glad to give Mary a star for having asked you to join our Club—she has two of them now. That is a fine average, isn't it? I hope some of the Juniors will write to you, too—I know some of them. If you promise to answer their letters, I'll expect to hear from you again soon.—Aunt Patience.

Now is a good time to purchase breeding males for the poultry flock for the next hatching season. They can be bought cheaper now than ever before.

—Aunt Patience.

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OF INTEREST TO WOMEN

BACK TO SIMPLE GIVING

By Alice Blake

What to give for Christmas this year?

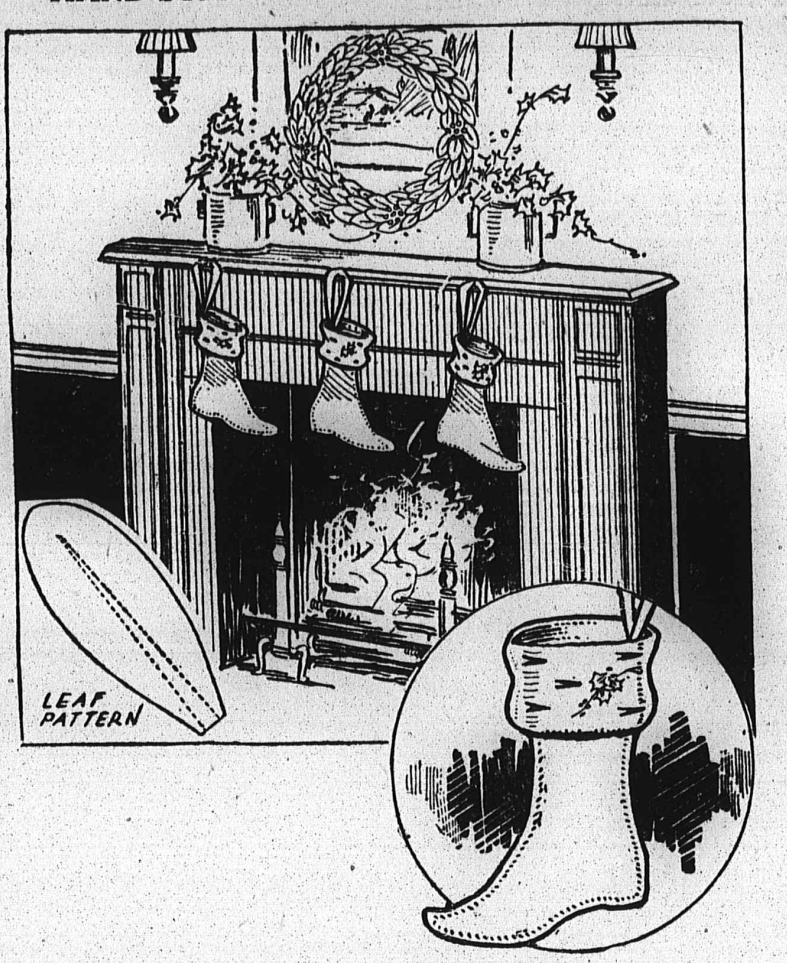
Not much money left in the budget! Can't do a great deal. And we sit back with a sign of resignation. But we can do something! There are many ways of expressing our

Christmas sentiments, most inexpensively, if we only use a bit of imagination.

Why not two or three, or a half-dozen choice jellies from your jelly cupboard, tied up with bright red and green ribbons, and perhaps a sprig of holly?

Don't you think that gentle, white-

HAND STITCHED CASE FOR CHRISTMAS



One delightful feminine toilet accessory is always welcome at Christmas time and makes a very suitable present to mother, sister or school companion. That is a handkerchief case, particularly the new ones that can be hand woven in a variety of designs. "Celophane" in colors makes possible the arrangement of the decorative notes to agree with the color scheme of the room for which the case is intended.

The material is first cut into 36 strips 16 inches long and 4 inches wide. Fold each strip until it measures 16 by 1-2 inch. If the half inch ribbon is used, of course it is merely necessary to cut into 16 inch strips. Thumbtack 18 strips side by side vertically on a board.

Start 2-1-2 inches from the top and weave 18 horizontal strips from right to left over and under the vertical strips. To form edges, weave the "under" strips back about three rows and cut off the surplus. This is done on all four edges. When the square is complete turn the corners back so that they meet in the center and line the inside with a contrasting color of silk. By weaving in occasional colored strips various attractive block designs will show on the flaps of the case when it is completed.

This same weave may be adopted to make purses, cigarette cases, card

holders, etc.

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hired Mrs. Smith would enjoy your home-made jelly in the afternoon with her tea and biscuits?

And then there's the Jones family with its tiny tots running about. Can't you just picture them munching on a slice of bread spread with jelly or jam?

Unlike so many gifts, a gift of home-made jellies is not strictly personal and every one in the family enjoys it.

More imagination! A batch of cookies, some plain, some flavored with chocolate. Let's cut the cookies in interesting shapes, and then decorate them in some way, using little red and green candies. If they are to go where there are children cut them into little men and women and animals.

Then there are all kinds of cakes, although chocolate is the favorite of nearly every one. Don't forget some home-made candies, stuffed dates and prunes, and salted nuts.

PAGE FOUR

FARMERS UNION LIVE STOCK SALES

Below is published a list of representative sales of live stock handled during the week of Dec. 12 to Dec. 16 by the Farmers Union Live Stock Commission Company at Kansas City.

R. A. Townley—Redwillow Co., Nebr.—32 str., 1098.	\$5.35
Melvin Olson—Morris Co., Kan.—16 Yrs., 675.	5.00
D. S. Schlobahn—Lyon Co., Kan.—30 Strs., 1230.	5.00
W. F. Houx—Carroll Co., Mo.—10 Strs., 1004.	4.75
W. A. Gensing—Linn Co., Mo.—49 Strs., 951.	4.75
T. N. Peterson—Coffey Co., Kan.—19 Strs., 809.	4.75
Owen J. Standiford—Coffey Co., Kan.—25 Strs., 973.	4.65
O. P. Peterson—Ottawa Co., Kan.—32 Strs., 876.	4.65
Ben F. Bolinger—Washington Co., Kan.—11 Strs., 1044.	4.60
Jos. Baxt er & Son—Clay Co., Kan.—11 Strs., 1044.	4.50
Fred L. Gladow—Wabunsee Co., Kan.—10 Strs., 808.	4.50
W. C. Floyd—Dickinson Co., Kan.—13 Strs., 882.	4.35
Joseph Hemme—Jefferson Co., Kan.—24 Strs., 962.	4.35
W. A. Smith—Osage Co., Kan.—26 Strs., 1059.	4.25
Baker Brothers—Harian, Nebr.—21 Strs., 906.	4.25
Everett McCan, Mgr. Co., Kan.—9 Yrs., 720.	4.25
Elton B. Clark—Osage Co., Kan.—28 Strs., 1022.	4.15
W. A. Smith—Osage Co., Kan.—17 Strs., 1176.	4.10
Lewis Drewry—Elk Co., Kan.—19 Strs., 1072.	4.10
V. Williams—Coffey Co., Kan.—19 Strs., 877.	4.00
Wm. Solbach—Russell Co., Kan.—25 Strs., 771.	4.00
Ira Thornton—Clay Co., Kan.—19 Strs., 841.	3.75
Ralph Perkins—Elk Co., Kan.—19 Strs., 1379.	3.75
Elton R. Clark—Osage Co., Kan.—21 Strs., 1148.	3.75
J. H. Morse—Rush Co., Kan.—12 Strs., 955.	3.75
Solomon Mai—Trego Co., Kan.—24 Hrs., 712.	3.65
L. W. Cowden—Clay Co., Kan.—20 Strs., 850.	3.60
Fred W. Schild—Dickinson Co., Kan.—12 Strs., 850.	3.50
Walter F. Weichold—Chase Co., Kan.—23 Strs., 1398.	3.25
L. C. Cleveland, Mgr.—St. Clair Co., Kan.—9 Cts., 128.	2.75
A. D. Wilson—Rush Co., Kan.—15 Cows, 856.	2.60
Archie Peterson—Rush Co., Kan.—18 Cows, 1018.	2.35
O. P. Peterson—Ottawa Co., Kan.—9 Cows, 1018.	2.35

Virgil Herd—Douglas Co., Kan.—9 Sheep, 93.	\$5.50
W. E. Comstock—Norton Co., Kan.—28 Sheep, 84.	5.35
Ray Steckman—Merced Co., Kan.—25 Sheep, 81.	5.35
W. F. Zimmerman—Andrew Co., Kan.—27 Sheep, 90.	5.35
L. E. Buttrill—Linn Co., Kan.—27 Sheep, 84.	5.10
Paul Kindig—Johnson Co., Kan.—20 Sheep, 6.8.	5.10
Lawrence Meyers—Lafayette Co., Mo.—25 Sheep, 88.	5.10
A. D. West—Linn Co., Kan.—13 Sheep, 70.	5.00
Art Ostlund—Washington Co., Kan.—10 Sheep, 90.	5.00
Clyde Seitz—Jefferson Co., Kan.—11 Sheep, 131.	5.00
W. E. Comstock—Norton Co., Kan.—11 Sheep, 131.	5.00

Carl Hood—Clay Co., Kan.—30 Hogs, 223.	\$2.95
Arthur Walker—Lafayette Co., Mo.—18 Hogs, 224.	2.95
Otto Kease—Harrison Co., Mo.—11 Hogs, 213.	2.90
Alfred Schrebe—Marshall Co., Kan.—17 Hogs, 226.	2.90
F. B. Mundell—Linn Co., Kan.—17 Hogs, 189.	2.90
Fred Myers—Grundy Co., Mo.—14 Hogs, 180.	2.90
Chas. E. Miller—Lafayette Co., Mo.—12 Hogs, 190.	2.90
Fred M. Sloan—Leavenworth Co., Kan.—20 Hogs, 193.	2.90
Dean Winston—Pettis Co., Mo.—10 Hogs, 214.	2.90
C. H. Prothe—Miami Co., Kan.—17 Hogs, 240.	2.90
Frank Hill—Grundy Co., Mo.—11 Hogs, 217.	2.90
D. B. Murrell—Linn Co., Kan.—17 Hogs, 217.	2.90
John H. Holtz—Miami Co., Kan.—15 Hogs, 226.	2.90
Clarence Fort—Miami Co., Kan.—22 Hogs, 228.	2.90
E. B. Pitt—Johnson Co., Kan.—29 Hogs, 166.	2.85
Dick Ohlmeier—Miami Co., Kan.—15 Hogs, 183.	2.90
Lowell Brothers—Osage Co., Kan.—22 Hogs, 210.	2.90
A. A. Brecheisen—Anderson Co., Kan.—12 Hogs, 223.	2.90
R. E. Wehmer—Henry Co., Mo.—12 Hogs, 223.	2.90
W. T. Butler—Riley Co., Kan.—15 Hogs, 208.	2.90
Chas. Zoschke—Geary Co., Kan.—25 Hogs, 285.	2.90
L. C. Cleveland, Mgr.—St. Clair Co., Mo.—20 Hogs, 220.	2.90
W. S. Swart—Henry Co., Mo.—20 Hogs, 221.	2.90
Osgood Ship, Assn.—Sullivan Co., Mo.—172 Hogs, 211.	2.90
Don E. Page, Mgr.—Grundy Co., Mo.—87 Hogs, 202.	2.90
R. S. Hughes—Livingston Co., Mo.—59 Hogs, 290.	2.90
Mitchell Co. F. U.—Mitchell Co., Kan.—45 Hogs, 208.	2.90
Fred J. Magerleisch, Jr.—Leavenworth Co., Kan.—16 Hogs, 160.	2.90
C. A. Underwood—Franklin Co., Mo.—21 Hogs, 159.	2.90
Joe Reed & Son—Bates Co., Mo.—21 Hogs, 181.	2.90
J. W. Vermillion—Miami Co., Kan.—20 Hogs, 181.	2.90
J. W. Jackson—Washington Co., Kan.—24 Hogs, 223.	2.85
Fred Barber—Cloud Co., Kan.—30 Hogs, 238.	2.85
J. A. Houghland—Grundy Co., Mo.—22 Hogs, 185.	2.85
Tom Ballew—Chase Co., Kan.—10 Hogs, 264.	2.85
C. P. Koshenker—Miami Co., Kan.—16 Hogs, 290.	2.85
C. B. Lindsey—Grundy Co., Mo.—17 Hogs, 151.	2.85
M. A. Smith—Osage Co., Kan.—10 Hogs, 182.	2.85
G. C. Lovel—Osage Co., Kan.—11 Hogs, 180.	2.85
Ellery Kimball—Riley Co., Kan.—13 Hogs, 230.	2.85
Frank Ward—Nemaha Co., Kan.—18 Hogs, 202.	2.80
O. D. Kuhn—Linn Co., Kan.—32 Hogs, 238.	2.80
F. Smith—Clay Co., Kan.—36 Hogs, 222.	2.80
Frank Colwell—Nemaha Co., Kan.—11 Hogs, 230.	2.80
Palmer L. S. Ship, Assn.—Washington Co., Kan.—48 Hogs, 233.	2.80
Walsburg F. U. S. Assn.—Riley Co., Kan.—35 Hogs, 248.	2.80
Frankfort F. U. S. Assn.—Marshall Co., Kan.—67 Hogs, 239.	2.80
J. C. Greenwald—St. Clair Co., Mo.—26 Hogs, 241.	2.80
Emil Samuelson, Mgr.—Riley Co., Kan.—58 Hogs, 226.	2.80
Harold Mooney—Linn Co., Kan.—12 Hogs, 180.	2.80
Wm. Gabbert—Johnson Co., Kan.—49 Hogs, 200.	2.80
W. L. Cole—Miami Co., Kan.—20 Hogs, 218.	2.80
Dewitt Henderson—Allen Co., Kan.—11 Hogs, 277.	2.80
F. B. Barnett—Lafayette Co., Mo.—13 Hogs, 236.	2.80
G. M. Carpenter—Pettis County, Mo.—11 Hogs, 228.	2.80
L. M. Holmes—Douglas Co., Kan.—24 Hogs, 232.	2.80
Colby & Colby—Carroll Co., Mo.—20 Hogs, 178.	2.80
W. A. Hoppe—Henry Co., Mo.—59 Hogs, 238.	2.80
H. F. Reichert—Lafayette Co., Mo.—28 Hogs, 196.	2.80
T. J. Miller—Linn Co., Kan.—12 Hogs, 234.	2.80
G. A. Gopford—Bates Co., Mo.—40 Hogs, 221.	2.80
C. C. Collins—Grundy Co., Mo.—10 Hogs, 223.	2.80
H. C. Hylton—Miami Co., Kan.—10 Hogs, 200.	2.80
John Minden—Miami Co., Kan.—10 Hogs, 223.	2.80
N. E. Gragg—Henry Co., Mo.—14 Hogs, 235.	2.80
G. W. Foster—Washington Co., Kan.—26 Hogs, 252.	2.80
Everett McCan, Mgr.—Neosho Co., Kan.—80 Hogs, 230.	2.80
Vassar L. S. Ship Assn.—Osage Co., Kan.—80 Hogs, 213.	2.80
Adel Peterson—McPherson Co., Kan.—66 Hogs, 239.	2.75
Mahlon Greenmiller—Franklin Co., Mo.—24 Hogs, 290.	2.75
Osgood Ship, Assn.—Sullivan Co., Mo.—27 Hogs, 161.	2.75
Don E. Page, Mgr.—Grundy Co., Mo.—14 Hogs, 144.	2.75
Mitchell Co. F. U.—Mitchell Co., Kan.—14 Hogs, 144.	2.75
G. H. Gillis—Miami Co., Kan.—29 Hogs, 185.	2.70
Homer Gwin—Coffey Co., Kan.—14 Hogs, 125.	2.65
Walsburg F. U. Ship Assn.—Riley Co., Kan.—17 Hogs, 150.	2.15
Emil Samuelson, Mgr.—Riley Co., Kan.—10 Hogs, 882.	2.15
Mitchell Co. F. U. Ship Assn.—Mitchell Co., Kan.—15 Hogs, 102.	2.00

NEIGHBORHOOD NOTES

REAL COOPERATORS IN ALLEN COUNTY IN ACTION

Ask for Effective Oleo Laws to Protect Dairy Industry, and Recommend 100-Percent Cooperation

If Kansas has a lot of communities as thoroughly imbued with the cooperative spirit as is the case of Allen county, the Farmers Union would forgo to the front rapidly, and the cause of the Kansas farmers would be won forthwith. It will do any farmer good to read and study the resolutions published here:

Resolutions

We the undersigned, realizing the need of legislation to help the Agricultural interests in the State of Kansas, do hereby respectfully submit the following resolution:

Be It Resolved That: In order to protect the dairy industry that an amendment to the present constitution of the State of Kansas be enacted. That instead of the present license fee of Six Dollars (\$6.00) for the merchant or person handling Oleo or Butter substitute, that a license fee

of not less than Three Hundred Dollars (\$300.00) be required for a merchant or person handling Oleo or Butter substitute retail and Wholesaler's and Manufacturers' license to be in proportion. That one copy of the above with signatures attached be sent to each of the following: Senator from this district, our Representative and to the Lobby of Farm Organizations at Topeka.

Be It Further Resolved: That the County Secretary be instructed to let the State and National Officials know that we, the membership of Allen County Farmers Union, stand one hundred per cent behind their legislative programs both State and National.

As we have located in our territory one branch of the Farmers Union Cooperative Creamery of Kansas, believing that cooperation is the real need of the farmers in these times of depression we do hereby submit the following resolution:

Be It Resolved That: We hereby recommend that all members of the Allen County Farmers Union, support the above mentioned plan by sending their cream on the hundred

per cent cooperative plan and ask their neighbors to do likewise. Be It Further Resolved: That a copy of the above be placed in a conspicuous place in our place of business in LaHarpe and that a copy be sent to the Kansas Union Farmer to be published.

MEMBERSHIP DRIVE IS ON IN ALLEN COUNTY

The Allen County Farmers Union met at the Allen Center school house, Saturday, Dec. 10, for an all day meeting. On account of the snow and cold weather not many attended, but a good meeting was held anyway. At noon a basket dinner was enjoyed and the afternoon was devoted to a business meeting. The following officers were re-elected: Homer Dreher, president; Harold Remsburg, vice-president; Mrs. Jno. Page, secretary-treasurer; Chas. Stewart, door keeper, and Jno. Page, conductor.

Mrs. Jno. Page, Co. Secy.

WASHINGTON CO. FOLKS SHOWING PROPER SPIRIT

Washington County Farmers Union locals and members met at the annual meeting at Washington on Friday, December 9. The day was rough and cold, so the crowd was not as large as it should have been; but those present were full of that good old Farmers Union spirit, and all resolved to go to the next meeting in 1933 with a larger membership and a better year for Farmers Union activities.

DOUGLAS COUNTY MEETING

The Douglas County Farmers Union had a splendid meeting at Lone Star on Saturday, December 10. It was an all-day meeting, with a bountiful dinner at noon. Due to bad weather, the crowd was not as large as had been expected, but those present demonstrated the spirit which has carried that county organization through the worst of times. A large number of delegates were present, and all present listened attentively to the remarks of the state secretary, Floyd Lynn, who explained the work being done by the Farmers Union and who called attention to the necessity of a full strength organization as we go into the new year.

HAVE THE RIGHT IDEA IN ELLSWORTH COUNTY

Ellsworth, Kans., Dec. 17, 1932. Mr. Floyd H. Lynn, Sec'y. Salina, Kans. Dear Secretary and Editor: Ellsworth County Local No. 41 met in its regular monthly meeting adjourned from Dec. 10, today; and elected and installed the following officers: President—W. L. Reed, (re-elected) Vice President, Brad Hooper Sec'y-Treas.—Dan Kottman, (re-elected) Door Keeper—Chas. Swartzel (re-elected) Conductor—Chester Chapman. We meet the first Saturday after the first Monday of each month at our hall above the F. U. store in Ellsworth. After considerable discussion it was unanimously voted to send a Christ-mas basket to each needy farm family of Ellsworth county that the several local workers could suggest. We discussed the farm legislation that our leaders are working for today, and every one present seemed to go away feeling they would write their Congressman and Senators asking all of them to support these measures and do all in their power to have them passed at this session of Congress. Our Kansas Legislature will likely hear from us when the proper time comes. Our next regular meeting will be held at the hall, Saturday, January 7 at 2 p. m. Each local is asked to have a representative present, and each member is invited. Chester A. Chapman, Cor. Secy.

BUTTER AND EGG MARKET LETTER

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

Butter

The butter market has reacted upward from $\frac{1}{4}$ ¢ to 1¢ during the current week. Extras were at 22¢, advanced sharply to 22 $\frac{1}{2}$ ¢ on the 10th, another $\frac{1}{4}$ ¢ to 23¢ on the 13th, holding that until the close. Standards opened at 22¢, advancing to 22 $\frac{1}{2}$ ¢ on the 10th, to 22 $\frac{3}{4}$ ¢ on the 13th, and remained unchanged. 89 point cars opened at 21 $\frac{1}{2}$ ¢, advanced $\frac{1}{4}$ ¢ during the week, closing at 22 $\frac{1}{2}$ ¢. 88 point cars opened at 20 $\frac{1}{2}$ ¢, also made $\frac{1}{4}$ ¢ advance, closing at 21 $\frac{1}{2}$ ¢.

The change in the weather was entirely responsible. The sub-zero temperatures, together with a large proportion of the producing areas, it was estimated, would have a tendency to reduce production to some extent and extremely cold weather always seems to also depress consumption slightly even in depressed times.

The butter market, however, still remains very nervous and the average dealer has not any great amount of confidence that prices can remain high and the people are not in a habit of thinking. Think of anyone calling 23¢ Extras and 22 $\frac{1}{2}$ ¢ Standards high. The facts are, even present prices are dirt cheap, but with meats at the lowest prices in fifty-four years, perhaps dairy products prices are relatively high. All of this goes to show the extent to which confidence has been shaken and it is peculiar to note that the fellow, who was the greatest bull on land, regarding wheat, stocks, bonds and everything at the top, is now the greatest bear and is dead sure that we will never live long enough to see anything but terribly cheap prices.

The extremest is the dangerous man everywhere; he is the man who plunges heavily into production and overdoes things like the fellow who made a few dollars on turkeys and then began to produce 10,000 head, or the fellow who is never satisfied until he has 100 cows.

These humans who are inclined to grow bristles along their back, who do not know anything about the Golden Rule, who are not willing to take the welfare of the average man into consideration, and who are not willing to organize against, both in the production end, as well as in the sales end.

The egg market has been very steady, in fact, there was no change in the top grades all week, extra firsts remaining at 32¢, fresh graded firsts 31¢, current receipts 30¢, dirties, 24¢, and checks at 23 $\frac{1}{2}$ ¢.

Eggs are a weather proposition. With continued cold weather, all ready for winter laying, which in recent years has begun to be quite heavy immediately after the New Year, and on account of the general scarcity of storage eggs, they will hold a relatively firm price as long as the old farmers prevail, in spite of the fact that eggs are way out of line in price with other meat products. We have pointed out in several of these recent letters a scarcity will produce higher prices even in spite of depressions.

The turkey market became extremely sick following the tremendous glut that was forced on the Thanksgiving market. Several hundred cars of turkeys could not be sold at that time and were forced into storage nearly a month earlier than storage buyers usually prefer to begin buying for storage purposes. However, they were forced to sell and when turkeys got down below the price of chickens, naturally there could be some reaction and has been. We refused to sell turkeys back in the country and to arrive when these prices were on the extreme bottom, preferring to let the cars roll, believing that we could not do better, worse, and up to date we have been justified, as there has been some reaction to the market.

The worst enemy the producer has is the small country poultry buyer and shipper. He is nine times out of ten a demoralizing factor. With a 17c hen turkey market today this writer was shown three different telegrams from these country shippers, offering hen turkeys in carlots on the market at 16¢. F. O. B. Chicago and yet there is no one our farmers seem more inclined to support than they are that little local buyer, just because they know him personally. Often times go it, but when turkeys are offered freely back in the country at 16¢ under the market, then it is difficult to make sales or to make an advance in the market, for the buying public is not going to pay any more than the seller asks for his stuff.

It is the same old story, farmers refusing to organize and market their stuff themselves. We know, of course, these expert kidders pull all kinds of fancy stunts in trying to keep the farmers fooled, and judging from results they get away with it most of the time. If the farmer would support his own marketing machine, he might have something to say about the price he gets for his product, when he continues to supply ammunition to these sharp-shooters back in the country with which to break his markets, he ought to quit his squawking about unsatisfactory prices and support the marketing machinery, ought not lose an opportunity to inform that individual of your opinion as to what he is doing.

PRAIRIE GEM ELECTS

The Prairie Gem Local No. 540 held its monthly meeting on December 7. We served supper at 6:30 and a very large crowd, was there to enjoy it. The business meeting was held at 7:30, and the supper. Election of officers resulted as follows: Mrs. May Muck, president; Everett Dean, vice president; Mrs. Charles Oplinger, secretary-treasurer; Charles Rarick, doorkeeper; Howard Dean, conductor.—Mrs. Charles Oplinger, Sec.

MR. WALZ OFFERS IDEA

In a letter to president Carl Ward, Frank Walz of Hays, Kansas, offers the following:

"After recommending to Arthur Capper the issuing of currency and paying the bonus, rather than issuing nontaxable interest bearing bonds, and turning the proceeds over to Al Smith to build the Empire State sky-scraper, and to other inside ringers to buy deflated stocks which were sold to the employees and investors at inflated prices; and after hearing the old echo of 'flat money,' I wish now to make another suggestion. We need to get a little debt paying power scattered among the masses of the American people.

"Why not issue scrip—say \$10 to \$15 each month—to the Bonus Boys, until the U. S. obligation is paid? Make it necessary to put in a 10-cent stamp every ten days, which would encourage its changing hands every ten days. This would keep it moving, paying a debt every ten days, and it would pay the bonus debt, and would reward itself."

All cloths containing oil, polishes or waxes should be washed directly after they are used or placed in covered tin or earthenware containers to avoid the risk of fire.

Lard is not only the cheapest cooking fat on the market but has the greatest shortening power of any of the edible fats. It is easily digested and contains a high amount of energy producing food elements.

TELLS OF MERCHANDISING

(continued from page 1)

flock of several thousand high grade birds or just a good ordinary farm flock, you can make more money with NUTRENA EGG MASH. The Nutrena mills maintain a staff of stock and poultry experts who will be glad to help you with the many problems that are constantly arising in regard to proper feeding methods and in combating the numerous diseases which we are constantly trying to avoid.

Their salesmen as well as our own representatives are also at your service. We are endeavoring to work out a plan whereby we will have these feeds available at Salina, Kansas, as well as at Kansas City and St. Joseph, Mo. Your orders will receive immediate attention whether you send them direct to the Nutrena Mills or to the Jobbing Association. In the address of the Nutrena Mills in Kansas City, 35 Ewing Street, Kansas City, Kansas, and in St. Joseph their location is 2028 Frederick avenue. Remember, they carry a complete line of stock and poultry feeds at all times.

Packing House Products Another contract which we recently completed is with Armour & Co. for our supply of tankage and poultry scraps and other packing house products. This contract is proving to be very satisfactory and through the very satisfactory and through the loyalty of our Farmers Union stores and elevators, we are distributing these products in almost every part of the state.

Whenever 100 pounds of pork is worth more than ten bushels of corn on the farm it is profitable to merchandise your corn in the form of hogs. Right now, even with the cheap price of live hogs, there is a nice profit to be made in hog feeding. To produce the right kind of pork, the most economical pork you must feed tankage or some other meat protein supplement to balance the swine ration properly. Experiment stations throughout the country and all prominent feeders have proven this time and again by actual tests in the feed bin buying for storage purposes.

However, they were forced to sell and when turkeys got down below the price of chickens, naturally there could be some reaction and has been. We refused to sell turkeys back in the country and to arrive when these prices were on the extreme bottom, preferring to let the cars roll, believing that we could not do better, worse, and up to date we have been justified, as there has been some reaction to the market.

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It is the same old story, farmers refusing to organize and market their stuff themselves. We know, of course, these expert kidders pull all kinds of fancy stunts in trying to keep the farmers fooled, and judging from results they get away with it most of the time. If the farmer would support his own marketing machine, he might have something to say about the price he gets for his product, when he continues to supply ammunition to these sharp-shooters back in the country with which to break his markets, he ought to quit his squawking about unsatisfactory prices and support the marketing machinery, ought not lose an opportunity to inform that individual of your opinion as to what he is doing.

Members of the Kansas Farmers Union and those who trade with dealers Farmers Union now have the opportunity of securing the very finest packing house tankage that can be purchased. After a great deal of thought the Kansas Farmers Union has selected the ARMOUR brand, manufactured and packed by Armour & Co. as the best obtainable.

Many people believe that all tankage is alike. This is no more true than all coffee is alike. The proper selection of meat particles from the Government inspected killing floors and proper handling thereafter makes a great difference in the digestibility of the tankage. Many people prefer to look good and have a pleasant odor, but what we think looks good nor smells good, in fact, if we eliminated the foods that we thought did not look good nor smell good, we would starve him to death.

Another thought, we generally believe that a hog is color blind any-

CLASSIFIED

TOBACCO—Postpaid. Aged in bulk. Good, sweet chewing, 10 pounds, \$1.50; smoking \$1.10.—MARVIN STOKER, Dresden, Tenn.—

LEGHORN CHICKS—prices cut 6¢ if ordered now for spring shipment. Guaranteed to outlay others. Records to 336 eggs. Bargain prices on pullets, hens. Catalog free. George B. Ferris, 926 Union, Grand Rapids, Mich. p-12p

WANTED: MANAGER AND BOOK-KEEPER for Alta Vista Cooperative Association. Applications received until Dec. 27, 1932.—Frank Friend, Sec. Alta Vista, Kans. p-12-19

WANTED: JOB MANAGING Farmers Elevator or Union store. Have had experience. Also good bookkeeper. Address letters to "Manager", care of Kansas Union Farmer, Salina, Kansas p-1-6

Any Coal You Want I would like to mention our connections on coal. We have contracts with mine operators in Kansas, Oklahoma and Arkansas. We are also distributors of Standard Briquettes. The Kansas Coal is known as genuine Cherokee District deep shaft and shovel lump and nut. The Kansas deep shaft coal is selling this season under the trade name of IMPERIAL. We are able to guarantee the quality and preparation of Imperial coal to be as good as any that is being produced in the Kansas fields. We can also highly recommend our shovel coal to give you satisfaction. Under ordinary conditions we can make shipment the same day your order reaches our office. If you prefer Oklahoma coal, we can furnish it to you from mines at Henryetta, Broken Arrow or semi-anthracite from the Pottawatomie field. Our Colorado connections are with mines in Routt county and also in the Walsenburg district. The Wyoming coal is mined at Rock Springs and the Arkansas coal is from the Paris fields. Standard Briquettes are made and shipped from Kansas City by the Standard Briquette Co. We have had a working contract on Standard Briquettes for several years and it has proven to be most satisfactory. In closing, we wish to thank our many Farmers Union exchanges for their loyalty to the Jobbing Association; and to those of you who are not buying your car lot merchant coal cooperatively, we earnestly solicit your patronage.

Prices Are Lower Prices are lower today on these products than they have been at any time in our history. This is in keeping with prices of farm commodities and the commodities in which they are used to produce. When you call on your dealer, take home a few bags of Armour's tankage and Armour's meat and bone and supply that portion to your animals which they so much require if you intend to engage in successful production. Remember these products are available at either Kansas City or St. Joseph, Mo.

Before we leave the subject of feeds I would like to mention another product that is necessary to the successful poultryman. This product is oyster shell. Our contract with the Oyster Shell Products Corporation enables us to furnish our dealers with either Reef or Pilot Brand Shell. All of our poultrymen are familiar with these brands. They are well established over the entire United States and have been nationally advertised for many years. Reef or Pilot Brand Shell is the cheapest feed that the dealer buys; crushed oyster shell. Crushed oyster shell is essential to profitable egg production and poultry health but we feel that Reef or Pilot Brand lend them all in profit making for the feeder, the dealer and the jobber. These brands have far less waste than other shells; they have no rat gathering odor, no poisonous matter or clam shell. They are 99 25-100 pure cal-



O. R. (Pete) Osborne, Mgr.

300 Rooms—300 Baths—300 Radios

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