

THE KANSAS UNION FARMER

Organization

Education

Co-operation

VOLUME XXIII

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NUMBER 4

KANSAS FARMERS UNION CONTINUES TO FORGE AHEAD

By C. A. Ward, President

There never was a brighter day for the Kansas Farmers Union. This statement is not made to convey the thought that we are without our problems. Far from it. As long as progress is measured and achievement is accomplished, there will be opposition to meet, difficulties to encounter and problems to solve.

The Pioneers in the Farmers Union movement in Kansas have left us an eternal heritage. Their fight was the "Good Fight of Faith." Their endeavor was backed by the spirit of sacrifice and hard work. They gave for an eternal cause, namely: "The Cause of Self Preservation and Agricultural Equality."

The Kansas Farmers Union program directs the thinking of tens of thousands of men and women in our state today. Its voice is heard in all walks of life. The leadership of the state and nation, political and otherwise, recognize we are a forward-looking worth while farm organization, and constantly seek our suggestions. As long as we contribute to the welfare and security of the farmers and common people of our state, our services will be in demand, and our organization respected.

The Kansas Farmers Union is a fraternal class organization. Our program in action strengthens this age-old sacred principle. We believe in the Fatherhood of God and the Brotherhood of man. Our members take the pledge to abide and live by the Spirit of the Golden Rule. The social side of our program which strengthens community and individual uprightness is well worthy of our support.

The Kansas Farmers Union is non-political and non-sectarian. We believe in and cultivate the spirit of true Democracy and we know that our nation was built upon the rock of popular Government. Therefore, we urge our members to be interested in and take part in the choosing of efficient and honest representatives for all departments of local, state and national government. Political parties are necessary and should be supported to maintain the proper balance in Government. We respect the rights of all religious beliefs and creeds and within our organization all are accorded the same privileges and benefits. One's church relationship is a matter of his own choosing and the spirit of fraternalism which is the basis of our organization is strengthened by this recognition.

Kansas Farmers Union Practices Principles of Co-operation
Cooperation is the key to the solution of our agricultural ills. Prestigious began when human beings found that two men could move a log easier than one. We buy together; we sell together; we stick together. Of course the real benefits derived depend on our obedience to the above referred to principle of sticking together.

Farmers Union a Marketing Organization
For more than a quarter of a century, we have stressed cooperative marketing. From our origin we have declared the producer was entitled to cost of production plus a reasonable profit. We declare the man who produces the product should have a voice in arriving at the price the grower receives. Under our present intricate system of marketing we are denied this right. The intent of the Agricultural Marketing Act proposes to correct this.

THE KANSAS PRAIRIES

You may talk about your pleasures
In your city or your town,
With its crowded streets and alleys
Where men meet you with a frown;
Where your neighbors all are strangers
And you go your lonely way;
Where your kitchenette apartment
Is but just a place to stay.

Out on the Kansas Prairies
Where the grass is short and sweet,
Where the wind blows through our whiskers
And the cactus stings our feet,
Where our lungs are filled to bursting
With the blessed Kansas air,
Is the nearest place to Heaven;
And you'll always find me there.

Oh, of course, we have our troubles
When the chinch bugs eat our wheat;
When the hessian fly gets busy
And it looks like we were beat;
When the hot winds in the summer
Whistle like a desert storm,
And the blizzards in the winter
Make us hustle to keep warm.

But with all its drawbacks, Kansas
Is the place I love the best;
When I start my great adventure,
And my bones are laid to rest,
Then I hope that on some sandhill
Under brilliant Kansas skies,
I will wait for Gabriel's summons
Calling for me to arise.

As I waken to the glory
Of that glad Millennium Day,
With Jerusalem the golden
Shining bright across the way,
Then I know my eyes will wander
To the scenes I used to love;
And I'll drop a tear for Kansas
As I leave for realms above.

A. M. Kinney.



C. A. WARD

F. U. Jobbing Assn. Has Marked Business Increase

H. E. Witham, Manager, Says Connection With Farmers National Grain Has Been Helpful

The Farmers Union Jobbing Association has enjoyed a very marked increase in business since the first of July over a year ago. Our July month this year was over twice as large as any one month in the history of the organization. We handled about two thousand cars on consignment in Kansas City, besides the large amount that was handled at the Salina and St. Joe offices. About one third of the volume coming to Kansas City has gone into store.

We have at this time stored for one single association, Solomon, Kansas, approximately 155,000 bushels, and some of the county organizations have as much as 200,000 bushels stored.

Our connection with the Farmers National Grain Corporation which is the H. L. Baker Grain Company here, has been very helpful. They have six million bushel storage which we have had access to. Had we not had this storage, we would have been handicapped to a great extent in handling stored wheat to our customers. The only hindrance we have had this year is in not having sufficient storage in Salina. However, we have taken care of everybody who wanted to store wheat and still have storage facilities for any of our members who wish to use it.

We consider that our Salina office is very important to the shippers west of Salina and having just recently opened the office at St. Joe, we feel that we are able to take care of all our members in the best possible way.

We are giving first aid to about fifteen or twenty elevators at this time which we believe is a great help to organizations where they are short of finances or where they have had misfortune in losing money in the past and are getting back on their feet in good shape. We have one of two organizations that have completely recovered from their financial losses. We have had plenty of finances for operations, and we just have a letter from the Farmers National at Chicago offering us \$250,000.00 as a revolving fund to do business with. This money will be accepted and used in the operations of our business and will give us a very low rate of interest.

We think that we are equipped to handle the cooperative business as good as anyone. Our sales organization is second to none, we think, in fact we know that the volume of business that we had on our grain tables during the month of July was instrumental in getting a better price for the wheat we had to offer, for the reason we attracted more buyers and the fine quality of wheat that we had. Although the price has been low, yet it has been closer to the option market by about five cents. This was a year ago. I think that the Farmers National Grain Corporation has done a world of good for the cooperatives and I hope the members which is the main reason why the wheat will not lose sight of the good they have done and give them a chance to get completely organized and get control of the situation. We are looking forward to the time when the farmer can put a mark on his products, add a little profit for himself when he markets his grain, live stock and produce.

The Farmers Union have at this time one of the best Live Stock Commission firms that is on the Kansas City market and the Farmers Union Produce Association has proved its worth and is expanding by leaps and bounds. The Farmers Union Jobbing Association is financially sound and will be able to assist in the cooperative organizations in many ways we are depending on.

Kansas Farmers Union Carries a Business Program

All our statewide business activities are rendering a worth while service and are financially sound. In this brief article we have only scratched the surface of the Kansas Farmers Union program. We ask you to investigate our record and join our ranks. Our goal—every farmer in Kansas a member of the Farmers Union.

TAX REVISION MEETING AT TOPEKA

Everyone interested in revision of the tax program is urged to meet at Topeka, Tuesday, September 9th, at 10:00 A. M. at the Jayhawk Hotel. This meeting is called at the instance of the Committee of Kansas Farm Organizations.

UNION OIL (COOPERATIVE) HAS RECORD OF SERVICE

Organized only two years ago, for the purpose of serving local cooperative oil companies, the Union Oil Company (Cooperative) has made a remarkable record. It is one of the most interesting young cooperatives in the country. That there was need for such an organization and that it is supplying this need is evidenced by the fact that it has made a rapid growth from the very beginning. Yesterday, local companies had no choice but to buy from an "old line" company, today, they can, and many of them are helping to build one of the most serviceable Cooperatives in the whole United States.

The Union Oil Company has the endorsement and support of the Farmers Union in several states, the Farmers Equity Union, and a number of other cooperative organizations. The board of directors is made up of able cooperators, five of whom are members of the Farmers Union. Their cooperative experience, and their sincerity and honesty of purpose, have won for them widespread confidence in their ability to develop the National Chain into one of the most successful and serviceable of cooperatives. Harry Witham, manager of the Farmers Union Jobbing Association, represents the Kansas Farmers Union on the Board.

Cooperative Manufacture of Oils
The lubricating oils sold by the company are manufactured in its own compounding plant. It is the only cooperative compounding plant in the United States. Quality is the first consideration in the manufacture of these oils. Since the plant is consumer owned, the customers virtually make their own oils. In other words, the oils they use are for them and in their own plant. The company prides itself in compounding oils of unusually high quality which are giving universal satisfaction.

The volume handled this year is approximately four times that handled during the same period a year ago. This would indicate that the quality, price and service of the company are satisfactory. The marketing of quality products is no small factor in the rapid growth of the company.

A view of producing products of high quality at a minimum cost. A well equipped laboratory, where samples from every shipment are tested, is a constant protection of the quality of Union Certified and Penn Certified oils.

Kansas Oil Cooperatives Increase
A large number of Farmers Union Oil Companies in Kansas, and Elevators with bulk stations, are handling the cooperative brand—Union Certified. About twenty companies have started operating since January 1. These companies have taken advantage of the opportunity to plug into the circuit that carries the voltage of thousands of other consumers, thus turning the volume of all into one trunk line.

By becoming members of the National Chain of Cooperative Oil Companies, these companies have become a part of a successful enterprise. Each company retains all its local identity, locally managed, owned and controlled. It remains a "purely home concern," yet receives many benefits by working with the other members of the National Chain not possible to enjoy on any other basis.

Membership in the National Chain means "joining hands" with more than 92,000 other consumer members, most of whom are farmers. (continued on page 4)

Fourteen Million Pounds of Butter in Four Years

A. W. Seamans, Mgr., F. U. Coop. Creamery, Says Expansion Program Just Starting

No doubt practically every farmer in Kansas has heard about the Farmers Union Cooperative Creamery; a great many of them are patronizing it but probably few are acquainted with the history of its organization. To some, it is an old, old story but for the benefit of those to whom it is not familiar, it must be repeated.

For several years there had been expressed desires on the part of producers to have a Farmers Union creamery department established. This was talked about and hoped for but not until 1924 during the Farmers State Convention at Emporia, Kansas was any definite step taken.

By authority of this convention, a committee was appointed to study the creamery problem, outline a plan of organization and then proceed to establish such a department. Following an intensive survey and study, the committee adopted the contract marketing plan and proceeded to establish the Farmers Union Cooperative Produce Association.

Forces were placed in the field to secure members. They labored under great difficulties due both to the newness of the idea and the bad condition of the roads at that time. However, by September 1925, 1688 marketing contracts had been secured representing a sign-up of 10,000 cows and 335,000 hens which was considered sufficient for the successful operation of a plant.

The Produce Association had the necessary volume but did not have the finance for equipping a plant so the Farmers Union Jobbing Association came to the rescue by contracting with the Produce Association to handle its volume until such time as the Produce Association was financially able to take it over. Thus a produce department of the Jobbing Association was set up and the name "Farmers Union Creamery" was given.

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Auditing Association Rebates Members' Dues

F. U. Auditing Ass'n Makes Steady Growth Under Direction of T. B. Dunn, Secretary-Manager

The Kansas Farmers Union Cooperative Auditing Association was organized in June, 1919, and since that time has made a steady growth until we now have a staff of five auditors, who are kept busy the entire year.

Business has increased year by year, and for the past seven years we have related back to our members, from the net earnings of the association, the annual dues paid by them. This is possibly because of the operation we enjoy from our members, and the fact that the association is run on economical lines.

We now have a membership of over one hundred twenty-five, and last year did a volume of business which amounted to over \$25,000.00. Of this amount, two thirds was business of the members and the balance was income derived from service rendered those outside the association.

During the past several years we have completed large audits for several counties in the state and have had a marked degree of success with this work, which is conducted under the personal supervision of Mr. Thos. B. Dunn, the secretary-manager. We have handled work for a large wholesale hardware company, several retail automobile concerns, several large municipal jobs, and a vast variety of other work including almost every kind of business.

We have enjoyed the largest volume of surety bond business during the last year, that we have handled since we started handling this for our clients, and this is due to the fact that we can secure these bonds for our clients at the lowest rate obtainable through a really reliable bonding company.

Our business for the past year has been good, and with the continued cooperation of our members and friends, we are sure it will be even better in the future.

Practical Income Insurance Discussed

G. E. Creitz, State Manager F. U. Royalty Company, Advises Pooling Mineral Rights

The history of the oil and gas business reveals some facts that loom large and cast a shadow across the hopes of landowners, so far as their ever enjoying any direct income from their land is concerned. The fact of uncertainty alone is so great as to practically shut out any well-founded hope of participation in the income from this vast natural wealth. The landowners in untested areas have been waiting a long, long time, hoping that the tide of fortune might turn in their direction, and that they might be in its path. How much longer will they have to wait? Experience seems to have settled one thing, and that is that only a comparatively few people will ever cash oil and gas royalty checks.

Unless mineral rights can be put to work earning an income their value is more or less conjectural. As soon as one has a concrete income, they have a real value. And when such mineral rights become a part of a well selected spread they have a much greater value than when standing alone.

Why not remove the menacing shadow of uncertainty by pooling part of your mineral rights with THE KANSAS FARMERS UNION ROYALTY COMPANY? Why not put part of your mineral rights to work earning you an income that will be as sure as the future? Development is sure; and will be great in proportion to future production?

It is generally conceded that the oil and gas industry in Kansas is still in its early infancy, and that the future will bring tremendous development. One of the evidences of this is the stupendous amount of money that is being spent for pipe lines and other facilities for the production and marketing of oil and gas.

By pooling part of your mineral rights you become part owner in a "spread" covering the whole potential producing area of Kansas in such a way that any considerable development will include some of this "spread." And you need not spend one dollar of money to secure this ownership and income.

Already the owners of 680 tracts in 40 counties have availed themselves of this opportunity to secure to themselves and their children this practical income insurance.

Let us tell you more about it.

OKLAHOMA F. U. POOL OBTAINS WELL WHICH PROMISES STEADY PRODUCTION

First production of oil from a tract of land in which the Oklahoma Farmers' Union and Panhandle Co-operative royalty companies hold an interest has been made in Lea county New Mexico. The Oklahoma and Panhandle companies are sister pools to the Kansas Farmers' Union Royalty company. Both are organized on the same co-operative principles which rule in the Kansas Farmers' Union pool. The well from which the Oklahoma pools are getting production came in August 23rd. Commercial production of oil has been indicated, but considerable work remains to be done before the well will be put on a regular flow. Tests have, however, been conducted and give every indication of steady production.

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GEORGE W. HOBBS

Cooperative Livestock Marketing Important

Last Year Farmers Union Livestock Company Paid Patronage Dividends

The place occupied by cooperative marketing of live stock on the Kansas City market is developing in size and importance each year. A glance at the volume of business being done by the Farmers Union Live Stock Commission Co. at the Kansas City stock yards will convince the most skeptical of the fact that cooperative marketing, as carried on by the Farmers Union, is to be accorded a most important place in the agricultural and marketing affairs of the corn belt.

The volume of business being done by the Farmers Union firm here mentioned is very gratifying to the thousands of stockholders in the firm, who are scattered all over Kansas, Missouri, Nebraska, Oklahoma, and other surrounding states. Last year the firm paid back to its stockholder customers a patronage dividend based on 25.5 per cent of the commissions paid in by each stockholder customer. This large patronage dividend is, of course, made possible by the large amount of net earnings showing on the books of the company at the end of the year. The entire net earnings of the company are paid back to the stockholder customers. Last year, in addition to the amount actually paid back in cash, a substantial amount was placed in surplus. With the good business being handled this year, stockholders are assured of another good patronage dividend on 1930 business.

The fact that many new customers are being added each month is proof that farmers are coming to realize more and more the time that cooperative marketing of the Farmers Union variety is the most efficient and satisfactory method of marketing live stock. Those who already are marketing their live stock through the Farmers Union firm are boosting for more of their neighbors to do the same, for they realize that the larger the volume of business handled, the larger, in proportion, will be the surplus earnings and the larger will be the percentage of the patronage dividend.

3,292 Carloads Handled

An analysis of the business shows that in the first seven months of this year, the Farmers Union Live Stock Commission Co. at Kansas City has handled more than 3,292 car loads of live stock. Of this number 2,513 car loads were received by rail, 689 came in by truck, and 90 were purchases for customers. Of the car loads coming in by rail, 864 were cattle, 116 were sheep and 1,533 were hogs.

The 689 car loads coming in by truck are computed by number of head and that number reduced to car loads. We find that in the first seven months of 1930, the firm received by truck 164 car loads of cattle, 89 car loads of sheep, and 436 car loads of hogs.

Truck-In Business Increases
In this connection, we are reminded that the development of truck-in business during the past two or three years has been one of the most interesting features in live stock marketing activities to engage the attention of live stock men. It is changing the complexion of live stock marketing to some extent, especially in the territory close in to the marketing points. It is becoming more noticeable each year.

The comparison of the drive-in business handled by the Farmers Union Live Stock Commission Co. over a period of two or three years is interesting, and shows a steady increase in such receipts. In fact, truck-in receipts in 1929 for the first seven months business were nearly double the truck-in receipts of 1928 for the same seven-month period; and again, the truck-in receipts of 1930, counting the first seven months of the year, nearly double those of 1929.

In the first seven months of 1928, the number of cattle to come to this firm by truck amounted to 1,824. That number was increased to 3,538 in the first seven months of 1929. In the seven months just completed in 1930, the number jumped up to 6,621.

Taking the comparative drive-in receipts of hogs for the first seven months of 1928, 1929 and 1930, (continued on page 4)

TO OUR READERS

This issue and the next one are special issues made up for the Kansas Free Fair at Topeka and the Kansas State Fair at Hutchinson. The front page material will be for the most part the same in both issues.

We are prepared to furnish these papers in bundles to any one sending for them. We are asking you to send it apiece, for postage and that you send in your request this week.

THE KANSAS UNION FARMER PRINTS FACTS

By A. M. Kinney, Secretary

The Kansas Farmers Union is an organization composed entirely of farmers. It is self supporting, never having asked for a dollar of taxpayers' money. The expenses of the organization are met by dues from each member amounting to two dollars and seventy-five cents per year. Eighty cents of these dues are retained by the local; a dollar ninety-five cents comes to the state office; twenty cents is county dues; twenty-five cents goes to the National Union and one dollar and fifty cents is kept by the State Union; in this one dollar and fifty cents is included a subscription to the Kansas Farmers Union.

The Kansas Farmers Union is a branch of the National Farmers Union which is doing business in twenty-eight states. For twenty years we were the only farm organization preaching Cooperative Marketing. We believe that Co-operative Marketing will solve the farmers' problem. We believe that if the farmers had used one half the intelligence in marketing their products that they have in producing them, there would have been no need of a Federal Farm Board.

The Kansas Farmers Union publishes a weekly paper, "The Kansas Union Farmer." This paper has no strings on it, political or otherwise. We tell the truth as we see it. The subscription to this paper is one dollar per year. If you will subscribe for this paper, and read it six months, then write an article that is not worth the price, we will refund the subscription price to you.

"We will speak out, we will be heard, Though all earth's systems crack; We will not bate a single word Or take a letter back."

We speak the truth, and what care we For hissing and for scorn; While some faint gleamings we can see Of freedom's coming morn.

Let liars fear, let cowards shrink, Let traitors turn away; Whatever we have dared to think, That dare we also say?

James Russell Lowell

F. U. Insurance Co.—An Outstanding Achievement

Charles Broom, Manager, Says All Insurance Co. Members Can Be Met

These sister organizations, the Farmers Union Mutual Insurance Companies of Salina, Kansas, each independent of the other, are dependent on the same source for its membership, have been two of the outstanding achievements of the Farmers Union program in Kansas. At the time of the organization of these companies, the founders believed that a fund which insurance companies could not furnish was the success of this idea has proven the wise forethought of the men charged with the responsibility of the Farmers Union and its activities.

The fire insurance company has always been able to save approximately one half of the premium to the policy holder when compared with the rates charged by stock companies in stock. A part of this saving was applied in the rate making, and consequently was an immediate benefit to those who took advantage of the opportunity offered them through their own organization. The balance was paid in form of a dividend at the time the policy expired. There has never been a policy expire that was written for over a year term that has not received a refund of at least 12 1/2 per cent and sometimes as high as 33 1/3 per cent of the premium paid. This refund has amounted to \$160,000.00 up to this time and the total saved by the difference in rates has amounted to 450,000.00 or a total of these two items alone of \$610,000.00. While making these savings, the assets of the organizations have been built up to nearly \$400,000.00, which belongs to the policy holders.

The insurance or risk in force at September first, 1930, aggregates approximately \$72,000,000.00, which places our organization in good second in volume of insurance in force in the state. This has been accomplished in the short space of sixteen years, from just an ideal.

At the time of organization, the patrons were told what we hoped to be able to do in the matter of savings to be made. Now we don't have to say we hope to be able to do certain things, but can show what we have done for them and are making a savings of approximately 50 per cent of stock company cost. The average stock company cost in Kansas on farm business is 3.25 per hundred for a five year period. Our initial cost is 2.00, and at this time, we are refunding 33 cents of this, which makes the net cost \$1.67 per hundred for a five year period or five cents more than HALF the stock rate.

The Hall Company has not shown as large a saving to the patrons of the organization, but has been the means of keeping hall insurance at least within reach of the farmer, although we admit it is far too high for the individual but as low as it is possible to make it under existing conditions. It is the only mutual hall insurance company in Kansas that has paid all losses in full since January 1, 1916.

During this period, the savings by the difference in rates amounts to \$167,500.00 and has paid refunds of \$247,000.00, or a total of \$414,500.00 on rates and refunds. The assets are approximately \$68,000.00. (continued on page 4)

THE KANSAS UNION FARMER

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

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

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SALINA, KANSAS, THURSDAY, SEPTEMBER 4, 1930

SPEAKING OF RETALIATION

Chairman Legge has very frankly declared that neither the equalization fee nor the debenture plan would work because other nations would retaliate. He may be right, though there seems a good deal of evidence that nations with plenty of urban workers with a low income won't protest very hard against cheap food.

But if Chairman Legge is worrying about retaliation, why does he bother to talk about the equalization fee or the debenture plan? Why not a few lectures on the Smoot-Hawley tariff bill?

Neither the fee nor the debenture is yet law; their effects on foreign countries are yet unknown. The tariff bill is law; and we know just how foreign nations are putting up higher barriers to retaliate against it. Ten times as much retaliation, ten times as much damage to foreign trade, is actually being done by the tariff bill as the most bigoted opponent has ever charged would be involved in the passage of one or the other farm bills.

Is the Farm Board going to get its face against any measures that disturb foreign trade, that make it harder for countries abroad to do business with us? Fine; but why waste time on minor matters, when the tariff bill is in plain sight?

If Chairman Legge wants to start a tariff reform movement, he can sign up at once. But until he is willing to attack the tariff, he had better quit attacking the debenture plan and the equalization fee. Take any criticism of either farm plan, multiply it twenty times, and it fits the tariff like a convict's suit.—Wallace Farmer.

COMMITTEE OF FARM ORGANIZATIONS

For two or three years the Committee of Farm organizations, composed of all of the farm organizations of Kansas, have been working together on matters affecting the farmers of Kansas. Last Monday, the twenty fifth, this committee met in Topeka, and passed a resolution insisting that both old parties put a plank in their platform endorsing the income tax amendment to be submitted to the voters of Kansas this fall. We had been told by spokesmen of both parties that there would not be anything said in either platform about this amendment, but they had a change of heart when our committee went before them with this resolution. Both parties endorse this amendment. There are at least two hundred thousand votes represented by the farm organizations of Kansas, a real power which the politicians respect. We are printing below, the income tax plans adopted by both parties.

REPUBLICAN PLATFORM

Here in our own State of Kansas the most pressing problem now, as it has been for many years, is the problem of taxation. Some progress has been made toward its solution. The report of the tax code commission authorized by the last legislature and appointed by Governor Reed, will be before the next legislature for its consideration. There is now pending before the people a proposed amendment to the constitution which, if adopted, would authorize the enactment of an income tax and we approve its submission to the people. If the amendment should be adopted we believe that the law enacted to carry it into effect should provide that a generous portion of the tax should be distributed among the counties by which it is contributed for the relief of the local property taxpayers and that the remainder of it should be segregated in such a way as to make sure that the full amount of the income tax would apply as a substitute for property tax and not be collected as an addition to it. The one point to be steadily borne in mind in any revision of our system of taxation is that it must relieve land and other property of the too heavy burden it now bears, and we definitely promise every effort to that end.

DEMOCRATIC PLATFORM

The legislature has submitted to the voters of Kansas an amendment to the state constitution authorizing the levy of an income tax. We believe in the principle of the income tax, however, we believe the adoption of the amendment is not a partisan issue in this campaign, but if the amendment is adopted, we believe the will of the people on this question should prevail and pledge that the revenue derived from such income tax will be used to reduce the direct tax upon property and shall not be used for additional expenditures.

THE INSURANCE CORNER

By CHARLES A. BROOM, Secretary

During the spring and early summer, we called your attention to our contests several times, but have never announced but one prize. Here is a list of all the prizes which will be paid during the month of January, 1931 for business written by the agents of your company during the twelve months of 1930.

To the agent who secures the most new members of Kansas Farmers Union:

- First prize, 17 jewel gold filled watch.
- Second Prize, new tire and tube for your car.
- Third Prize, leather bill fold.

Agent producing the most business in the 12 months.

- First Prize, Gladstone bag.
- Second Prize, Brief case.
- Third Prize, Stetson hat.
- Next five agents each a leather bill fold.
- Next ten agents each an auto record book.

To the agent producing the most automobile business:

- First prize, Stetson hat.
- Second Prize, Leather Bill Fold.
- Third prize, Auto record book.

To all agents producing over \$1000.00 in premiums in the fire insurance company alone, who have not received some other prize, will be given a special prize. If any contestant would rather have the cash than the prize offered, it can be so arranged.

There is still one third of the year to go and any of you can come under the wire in time to receive a prize, if nothing but one of the special prizes for \$1000.00 or more in premiums. There are several men who are very close together on the membership contest. Don't fail to get out and work hard for these prizes. No agent is barred. The month of August is closed and although rain has come and the drought has broken, yet the farmers are in dire straits in spite of the Farm Board and the grain trade to help them. Remember that your own organization can help you best and none can afford to let their insurance lapse in spite of the hard times. We are willing to go just as far with our people as we can, but remember, your own organization is best equipped to care for your needs.

NEIGHBORHOOD NOTES

PICNIC AT RIVERSIDE PARK

The long talked of picnic was held at the Riverside park at Neosho Falls on Thursday, August 21. A fine basket dinner was served, each basket containing chicken as was beforehand suggested. The afternoon was very much enjoyed by some three hundred in watching a bull game and Fiqua and Neosho Falls. It was a real game with the victory going to Neosho Falls by two scores. The score at the finish of the game was 6 to 8. The entire crowd each personally mentioned the fact that they had spent an enjoyable day and hoped to be able to meet again.

NEOSHO CO. F. U. TO MEET

The regular quarterly meeting of Neosho County Farmers Union will be held in Erie Saturday, September 13th at 10 A. M. A large attendance is desired. We expect some of the state officers to be present.
W. J. Schumisch, Secy.

ANDERSON COUNTY TO MEET AT BELLVIEW

The September meeting of the Anderson County Farmers Union will be held at the Bellview school house on Thursday evening, September 4. As this is the home local of the president, John Anderson, it is hoped that a good crowd will be on hand. E. L. Borden will address the meeting and a good program is being arranged. Ice cream and cake will be served as refreshments. We urge you to attend.
M. L. Post, Secretary.

NOTICE WOODSON COUNTY

The third quarterly meeting of the Woodson County Farmers Union will be held at the Clay Bank school house on Wednesday evening, September 10th at 8 o'clock P. M., at which time a delegate is to be elected to the State Convention. A program is to be given and also the ladies are invited to bring sandwiches and pie. The Union is to furnish the refreshments. A few good speakers will be there. Everybody and Union members are requested to be present.
Wm. Heiman, Co. Pres.

LEN COUNTY

The Allen County Farmers Union had an advertising booth again at the Allen County Fair at Iola. Last year we had our first one and it was quite successful and I believe this year was also one of accomplishment.
In behalf of the members of Allen County, I want to thank everyone who participated in making it a success, especially I want to mention at this time our friend, Ralph Chapman of the United Bi-Products company who gave us 100 per cent cooperation. Mr. Chapman came on Monday and stayed all week. His company not only gave about 1200 lbs. of concentrate and egg mash in samples to the people, but in addition 200 lbs. of Success Egg Mash.

Wheat Marketing a Problem Says Chairman Legge

Real Solution Is Adjustment of Production to Domestic Basis, Together With Orderly Marketing

In approaching the subject of ways and means to improve the position of agriculture as an industry and particularly with reference to its relation to other industries of the Nation we must first consider some of the more fundamental causes of the disparity which has existed for many years past.

It is my belief that this disparity has existed for a longer time than is generally recognized. During the period during which steadily advancing prices of farm land gave the farmer an indirect gain or profit this disparity in the every day earnings of agriculture as compared to other industries was not recognized. It was only fair that the farmer should gain

and 100 lbs. of Success Concentrate as prizes.
I believe our members should buy the Success brand of feed because I know it is as good as the best and I can heartily say that you will be dealing with men who work in harmony with us. Mr. Roe, the general manager of the above company, also made a visit today which we appreciated very much.

Mr. Neath of the Jobbing Association also spent two days with us and helped us out very much by several ladies and men of the various locals and each local of the county had a part in taking care of it during the week.

The next union event in Allen county will be our day picnic on Saturday, September 20th. Our speaker will be C. A. Ward, state president. Further announcements will be made later.
Cordially yours,
C. A. HOUK, Co. Secy.

TEMPLIN LOCAL NO. 1891

The regular meeting of our local was held Friday evening, August 15. After the singing of several Union songs a short business session was held.

The social part of our meeting was in charge of the young people of our local. The following young folks entertained us, Misses Wilma Kietzman, Hulda Heidman, Maebelle Fink, Mildred Thoes, George Thoes and Ralph Fink.

Their first number was a musical number entitled "I'm Following You." Then everyone present enjoyed the short play given by them, "Not Quite Such a Goose."

The committee then served refreshments of sandwiches, fried chicken, cookies and lemonade. The following committee of men will entertain at our next meeting: Mr. Ernest Adams, Hugo Simonton, G. H. Johnson, Wm. Heidman and Art Heidman.
Mrs. G. H. Johnson, Reporter.

MARSHALL COUNTY MEETING

The third quarterly meeting of the Marshall County Farmers Union will be held in Marysville, Tuesday, Sept. 9, commencing at 11 o'clock. Let us have a large delegation. Basket dinner, program, and election of a delegate to our state meeting. Make this the best meeting of the year.
Richard H. Mackey, Secretary.

GREENWOOD CO. F. U. TO MEET

The third quarterly meeting of the Greenwood County Farmers Union will be held on Thursday, September 11th at the Lena Valley M. E. church with an all day meeting. Basket dinner at noon.

Mr. Ralph Snyder, president of the Kansas Farm Bureau, will be the speaker. All locals please take notice and come and enjoy the day.
H. G. Soule, Pres.
Chas. A. Roberts, Sec. & Treas.



ALEXANDER LEGGE

ing the changed conditions the handicraft of agriculture as compared to other industries brought about a storm of protest from the agricultural classes, in some cases accompanied by a great deal of bitterness and feeling that somebody had manipulated them out of their rightful position in the business structure of the country.

Careful consideration of the subject leads to the conclusion that this cannot justly be charged to any effort on the part of any one group to take the disparity was based on the fact that agriculture, almost totally unorganized, was not so well prepared to adjust itself to the new conditions as the more highly organized industries. To put this another way, industry is planned on a basis of producing that kind and quality of product in such quantity as the market would absorb at a basis that would leave a reasonable share of return to the producer, including increased taxes and wages as basic operating costs and priced their production on this level. The farmer, on the other hand, might be classified as operating over six million individual factories, each producing without regard to consuming demand, without reference to what any other one of the six million units was doing. Obviously on this basis what it cost him to produce his product had little influence on the price he received for it. In other words, the more highly organized industries could and did adjust themselves to the higher range of cost on everything and the farmer was unable to do so.

If this reasoning be sound the answer to what the farmer can and must do to put himself on a parity with other industries is contained in the one word "organization." Acting together collectively there seems to be no fundamental reason why he might not regulate his operations just as effectively as the most highly organized corporation in existence and because of the fact that most of what he produces is foodstuffs on which the quality and quantity in line with prospective consumer demand—would result in reduced income for farmers. The contrary would be the case, in our opinion. The record for the past few years which I have just presented to you gives ample evidence that the largest financial return does not come from the biggest crop, but rather from the one that is in line or not greatly in excess of the normal market demand.

We have recommended acreage reduction in only two crops, wheat and cotton. We did sound a warning last spring against expanding the tobacco acreage at a time when reports to the Department of Agriculture of intentions to plant showed a probable increase of 15 per cent in the acreage. Tobacco growers paid little heed to our suggestion with the result that they have a very big bright leaf crop in the Southeastern states and are consequently suffering in price now as they are taking it to market.

We are advising growers to guard against expansion of production in certain crops and urging that they pay closer attention to probable consumer requirements and adjust production accordingly. It is our purpose to lay before them every bit of available information regarding prospective supply and demand that may be of value at planting time. In addition we will do what we can to assist in developing and expanding the markets for agricultural products both at home and abroad.

Now let us turn for a few moments to wheat, the commodity which has attracted more public attention the past few weeks than any of the others. The Department of Agriculture and Farm Board for months have been trying to get the best possible information of the world wheat outlook. With the most accurate available data before us we have reached the conclusion that American wheat acreage should be adjusted downward gradually until production is on a domestic consumption basis. Compared with the average of recent years indications for the immediate future point to no material improvement in the world wheat market. This means that there is slight prospect of the American farmer getting a profitable return on wheat in the export field. So long as he produces a surplus far in excess of the quantity that the domestic market

The smallest production of beef cattle the past six years also brought the most money to the grower. That was last year when the slaughter under Federal inspection was 7,949 million pounds, with a value to the producer of 968 million dollars, whereas the biggest production of the six-year period, that of 1926, was 9,814 million pounds or 1,865 million pounds more than that of 1929 and brought only 943 million dollars. Thus for a crop nearly 25 per cent greater the producer received 25 million dollars less.

Cotton furnishes another striking example of a small crop yielding more money to the grower than the large one. The 1923 cotton crop was the smallest in recent years, being 10,140,000 bales, and had a farm value of 1,572 million dollars which was the largest of any crop in the past ten years. The biggest crop in that period was in 1928 and amounted to 17,977,000 bales or 7,837,000 more than the crop of 1923. This bumper crop was worth on the farm only 983 million dollars, or 589 million dollars less than the cotton farmers got in 1923 for 7,838,000 fewer bales of cotton.

The crop that perhaps is most sensitive to overproduction is potatoes. This crop is largely consumed where it is grown and the demand for potatoes remains about the same from year to year. The smallest crop in the past six years brought potato growers by far the most money. In 1925 they produced approximately 321 million bushels with a farm value of around 530 million dollars. The bumper crop of that six-year period, which was in 1928, totaled 463 million bushels with a farm value of only 288 million dollars. In other words, in 1928 farmers raised 142 million bushels more potatoes and their crop was worth 242 million dollars less than in 1925. In 1929 the farm value of a 357 million bushel crop was 469 million dollars. The record over a period of years shows that potato growers get more for a crop under 400 million bushels than they do for a crop that exceeds 400 million bushels.

In suggesting to farmers that they adjust production to potential market requirements we are not proposing anything radical or socialistic. Instead we are trying to get them to apply to the industry of agriculture a sound business principle that those in virtually all other industries long since came to realize was a first essential to success. And in doing this we are not going outside the authority of the Agricultural Marketing Act, but are simply carrying out the specific provisions of that law which direct the Board:

To keep advised from any available sources and make reports as to crop prices, experiences, prospects, supply, and demand, at home and abroad.

To investigate conditions of overproduction of agricultural commodities and advise as to the prevention of such overproduction. There is an effort on the part of certain people to make it appear that a program of balanced production such as we are recommending—that is, quality and quantity in line with prospective consumer demand—would result in reduced income for farmers. The contrary would be the case, in our opinion. The record for the past few years which I have just presented to you gives ample evidence that the largest financial return does not come from the biggest crop, but rather from the one that is in line or not greatly in excess of the normal market demand.

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will consume he must be content to let the world price for his entire crop for we can see no effective way to prevent the surplus sold abroad determining the price received for the larger part of the crop that is disposed of at home. In our opinion the only sure way for the wheat grower to get the tariff protection Congress has voted him is to adjust his production downward to an amount that the domestic market will absorb.

One of the most difficult surpluses we find in this situation is the surplus of leaders and managers of groups that have in the past attempted to solve the problem along different lines. While each particular program may have merit, it is necessary to centralize cooperative activities to get effective results and these differences should be ironed out so that all groups would be working to the same general end. It is natural for anyone who has made any progress on his plan to feel that it is the only basis of attacking the problem, yet here is a case where a genuine spirit of cooperation is badly needed. It should be evident to all that to be fully effective and to get the best results these several programs should be brought together so that they would be working to a common purpose and to a common end. Of the many proposals put forward to get rid of the wheat surplus and thereby improve prices, I wish to discuss before you here today four that have been advocated with the most persistence:

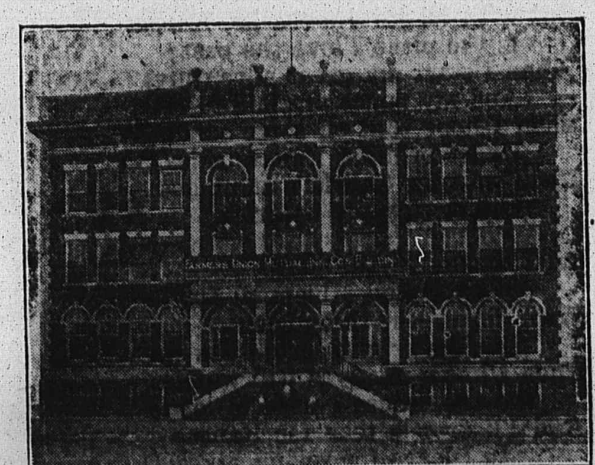
1. Adoption of the equalization fee, debenture or some other scheme for subsidizing the exportation of the surplus at the expense of the grower, the Treasury of the country.
2. Shipment of surplus wheat to needy people in China and India.
3. Purchase by The Grain Stabilization Corporation of 100,000,000 bushels more wheat.
4. Enlargement of domestic wheat consumption.

A policy of subsidizing exports cannot hope to succeed because there is abundant evidence that such dumping could be met by countervailing duties, embargoes or other defensive measures on the part of importing countries. These countries have their farm problems the same as we do and are determined to protect their growers against the dumping of surplus agricultural products on their markets. With that attitude we have no quarrel for Congress has enacted legislation to penalize subsidized agricultural products being imported into this country by automatically increasing the tariff the amount of such subsidy. A number of the wheat importing countries, to meet price declines of the past year, have raised their duties to very high levels. In addition to the hostility toward dumping there is this in the present situation: Any stimulated pressure of our wheat surplus on the world market through the equalization fee or debenture schemes would greatly depress that market, probably by an amount equal to the subsidy, and thereby defeat the very purpose of such action. Some of those who, notwithstanding the overwhelming evidence they will not work, continue to support plans for the exportation of surplus crops such as wheat to make the tariff effective on what is sold in the domestic market, are pointing to the California grape industry program as an instance where the Farm Board has approved the equalization fee scheme. Now nothing could be farther from the facts. There is nothing of subsidizing exports in the California plan. What something over 825 percent of the growers there have done is to volunteer to contribute to a fund that will be used to purchase surplus grapes or raisins, convert them into by-products for which there is a market and thereby protect the market for fresh grapes and raisins. It is an industry program being carried out by the growers themselves.

TYREL B. FORD



Tyrel B. Ford of Wellsville who has recently disposed of his farming interests, is starting this week to take up his duties as Fieldman for the Farmers Union Mutual Life Insurance Company. With the aid of a man from the Home Office he is holding a school today at Ottawa for the benefit of the local representatives in his territory of east central part of the state.



The Farmers Union Mutual Insurance Companies Building. Home of the organizations in Salina



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. In order to receive a book, he must signify his intentions to study the lessons and send them in. We cannot send out books to those who do not intend to send their lessons. The address to which all Juniors should send their letters is: Aunt Patience in care of the KANSAS UNION FARMER, Salina, Kans.

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MEMBERSHIP ROLL OF JUNIOR CO-OPERATORS

ALMA—Mabel Fink, Kenneth Fink, Adeline Miller, Willie Herron, Helen Herron.

ALTA VISTA—Arlene M. Faltor, Erma C. Hoch, Vera Maxine Boettcher, Edith McElfitt.

ALTON—Gloria Bates.

ALMOT—Maxine Snodgrass, Maxine Snodgrass.

ARKANSAS CITY—Carl Brown, Anna Marie Bossi.

AMES—Pauline Lagasse.

ARKANSAS CITY—Joyce Helen Hamm, Wilma Lee Hamm.

ALMENA—Margaret Dole, Josephine Pantel.

AGORA—Virginia Rose.

ADA—Marjorie Baldwin.

BELOIT—Emma Jane Coffield.

BALDWIN—Helen Holcom, Helen E. Sutton, Vera Sutton, Mary Isabelle Churchbaugh, Murvin Puckett, Gerald Puckett, Lloyd Puckett, Virginia Williams, Lorraine Williams, Sarah Marie Oshel.

BARNES—Mildred Trulluck.

BAXTER SPRINGS—Bettie Irene Low.

BURNS—Nadine Guggisberg, Edna May Van Tui, Rosea Nelson, Ruth Brensklofer, Theodore Geller, Theodore Geller.

BREMEN—Melba Pecanka, Mildred Sedacek.

BURN—Mary Heinger, Leola LaVaughn Lange.

BELLE PLAINE—Margaret Zimmerman, Louise Zimmerman.

BRANTFORD—Marion Coester, Leland Coester.

BISON—Joseph Stremel, Dominie A. Stremel, Alex Engel, Paul Engle, Catherine M. Stremel, Alphonse A. Stremel, Joseph A. Stremel, Julius Breit.

SELVIE—Merna Breymer.

BREWER—Marjorie Fletcher, Edna Fletcher, Viola Elcher, A. H. Middleton Jr.

BLUE MOUNTAIN—Lewis Teater, Dale Thyer, Ruth Terry.

BLUE RAPIDS—Ruth Terry.

BEATIE—Donald Miller.

BURNS—Hulda Goeller.

BAZAR—Anna Lee White.

COLONY—Julia Powell, Jeanne Williams, Vyron Barrett, Howard Hester, Wanda Hester, Madge Hester.

CONWAY—Wayne Seibert, Lela Seibert, Ruth Stultman.

COLLIER—Lorine Bollig, Angella Bollig, Walter Bollig, Alberta Bollig, Jos. Wendler, Helen Applebush, Tullie Knoll, Claire Knoll, Andrew Knoll, Mary Knoll, Albina Richmiller.

CLEBURNE—Ralph Sand, Geo. Smercher.

CANTON—Celia Braker.

CEDAR VALLEY—Lela Scott.

COTTONWOOD FALLS—August Link.

COLUMBUS—Billy Jones, Lawrence Shearer.

CODELL—Emmeline Miller, Leola Miller, Alfred Rohleder, Lorraine Rohleder, Amelia Miller.

CLIFTON—Henry J. Meenen, Marguerite Cleavenger.

CENTRALIA—Frances E. Ray, Thelma M. Ray, Rita Gaughan.

CAWKER CITY—Ethelreda Smith, Genevieve Smith, Louise Brinker, Dorothy E. Samuelson, Catherine Hoke.

CEDAR POINT—Esther Byrnan, Ethel Bamfield.

DELA—Lorita Smacks.

DEBEN—Irene Fortia.

DELAWARE—Carol Cornell.

ELLSWORTH—Bernadine Svoboda, Laverne Svoboda, Evelyn Svoboda.

ELITE—Irene Wentworth.

ELMO—Dorothy M. Gantenhein.

ENTERPRISE—Mabel Forslund, Albert Forslund, Bertha Forslund.

ELLIS—Ralph Rupp, Ida Mae Rupp, Helen Weber, Theresa Weber, Isabelle Herman, Seraphine Herman.

ELMO—Dorothy M. Gantenhein.

MUNJON—Constance Pfannenstall, Berta Ebert.

MINNEAPOLIS—Leola Rotrock, Evelyn Faye Kirkland.

McCUNE—Neva Hale.

MAKESVILLE—Amanda Lee Richards, Ruth Johnson.

MOONMOUTH—Doris McColl, Ruth Charlene Mc Corm.

NORTON—Ivan J. Jett, Zenith Fowler, Elizabeth Standish, Roy John Torkelson.

NEWKIRK, OKLA.—Virginia Hamm.

NEOSHO FALLS—Ada Ruth Faldley.

OTAWA—Mildred Nelson, Dixie Lee Zerbe, Thelma Zerbe, Margaret DeWald, Nora Evelyn DeWald, Charles Reed.

OSAWATOMIE—Richard Schiefelbusch, Fred Schiefelbusch, Nadine Prescott, Fenne E. Barrett.

OGALLALA—Mildred Rogers, Naomi Jean Rogers, Helen Hillman, Erma Rogers, Richard Weigel, Frank Weigel.

OAKLEY—Esther Sims, Clifford Sims, Irene Engstrand.

OVERBROOK—Dora Brechman, Edith Hoffmann, Velma Vance.

OLNEY—Harry V. Samuelson.

OSWEGO—Mary Evelyn Ernst, Helen Morris, Mabel Schmidt, Edward Schmidt, Mable Schmidt, Mable Brodus.

OSAGE CITY—Marion Nichols, Mildred Nichols, Wilda Nichols, Velma R. Nichols.

OSBORNE—Wallace Grove.

PARSONS—Elsie M. Long, James Nichols, Mina Daniel.

PLEASANTON—Isabel Johnson, Sue Shaffer.

PENNA—Julia Richmiller, Mathilda Reidel, Adolph Reidel, Tony Riedel, Robert Nickelson, Russell Nickelson, Andrew Billinger, Mildred Clubb, Fern Wood, Wayne Kobler, Lela Grabner, Dale Grabner, Ada McCoy, Alvin Lang.

PERKY—Edna Beuerman.

PARK—Margaret Philleg, Mary Kaiser.

PORTER—June Knoll.

PEPPER—Adeline Roth.

POMONA—Mildred Ward.

PITTSBURG—Lee Bevins.

PIQUA—Alvin Dux.

QUINCY—Melvin Innes, Cecil Phelps, Mildred Francis, Lois Francis, Peter Bruckner, Wavetta Bickensstaff, Earl E. Wilkinson.

RUSE CENTER—Helen Barts.

RAWSON—Phyllis Turman, Vernon Stutzman.

ROOSEVILLE—Georgiana Olenik.

ROBINSON—Anna Lee Bryant, Ella Mae Bryant, William Bryant, Harvey Bryant, Elizabeth Lukert.

RANDALL—Doris Zimmer.

RANDOLPH—Elsie Lilley.

ST. PETER—Mollie Reidel, Margaret Knoll, Albert Herman, Helen Herman, Genevieve Herman, Tony Herman, Alfred Herman, Chas. Billinger, Edmund Billinger, Elvina Billinger, Kathleen Rudolph, Josephine Knoll.

SCOTT CITY—Junior Reidel, Wilbur Rose, Wayne L. Rudolph, Dorothy Lute, Velma Lute.

ST. PAUL—Geneva Mae Dixon, Margaret McGowan.

SALINA—Paul Huff, Ralph Wedd, Erma S. Hoch.

STUDLEY—Sylvester Richmiller.

ST. JOHN—Ellen Pearl Brenn, Doris Pearl Brenn.

SCRANTON—Mary Frances Nicolay, James McCoy, James Nicolay, Raymond Nicolay.

STOCKTON—Lawrence Griebel.

STAFFORD—Lois Leatherman.

TIMPKIN—Dorothy Kratimer, Nadine E. Neidhardt.

TAMPA—Bernice Schick, Evelyn Schick, Eugene Schick.

TASCO—Willard Morgan.

TESQUIT—Virginia Gabelman.

UTICA—Verda Funk.

ULYSSES—Rudolph M. Collins.

VASSAR—Elizabeth Brown.

VICTORIA—Mildred Tholen, Alice Tholen, Hubert Rajewski, Arnelia Schmidtberger, Georgine Schmidtberger, Irene Miller, Rita Miller, Cynthia Miller, Leona Miller.

WAKEFERRY—Hilda Helen Fabrisius, Helwie Fabrisius, Tabes Fabrisius, Anna Marie Fabrisius.

WESTPHALIA—Helen Centivire, Pete Centivire, Edith Centivire, Ned Corley.

WALNUT—Virginia Brands.

WAMEGO—Clarence Hann, Esther Mathias, Little Mathias, Geneva Grass.

WHITE CITY—Lorena Tatlow.

WINDOM—Autumn Andes.

WELLS—Theresa White, Elizabeth White.

WATERVILLE—Glenn Traveltte, Aron Traveltte, Melvin Barker.

WELLSVILLE—Mina Minerva Lingis, Mina Minerva Lingis.

WILLIAMSBURG—Rose Catherine Collins, Michael Collins, Louis Collins, Elsie Davis.

WALKER—Florina Sander, Lucille Tholen.

WICHITA—Evelyn Mae Newell.

WOODSTOCK—Opal M. Hammond.

WILSON—Meta Weinhold, Leo C. Weinhold, Eugene Weinhold, Morris Weinhold, Opal Weinhold, Norris Weinhold.

WINONA—Keela Irene Jones.

Dear Junior Cooperators:

Guess how many new members we have this month! You can't? Well, I'll tell you. We have fifty-eight new ones! Don't you think that's pretty good? I do, and next month I hope we can have even more.

Be sure to look for a new "stars" on our Membership Roll. Don't they look nice? I wish we all had one—and we all will have, some day. I didn't have enough space to print all the new members' letters, but I've added the names to the Membership Roll and we'll have the letters as soon as we can.

Once again, I'm going to remind you to always, always place on each sheet of your lesson, your name and address. This makes it much easier to grade them. I have a very good lesson from Norton this week, with no name or address on it. Will the owner please write, so proper credit can be given?

Be sure to write me often, all of you. If you have any questions or problems you think I might help you solve, don't hesitate to ask me. I am always happy when I have a nice, fat bundle of letters in the morning—and I always feel so badly when I don't get so many!

Aunt Patience.

McCune, Kans.

August 15, 1930.

Dear Aunt Patience: How are you? I am fine. I never did receive my book and pin yet. I would like to get it. Yours truly, Neva Hale.

P. S. I was not at home when you sent out the lesson.

Dear Neva: I'm fine, too, thank you. I'm sorry about the book and pin—we're temporarily out of the pins but we'll have them soon and I'll send you yours, then.

Aunt Patience.

Randolph, Kans.

August 14, 1930.

Dear Aunt Patience: I would like to join your Club. My father is a member of the Farmers Union. I am 14 years old and graduated from school this year. My birthday is September 15th. Have I a twin? Please send me a pin. With love,

Elsie Lilley.

Dear Elsie: I'm so glad you want to become a member of our Club and I'll send the book and pin as soon as I can. Watch for a paper for your pin and write again.

Aunt Patience.

Tescott, Kans.

August 21, 1930.

Dear Aunt Patience: How are you? I am fine. I am 12 years old and will be in the eighth grade next year. My birthday is January 15th. For pets I have a horse, a dog, a pig and two cats. The horse's name is "Pat," the dog's name is "Billy," the pig's name is "Pinky" and my cat's names are "Skeezix" and "Abby." Please send me a pin. If you will send me a book I will send in my lessons. Well, I will close for this time. Your friend, Miss Virginia Gabelman.

P. S. Do I have a twin?

Dear Virginia: We're glad to have you as a member of our Club and we hope you'll like us. I think your pet's names are awfully nice. Your book and pin will be sent very soon.

Aunt Patience.

Tampa, Kans.

August 20, 1930.

Dear Aunt Patience: I have completed the July lesson and am sending it in. Aren't you glad the weather is cooling off a little now?

I sure am glad. I don't think I will have to do very many more lessons. Do I? I am fifteen and will be sixteen May 17th, or do I have to keep on sending in lessons? Well, I guess I will close for this time. Your loving niece, Evelyn Schick.

Dear Evelyn: Yes, this week's is certainly a relief. Oh, you'll have to send in lessons until May 17th—then you can become an honorary member if you wish. We don't want you to stop writing to us, just because you've become sixteen.

Aunt Patience.

Tampa, Kans.

August 18, 1930.

Dear Aunt Patience: I am going to tell you that my birthday is on September 12 instead of September 10. Amanda didn't write to me so I wrote to her. Maybe she thought we weren't twins because it was September 13th in the paper. Well, the weather is cooling off now, then we'll feel like ourselves again. I am sending my lesson along. With love, Bernice Schick.

Dear Bernice: I'm sorry about the mistake in your birthday date and I hope Amanda has answered by now. Your lesson looks very nice—I'll send it on to the Junior Instructor. Write me again soon.

Aunt Patience.

Burns, Kans.

August 14, 1930.

Dear Aunt Patience: I am sending in my June and July lessons. I would have sent them in sooner but I was away visiting. I sure was glad to receive my book and pin. I didn't get all the questions in the July lesson for I lost some of the papers. Yours truly,

Dear Ruth: I was glad to get your lessons—I began to think that you had forgotten to send them! We had our August lesson last week, you know. Did you have a nice time while you were away? Write me again soon.

Aunt Patience.

Norton, Kans.

August 18, 1930.

Dear Aunt Patience: I am ready to ask you a lot of questions about these lessons. Do you have to write with pen and ink? And do you have to

send in the lessons every month or wait two or three months? And do you have to send the cover with the lessons? Well, school will soon start and I dread it very much for I do not like school. My birthday is November 18th. Have I a twin? If I have, please write to me. I am ten years old. I received my pin and book and sure liked them. I will get my lessons. For pets I have a Shetland pony, two dogs, and did have two chickens but I sold them. Well, I must close. Elizabeth Standish.

Dear Elizabeth: I think it's much better to write with pen and ink—it makes it easier to read and grade them. And, I think, it's better to send them in every month. No, don't send the cover with the lessons—just the completed lesson. You may think you don't like school now but when you're older and out of school, you'll wish you could go back again. You must write the papers for your twin.

Aunt Patience.

Scott, City, Kans.

August 13, 1930.

Dear Aunt Patience: How are you standing these hot days? It sure is hot here. For pets I have three dogs and two cats. I did have a little tiny kitten but the dog killed it. I have not found my twin yet but hope to soon. Sure thought they were nice and am going to wear it on my dress. I am sending my lessons in, are they all there?

We went to Cawker City Saturday and came back the morning. We sure had a good time. We went swimming yesterday in the river. Well, I had better close. With love,

Velma Lute.

P. S. We didn't answer the questions from the paper for all the Juniors because we couldn't find any of the old papers and we haven't any radio. Will try and save the papers from now on.

Dear Velma: I'm so glad you liked the pin and book and I hope you will wear the pin everywhere. I think it's fun to go swimming—do you go often? I'm sorry about the little kitten. Write again.

Aunt Patience.

Scott City, Kans.

August 6, 1930.

Dear Aunt Patience: I received the book and pin, sure thought they were nice. You made a mistake in printing my birthday date. It is March 19th and I will be 15 years old. I have found my twin—it is Aloysius Billinger, Morland, Kansas. I hope he will write me and I will try to write to him. I must close for this time. Your niece, Dorothy Lute.

P. S. I am sending my July lesson and hope it is all right.

Dear Dorothy: I'm sorry about the mistake in printing your birthday date and I hope you and your twin will write each other often. Your lesson looks very nice and I'm sending it on to our Junior Instructor.

Aunt Patience.

Garrison, Kans.

August 13, 1930.

Dear Aunt Patience: I am at the same time in my June and July lessons. These would have been in sooner but as I did not have my book and pin, I did not send them in. I wish to thank you for my book and pin. I am, Eleanor C. Hanson.

P. S. I have found my twin. It is Geneva Mae Dixon of St. Paul, Kansas, whose birthday is on June 15th.

Dear Eleanor: Congratulations on finding your "twin"—be sure to keep in touch with each other now. Be sure to send me a pin and book. We had last week and write us again soon.

Aunt Patience.

McPherson, Kans.

Aug. 14, 1930.

Dear Aunt Patience: We received our books and pins and sure did like them. We are sending in our July lesson. Well, at last we got our rain we've been wanting. Well, I guess I'll ring off. Your nieces,

Opal and Pearl Hanson.

P. S. We think you very much for the books and pins.

Dear Opal and Pearl: I just noticed yours and Florence Hanson's names, of Garrison, being the same. Are you relatives? I'm so glad you liked the pins and books—please write again soon.

Aunt Patience.

Alma, Kans.

August 14, 1930.

Dear Aunt Patience: I would like to join your Club. My father is a member of the Farmers Union. I am twelve years old and my birthday is April 10th. Have I a twin? I will be in the seventh grade this year. I would like to have a pin and book. Your niece, Helen Herren.

Dear Helen: We are so glad to have you as a new member of our Club. I think you'll find your twin soon. Your pin and book will be sent as soon as possible. Write us again soon.

Aunt Patience.

Alma, Kans.

August 14, 1930.

Dear Aunt Patience: I would like to join your Club. My father is a member of the Farmer's Union. I am six years old, my birthday is September 7th. Have I a twin? I have one sister. I would like to have a pin and book. I will send in my lessons.

Your friend, Willis Herren.

Dear Willis: Welcome to our Club—you write awfully well for one of our very youngest members. We'll send your pin and book just as soon as we can and you must write us again soon.

Aunt Patience.

ONLY ONE MOTHER

By George Cooper

Hundreds of stars in the pretty sky. Hundreds of shells on the shore together. Hundreds of birds that go singing by. Hundreds of bees in the sunny weather.

Hundreds of dew drops to greet the dawn. Hundreds of lambs in the purple cover.

Hundreds of butterflies on the lawn. But only one mother the wide world over.



OF INTEREST TO WOMEN

CULLING HENS HELPS TO OFFSET INFLUENCE OF LOW EGG PRODUCTION

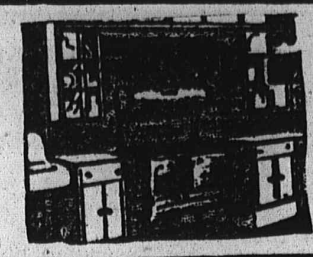
In a period of low prices for eggs the poultryman has particular need to cull low-producing hens because in such a period fewer hens will pay their way and also earn a profit than in more prosperous times. Cull hens are frequent visitors at the feed hopper, and the poultryman who markets these loafers as they begin to molt, or who culls his flock early and systematically, stands a better chance of making a profit from his flock, say poultry specialists of the U. S. Department of Agriculture.

The time of molt is an indication of the ability to lay eggs. Hens that molt before September are usually low producers. Those that do not molt until late in September or October are usually high producers. Hens that molt as late as October or November produce nearly 100 per cent more winter eggs and 50 per cent more eggs for the entire year, than hens that molt in July. The poultryman who observes the molt as a guide to culling may turn a liability into an asset by marketing or eating the early molters as they show signs of going off production. These surplus hens may be marketed over a longer period and will usually bring more money than if the cull hens are sold late in the fall.

Flocks that make the best profits for their owners consist of hens from good breeding stock that has been selected for late molting. Elimination of early molters, therefore, is a method of retaining the best hens for next year's breeding flock. Care and management also affect the time of molting. Anything that stops egg production, such as moving the flock from one house to another, or improper constant supply of mash, scratch and green feed, and clean quarters, fresh water and shade help to keep the flock in good condition.

Another method of culling the poor layers is to note the physical condition of the birds. A good layer is vigorous in midsummer and has a bright comb which appears to be full of blood and is waxy and soft of texture. The wattles and comb of a poor layer at this time of year are shrunk and comparatively hard, and have a pale or dull color. The color of the legs and beak of a good layer is bleached or faded, whereas both the legs and beak of a hen that has stopped laying begin to show a rich yellow color. In a good layer the pubic bones, which are on each side of the vent, are flexible in any season, but in a poor producer they are thick and rigid.

The use of one or both of these methods of culling the flock helps to reduce the feed cost and makes little, if any, difference in the egg production.



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STUFFED TOMATOES

6 medium sized tomatoes
2 tablespoons butter
1/2 cup finely chopped onion
1/2 cup finely chopped cooked veal
or chicken
1/2 cup stale bread crumbs
Salt
Pepper

Wipe and remove thin slices from the end of the tomatoes. Take out seeds and pulp, sprinkle the inside of the tomato with salt, invert, let stand one-half hour. Cook the onions in the butter for five minutes. Mix the tomato pulp, and salt and pepper to taste. Cook five minutes longer, then add one egg slightly beaten, cook one minute and fill tomatoes with the mixture. Place in buttered pan, sprinkle with buttered cracker crumbs and bake twenty minutes in a hot oven.

REQUESTED RECIPES

Old-Fashioned English Toffee
1/2 cup brown sugar,
1/2 cup white sugar,
1/2 cup corn syrup,
1/2 cup cream,
1 tablespoon butter,
1/2 teaspoon vanilla.

Put sugar, corn syrup and cream in a saucepan and stir until the boiling point is reached. Wash down the sides of the saucepan with pastry brush dipped in cold water and cook to 240 degrees Fahrenheit. (or to 250 degrees) Add butter and cook to 260 degrees (or to form a hard ball in water). Remove from fire and add salt, vanilla and nuts. Pour on a greased marble slab or a pan 9 by 4 inches square. If desired, the toffee may be dipped before cutting into melted chocolate and then into finely chopped nuts before the chocolate sets. Then cut into pieces and serve.

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UNION OIL (COOPERATIVE) HAS RECORD OF SERVICE

(continued from page 1)
by farmers. The aggregate capital of the local member companies is more than \$1,203,930.00. Their 1929 profits exceeded \$451,300.00 and they had a reserve of \$533,663.00. Each new member not only becomes a part of this successful and serviceable consumer's cooperative, but adds to it. Each member is a successful company or is organized on such a basis as will insure success, and above all, every member is purely cooperative. Local Companies Participate in Wholesale Profits

The Union Oil Company, being cooperative, paid a refund at the end of last year, of 15 per cent of the gross profits. It has just paid a refund of 20 per cent on the business of its Retail Department for the first six months of this year.

Besides the privilege of participating in the wholesale profits, which turn increase the profits of the local company, making greater savings for their members, there are many other benefits derived from membership in the National Chain.

These members are advertising and marketing their own brand—Union Certified. It is the brand of the cooperatives, owned and controlled by them. The distinctive and attractive orange and blue colors, used by the members, quickly identify them as a part of an organization which covers a large territory, and takes them out of the class that is "just local." Members are permitted to use the slogan of the company, "Our Profits Are Your Dividends." Used on cooperative stations, truck tanks, and in advertising it conveys to the consumer how he can benefit in a financial way by pooling his volume with this successful cooperative. The Union Oil Company operates its own fleet of tank cars. As these cars carry Union Certified gasoline and kerosene over the wide area in which the company operates, every local distributor of Union Certified is receiving the benefit of the advertising.

Helps to Organize Local Companies
Where local leaders desire it, the Union Oil Company assists in organizing cooperative oil companies. Requests for full information in this connection, will be taken care of gladly and promptly.

One Kansas company, which the Union Oil Company helped local leaders to organize about a year and a half ago, and which has distributed Union Certified ever since it started operating, saved for its members during the first 12 months \$18,306.00. This simply means that more than thirty 306.00 were kept in that community which would not have been kept there had the cooperative oil company not been operating.

The Union Oil Company handles a full line of bulk and service stations, which is also handled on a cooperative basis. Local member companies can begin participating in wholesale profits from the day they purchase their first equipment.

Visitors are always welcome at the plant and offices of the Union Oil Company although it is always a busy place. In fact, the company is anxious for every cooperative consumer, or prospective cooperative consumer, to learn just how Union Certified merits its reputation for quality. One Union Certified distributor recently put it this way: "Union Certified is not sold, after a trial consumers just naturally buy it."

Other members of the board, besides Mr. Witham, are: Howard A. Keams, Cowden, president; T. H. DeWitt, R. A. Hedding, and A. W. Gale. The growth made thus far is only an indication of the field of service possible for this enterprising, "built from the bottom" cooperative.

FOURTEEN MILLION POUNDS OF BUTTER IN FOUR YEARS

(continued from page 1)
ion Cooperative Creamery" adopted. A building was leased, equipment installed and operations began on September 21, 1925. This plan proved very successful and the business was carried on in this manner until early in 1928 at which time the financial obligation to the Jobbing Association was retired and the Creamery incorporated under its own charter.

With the financial problem out of the way, the next step was to set up a sales agency in the east. This was done during the early part of 1928 and the marketing of butter and eggs direct from producer to consumer through cooperative channels.

By 1927 the volume had grown to such an extent that it was necessary to enlarge the plant. This was accomplished by the installation of additional equipment.

It is difficult to realize just how much business has been carried on but a glance at the figures shown here will show that the volume of business is immense. Since its establishment the Farmers Union Creamery has churned approximately 14,000,000 pounds of butter. The plant has handled and packed over 9,000,000 dozens of eggs. The net earnings have been upward of a quarter of a million dollars. A portion of these net earnings has been returned to producing members in cash on cream on the basis of deliveries. The balance has been placed to their credit in a five-year revolving fund on the basis of each individual's deliveries. This revolving fund is used for operating capital and for expansion of the business.

That its service has been satisfactory is evidenced by the new creamery and produce plant which is being established at Wakeeney, Kansas and which will be started into operation very shortly. This new plant will handle cream, eggs, poultry and feeds. It will serve a territory included in a radius of from fifty to sixty miles from Wakeeney, through local stations thirty of which are already established. Service between the stations and the plant will be carried out by truck routes going out from the plant every day or every other day, taking feed and supplies out to the stations and picking up cream, eggs and poultry.

This is only the first step in the expansion program—other plants are to be established in various sections of the State as the volume demands.

The purpose of the organization is to serve its producer members in the most satisfactory and economical manner and it has been proved this can best be done by the establishment of smaller plants nearer the source of supply. Just as its growth in the past can be attributed to the membership, so will its growth in the future depend upon the cooperation of producers.

F. U. INSURANCE CO. AN OUTSTANDING ACHIEVEMENT

(continued from page 1)
The losses paid in both organizations have been over one and one half million dollars. Of this, \$870,000.00 was paid to patrons of the hall company and \$680,000.00 in the fire company. The losses have been settled in full and at the earliest possible moment that is consistent with good business. Losses cannot always be settled the next day after the loss although we have been able to do this in many cases, but there are numerous losses that take days and weeks to settle, owing to the conditions surrounding the claim over which we have no control.

During the past year, we have made arrangements with the Lumberman's Mutual Casualty Company of Chicago, the largest mutual automobile writing company in the world, for the handling of automobile lines of all kinds and with the National Retailers' Mutual Insurance Company, a company of the Lumberman's group, for certain lines of mercantile insurance, so we are prepared to take care of nearly all your needs in insurance of any kind.

OKLAHOMA F. U. POOL OBTAINS WELL WHICH PROMISES STEADY PRODUCTION

(continued from page 1)
it would be obtaining production within two years. The Lea county New Mexico well fulfills his predictions and leaves several months margin.

Both Oklahoma pools have large holdings in western Oklahoma. Oil men declare that the development of the industry will swing westward in that state. As the development goes westward it will inevitably benefit all members of the pools because of the location of pool tracts. Nearly every major oil company has from one to 15 groups of geologists working the west end of the "four state" area.

Much of the work has been caused by the showing of a Sinclair wildcat well in Harper county. The well which first came in as a large gasser later produced a good flow of high gravity oil and Sinclair officials said it indicated a new oil field in that section. Both pools have holdings in the same lease block as that on which the wildcat is located.

The Kansas Farmers' Union Royalty Company is associated with the Panhandle and Oklahoma Farmers' Union pools through the Flag Oil corporation. The Flag Corporation organizes and pays all expenses of assembling all three pools—as it does of the Texas-Osage pool and the New Mexico-Osage pool.

COOPERATIVE LIVESTOCK MARKETING IMPORTANT

(continued from page 1)
months of the three years we find that in 1928 the number was 12,048 head. In 1929, 21,019 hogs were received by truck in the seven months. The total reached 30,447 for the first seven months of this year.

Drive-in sheep receipts for this firm also show decided increase each year. In 1928 the number of sheep and lambs received by truck amounted to 6,120 for the seven-month period. In the corresponding period in 1929, the amount received by truck was 7,104. Truck-in sheep and lambs for the first seven months of this year totaled 9,740.

Shipping Associations Big Factor
Shipping associations, which take care of the cooperative end of live stock marketing at home, are important factors in the structure of cooperative marketing in general. The Farmers Union firm at Kansas City receives by far the major portion of the shipping association business coming to that market. This is but natural, for farmers believe in taking advantage of the cooperative feature of the shipping associations naturally want their live-stock handled cooperatively throughout the whole process of marketing.

The handling of live stock through shipping associations is the most efficient and economically sound plan yet evolved. The small producer thus has all the advantages enjoyed by the large producer, in point of reduced expense of marketing because of the volume handled. Each head of live stock is accounted for and the marketing expense in every particular reduced to the minimum.

WHEAT MARKETING A PROBLEM, SAYS CHAIRMAN LEGGE

(Continued from page two)
ried out by those engaged in the industry. The Government's only part was to help develop the program and later to give financial assistance to growers through loans to their cooperative associations in carrying out that program.

The Farm Board has neither the authority nor the organization to ship famine-relief wheat to China and India. The problem in China is more one of distribution than lack of wheat. The American Red Cross has investigated the Chinese famine situation and found it impracticable and inadvisable to attempt to cope with existing conditions. So far as India is concerned, that country has more wheat than its usual domestic requirements and is an exporter of wheat.

Adoption of the proposal to buy 100,000,000 bushels of wheat, although it might raise prices temporarily, would intensify some of the effects of the wheat surplus without leading to any real solution. It would accelerate the movement from the farms to the market and cut down our exports at the very time of the year when our wheat meets the least competition from other exporting countries; it would materially increase the congestion at terminals and the price spread between the farm and the terminal; it would not permanently raise the level of wheat prices for this wheat would have to be sold some time; it would

discriminate against those farmers who have already sold and those who are not yet ready to sell.

There is no reason to expect any material expansion in domestic consumption of wheat for food. There appears to be very little undernourishment in this country that is traceable to absolute insufficiency of food. Even when farm prices of wheat are high, bread is a relatively cheap foodstuff, in spite of high costs of distribution. We consume for food about 4.2 bushels of wheat per capita annually now as compared with nearly 5 bushels before the war. This decline is due very largely to deep-seated causes—better housing and heating, and reduced manual labor; higher general prosperity, making possible consumption of other foods, notably vegetables, dairy products and sugar. There are other legitimate ways in which efforts to increase consumption of wheat products may be made. Such efforts can best be made by private interest, for it is hardly feasible for the Farm Board to push the consumption of one farm product in competition with other farm products.

After giving serious consideration to these four proposals and others that have been offered, our conclusion is that none of them gets at the root of the difficulty and none consequently could afford adequate remedy. The real solution to the wheat marketing problem lies in adjustment of production to a domestic basis, coupled with orderly marketing, both of which, in our opinion, can be brought about only through organization of farmers so they can act collectively.

Organization is the first essential in marketing wheat. The farmer grows. Collectively producers of a commodity can solve production and marketing problems. They are in position to take advantage of such information as I have given you relative to the disastrous effect of overproduction.

The Agricultural Marketing Act created the Farm Board and supplied it with power and funds to help farmers organize for cooperative action. Working with existing cooperatives we have assisted in the setting up of seven national commodity agencies to merchandise or control the marketing of the crops handled by member cooperatives. These include grain, livestock, cotton, wool and mohair, beans, pecans, and sugar beets. They are made up and controlled by the cooperatives that set them up. They are the machinery of farmers to market the crops they produce. Their function is to merchandise the products of their members to the best advantage of the grower, not to raise prices artificially to consumers as some critics would have the public believe. Through elimination of wastes in distribution and lessening of speculation it is expected their operations will be beneficial to consumers as well as producers. You might be interested to know that the cities of Des Moines and St. Louis furnish a good example of how cooperative marketing of farm products helps both producer and consumer.

Des Moines with milk are thoroughly organized. The dealers are paying them \$2.40 per cwt. for their milk and the consumers in this city are paying 11c a quart. Farmers supplying the St. Louis market do not have an effective organization and they are receiving only \$1.90 per cwt. for their milk while the consumers of that city are paying 13c a quart for milk. The drought which has played havoc in some sections of the country tends to demonstrate forcibly another reason for farmers being organized. Where farmers are organized cooperatively they are in position to get emergency assistance immediately either through their own national organization or through the livestock men or direct from the Farm Board. To obtain relief in such times requires collective responsibility and the farmers who belong to a cooperative are in position to give it through that organization without delay.

The Farm Board believes that the cooperative program being developed under the terms of the Agricultural Marketing Act is sound and offers the best hope for permanent improvement of the financial position of agriculture. It is giving every possible constructive assistance in organization and proposes to continue to do so, along with supplying to farmers information on production and marketing and extending such other aid as is provided in the law. Success of the program is going to depend chiefly on the willingness of farmers to make use of the opportunity offered them to organize and control their industry.

At the present time the Board is receiving many inquiries and suggestions as to changes in the Agricultural Marketing Act. Our judgment is that it would be a mistake to attempt to amend or modify the law at the present time. Not that we think it is perfect in every respect, but it took agriculture many years to secure the legislation that is now in effect. From experience the members of the Board feel that much can be accomplished under the law as it is; and attempts to tinker with it without further experience would tend to slow down progress rather than improve the present situation. The fundamental principles are sound and provide for an organized agriculture with which the producer will first be able to control the movement of his crop to market and effectively regulate the supply and demand and through organized effort be enabled to make some adjustment in the production of the many farm products that will enable the producer to obtain for his output a reasonable return, both of which fundamental problems are beyond the possibility of solution by any private trader. The private trader must take what is offered and do the best he can with it. Organized producers, however, can so regulate the supply produced and the flow of it to market in such a way as to insure a reasonable return.

Don't think that any agency can legislate agriculture into prosperity. Governmental assistance can do much, first in the way of supplying more accurate information as to the relative supply and demand of the various commodities produced and can assist in the setting up of farmer-owned and farmer-controlled organizations, whose sole interest will be that of getting the best possible return to the producers, and further the Govern-

UNCLE ANDY SAYS:



Frankfort, Kan., July 29, 1930
Before this reaches readers our state primary election will be over and the great game of political chess will have been played.

In spite of all our ultra modern means of spreading news a vast number of voters are still uninformed as to candidates and questions involved.

We are getting just as good government as we deserve and sometimes I think better than we deserve. Ignorance is still the great obstacle to human progress.

Our State Primary Law although an improvement over the old convention system is still incomplete. The rich candidate has all the advantage. Being able to hire space in the big dailies or ownership of dailies he can put it all over the poorer candidate.

We must go a step further and provide state publicity equally for all candidates. There's a large fund created by payment of law created filing fees. Let that fund be used and what seven national commodity agencies to merchandise or control the marketing of the crops handled by member cooperatives. These include grain, livestock, cotton, wool and mohair, beans, pecans, and sugar beets. They are made up and controlled by the cooperatives that set them up. They are the machinery of farmers to market the crops they produce. Their function is to merchandise the products of their members to the best advantage of the grower, not to raise prices artificially to consumers as some critics would have the public believe. Through elimination of wastes in distribution and lessening of speculation it is expected their operations will be beneficial to consumers as well as producers. You might be interested to know that the cities of Des Moines and St. Louis furnish a good example of how cooperative marketing of farm products helps both producer and consumer.

Let enough be printed to give every family or voter a copy. Let them be shipped to each county clerk by freight. Thence distributed to township trustees to be given the voters.

We might go further and prohibit expensive publicity in city dailies but I wouldn't favor that. We have too many petty prohibitions already.

This law preventing voters from changing party allegiance only by notifying the county clerk 30 days in advance is about the stupidest piece of meanness ever conceived by petty politicians.

It is based on the theory that people are naturally bad, and that unless prohibited would vote for bad men on opposing tickets. That fool law certainly was "conceived" in sin and evil and is a piece of legislation that the test of the courts. We hope it will be generally disregarded.

We believe and stand ready to defend our position that people are naturally good. The words good and evil are adjectives here we submit the test of the courts. We hope it will be generally disregarded.

Jesus said, "There was none good but God." We are His children! Imperfect it is true but all struggling

ment can aid in financing these organizations until they have gained sufficient strength as to make further financial aid unnecessary.

Every one of the organizations which the Board has so far assisted is planned on a basis that as the organization grows in experience and in financial strength they may become less and less dependent upon Government aid and eventually be able to carry on successfully without it.

WHILE we would like to see every farmer in Kansas who has cream and eggs to sell market them thru the Farmers Union Cooperative Creamery—their farmer-owned and farmer-controlled institution—we do not expect them to do so for purely sentimental reasons; therefore we keep our prices in line with the markets and offer the very best of service.

If interested in marketing cooperatively write us.

Farmers Union Cooperative Creamery Association

201 Oak Street

Kansas City, Mo.

There's Money in Cattle--

bought at the present low prices; but you have to be careful and buy at the lowest price possible, quality considered, and then market them for the highest prices you can get, and spend the least amount possible in getting them on the market.

IN OTHER WORDS, patronize your own co-operative live stock marketing firm, where marketing service is the best and is rendered at cost. All profits made in marketing your live stock, through YOUR OWN FIRM, goes back to you in the form of patronage dividends. Last year each stockholder customer got back more than one fourth of his commission expense.

WE MAKE CATTLE LOANS at 6 per cent to parties whose applications are approved by our credit department. Write us for financial statement blank, if interested.

IT PAYS TO PATRONIZE YOUR OWN FIRM

Farmers Union Livestock Commission Company
Stock Yard: G. W. HOBBS, Manager Kansas City, Mo.

towards the light endowed with inherent good.

If the universe and all it contains wasn't inherently bad it would "go back to chaos and old night." As Pope puts it "Seeming evil is but undeveloped good."

I'm sure readers will agree that they know of many who would like to vote for candidates on opposing tickets because they think them better men than on their own ticket. We have never known of one who wanted to do so because of bad men on the other ticket. The man who wrote that law was wrong at heart and muddled in his thinking.

Farmers and their leaders needn't fall out and fuss with the farm board over reduced wheat acreage. 65c wheat will do that anyhow. Drought will prevent proper seed bed preparation, resulting in poorer yields next year.

There are mighty influences at work interfering with our distributive system. All of our efforts so far to better farm conditions seem futile. The farm board is in an impossible position. Let's not rail at them. Things will become apparent later.

In last notes we thought we saw signs of a rising price level but it didn't last. There isn't a ray of light on the business horizon. The country seems to be hypnotized into a state of silence. That this depression is psychological and if we'll all keep on looking hopeful everything will come out all right.

We are naturally an optimist for the reason that it doesn't cost any more to be an optimist than to be a pessimist and it's lots pleasanter. I may optimise over my cornfield to doom's day, but if I haven't a cultivator my corn won't be plowed.

Why is it that our farm leaders of all organizations are silent when the greatest catastrophe since 1920 is upon us. Have we no men of vision to speak of. Have our "hands lost their cunning," as our countrymen tied by this hypnotic spell that big business has thrown over us?

Have we all become fatalists crouching like whipped curs under the lash of the sons of Judah believing that every one of the country must be punished because forsooth we had a brief breathing spell from dire necessity?

Is this proud American nation and this great people to throw up its hands in helpless impotence because we have produced so much of everything that we all feel poor. Our Congress has adjourned, our President gone fishing. No one has offered a ray of hope. No one has spoken out. Are we barren of leadership? Oh, for a Moses to lead us out of the financial wilderness. Perhaps we enjoy being humbugged. I don't know.

If we're any judge a storm of political fury will be long sweep over the middlewest that will make our trifling politicians cry for the hills to fall on 'em and the great deep to swallow them up. Amen!

MEETING AT TOPEKA

A general invitation is extended to all interested taxpayers to attend a meeting at the Jayhawk Hotel, Topeka, 1000 a. m. Tuesday, September 3. The purpose of the meeting is to perfect an organization to put on an educational campaign relative to the income tax amendment which is to be voted on at the general election in November. It is being called at the instigation of the Committee of Kansas Farm Organizations, which includes the six major farm organizations of the state.

It is becoming quite generally recognized by these and other large organizations throughout the State, that general property, such as real estate, mercantile stocks and other improvements, is being discriminated against in our present tax laws, and that a graduated income tax, properly safeguarded as to exemptions, will be of benefit in equalizing the tax burden.

The 1929 legislature decided that there might be constitutional provisions in the way of such law. The proposed tax amendment, to be voted on at the general election in November, is designed to overcome that objection. The adoption of this amendment will give the 1931 legislature power to enact legislation to relieve property to some extent of the unjust tax burden it now bears.

The recently adopted platforms of both political parties carry planks on this subject. The Republican platform recognizes it as a sacred obligation to enact such law should the amendment be adopted by the voters at the general election. The Democratic platform endorses the principle of the graduated income tax.

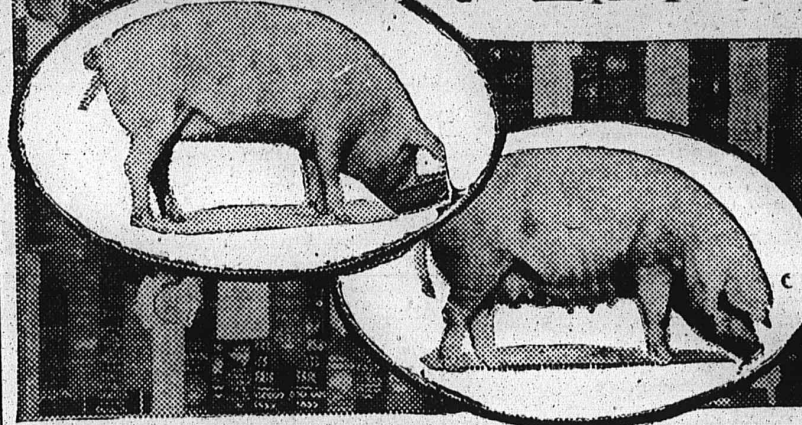
The text of the amendment which will be submitted to the voters of Kansas in November follows:

"The state shall have power to levy and collect taxes on incomes from whatever source derived which taxes may be graduated and progressive."

Along the Concrete



Blue Ribbon HOGS from GOLD MEDAL FEEDS



300 ribbons on a circuit of 13 Mississippi Valley State Fairs in 1929 is some record. But that is exactly what J. H. McAnaw did with 14 hogs from his Clinton County herd of Chester Whites. Read what he says—

"Though I've been fitting and showing on the State Fair Circuit since 1918, this is the first year that I have fitted a bunch of hogs almost exclusively on your feed, and their ability to win over 300 ribbons, most of them champions blues and reds, is a convincing demonstration of the results obtained from the use of Gold Medal Feed, for the results are the 'proof of the pudding'."

J. H. McAnaw, Cameron, Mo.

The same Gold Medal quality that helped J. H. McAnaw win 300 ribbons will help you make more profit on your hogs. Gold Medal Pig and Hog Meal and Gold Medal Hog Meal were developed by farm feeding tests—developed to make better pork at a lower cost per pound.

Wheat Germ For Health Vigor and Vitality

Gold Medal Pig and Hog Meal and Gold Medal Hog Meal contain Wheat Germ, an ingredient rich in vitamins A and B and it contains more of the important vitamin E than any other ingredient known. Wheat Germ is remarkable for promoting growth—it helps build vigor and vitality.

This vitamin ingredient Wheat Germ is extracted from the wheat berry in the process of milling flour. Naturally the millers of Gold Medal "Kitchen-tested" Flour, the largest milling organization in the world, can include it in Gold Medal Feeds even though it is not commonly found in feeds.

For the most profitable hogs you ever raised wean your pigs on Gold Medal Pig and Hog Meal. When they weigh 75 pounds change over to Gold Medal Hog Meal. Your Gold Medal Dealer has the complete line of Gold Medal "Farm-tested" Feeds.

Feed it with your home grown grains for bigger gains.

WASHBURN CROSBY COMPANY
Minneapolis Kansas City Buffalo

Eventually
**GOLD MEDAL
FEEDS**
"FARM TESTED"

WASHBURN CROSBY COMPANY—Dept. H-3-9—MINNEAPOLIS, MINN.

Please send me free copy of "Pig Sense—Hog Dollars."

Name _____ State _____
Town _____ Address _____
My Feed Dealer is _____

To the Consumer Through Cooperative Channels

H. B. Whitaker, Supt. Organization
Dept. F. U. Cooperative Creamery
In Radio Talk Over WIBW
August 29th

Brother and sister members of the Farmers Union and Fellow Citizens of this Great Agricultural State of ours:

We feel very grateful indeed to WIBW officials for giving the Kansas Farmers Union these opportunities to come before our people and express the views of our organization. At this time we wish to call to your attention one of the cooperative business enterprises, namely, The Farmers Union Co-operative Produce Association. In January, 1924, the Farmers Union state convention assembled in Emporia, Kansas. Two hundred and fifty ladies members petitioned this convention, asking the Kansas Farmers Union to establish an association for the purpose of manufacturing, distributing, grading and marketing the products of the cow and hen, to be known as the Farmers Union Co-operative Produce Association. The more than three hundred delegates present voted unanimously for the association to be organized and instructed the officials of the Kansas Farmers Union to appoint a committee of twenty-one members to draft plans, select an organization board of directors and proceed to establish the produce association. After having given the work careful study these men decided to organize under a marketing agreement or contract plan. In the month of March following, men were placed in the field to hold local meetings and explain the plan of organization to our members and secure member stockholders. By the first of December 31, following one thousand three hundred and eighty of our member producers had signed the marketing agreement pledging to deliver to the association the production of some five thousand cows and five hundred thousand hens, being agreed in the marketing contract that a permanent organization would be established when a sign up of five thousand cows and five hundred thousand hens had been pledged to the organization. The then one thousand three hundred and eighty member producers were divided into seven groups known as districts. District meetings were called for the nomination of directors and in February, 1925, these delegates assembled in the capitol building at Topeka, Kansas, to establish a permanent organization. By-laws were adopted, charter applied for, and the directors were authorized to secure a lease on a suitable building in Kansas City to be used as a manufacturing plant, purchase and install manufacturing equipment, and also station equipment for twenty-four receiving stations. The Farmers Union Co-operative Produce Association's treasury was transferred to the board of directors, a sum amounting to \$7,915.00. September 21, 1925, our creamery opened for business with twenty-four receiving stations, and sending a membership of two thousand and five hundred. During our nearly five years of operation our membership has increased until today we have some eight thousand patrons and are one hundred receiving stations. The association began its business mostly on a "growed capital" today it has resources of more than one-fourth million dollars. More than thirteen million pounds of butter have been manufactured, processed, stored and marketed more than nine million dozens of eggs during this period of time. Our patrons have received the market price for their products upon delivery at the local receiving stations. Each year substantial savings have been returned to our members. Reserves have been set up for expansion purposes as the increasing membership requires. In the beginning our products were sold through commission houses in the eastern markets. Today we have our own sales agency with an office in New York, selling our products in all of the leading markets of the east. Five years ago the Farmers Union Creamery was unknown in the east—today it is most favorably known throughout the east.

We have received many invitations from business men through the Chamber of Commerce to consider their city as a location for a Farmers Union Creamery and pledging their support to the movement. The Chamber of Commerce of Wakeeney, Kansas, has certainly given the association their whole-hearted support in that territory. We wish at this time to say that we feel very grateful to all for their kind offers and splendid spirit of co-operation in this movement for the stabilization and upbuilding of the basic industry of this nation. The opening day at the Wakeeney plant has been set for September 16. Just as a word about the new plant. The building is a structure sixty by one hundred and eighty feet with facilities for manufacturing butter, powdered butter milk, grading eggs and handling poultry.

We believe this is the first time in the history of the Kansas farmer that they have produced on the farms, manufactured in their own plant and marketed through their own sales agency in the consumers market.

We wish to see poultry and dairy products to become members of the produce association. The requirements for membership are: First: A membership in the Farmers Educational and Co-operative Union. The dues in the organization are \$2.75 per annum. These funds are used for educational and social work of the organization and to publish a weekly organization paper that goes to the homes of all members. Second: Purchase of one share of produce association stock, cost \$1.00. Third: A membership in the produce association, cost \$1.00. Fourth: Signing the marketing agreement. Total cost to become a member of the association, \$4.75.

The Farmers Union has other statewide business enterprises and sales agencies that a member may derive benefits from. We have our own fire, lightning, tornado, hail and life insurance companies that have made substantial savings for our members. We have live stock commission houses on

the nine leading live stock markets of the country. Our Farmers Union Jobbing Association with memberships on the Kansas City Board of Trade and branch houses at Salina, Kansas, and St. Joseph, Missouri. Our own accounting system was established in 1918 and has proven of great value to our organization.

We are told the United States farmer produces more per man than the other nations of the world. And again we are told the mortgage indebtedness on farm lands continues to increase in this and other states. We believe this condition has come about because of the fact that we have neglected to market the products of the farmer and given the producing end of the farm almost undivided attention. The manufacturers of our nation have always given their sales departments their first consideration, establishing great sales agencies through which they market their products. Through this system the American manufacturers have become the greatest of all nations. Operating as we American farmers have, we see the lands passing out of the hands of individual farmers and into the hands of large farm corporations in different sections. In fact seven charters have been granted to land corporations in Kansas in the last several months. In our minds this form of farming means the destruction of the American farmer homes. The cities and villages of our rural communities would suffer and go down in ruin under corporation farming. It would mean the basic industry of our nation passing out of the hands of a few. Every once in a while we have many men who wish to extend an invitation to all farmers to become members of the Farmers Educational and Co-operative Union and the Farmers Union Co-operative Produce Association.

WHAT HAS BEEN DONE WITHOUT MONEY
by Charles S. Barrett

Congress met eighteen months ago to solve your problem. As they got through with the job and a few other items, they adjourned and went home. Now, Mr. Farmer, you are where you were several years ago and as I have told you many times in the past, if your problem is solved you have to solve it yourself.

Of course this may impress you now more than in the past for the same information is coming from high official sources. There is nothing new in what is being said and done. You have heard this for the fast forty years. There are sections where sufficient headway has been made by farmers in organization and cooperation to prove what farmers can and will do. What these sections and groups have done proves that what is necessary is MORE ORGANIZATION AND MORE COOPERATION. What is needed is more of what you already have got. The organization in a while, even now, right in the midst of successful demonstration by the farmers, some come along and propose a new set-up with all the alluring promises of what is going to be done for the farmer. Two paramount things stand out—First, the promoter sets into the scheme with a fair sized salary for doing the headwork which the farmers have to pay. This payment may be hidden and any variety of subterfuges but the toll comes out of the farmer sooner or later. Second, what is proposed is merely a duplication of what the farmers are already working. It can't be anything else for there is nothing new to be tried. The usual result is to stir up fiction, misunderstanding and doubt in the minds of all the farmers in the territory involved and hinder established progress.

Think it over for under any and all circumstances YOU have to pay the bill. The sad part of it is the bill is always high. In this day of five hundred million dollar funds to solve the farm problem, I can't help but think back a little over what has been done without plenty of funds. For several years the annual dues of the Farmers Union were five cents a month or sixty cents a year for local county, state and national dues. Of this amount the national organization got a cent and a third. Later this was increased to two and one-twelfth cents a month or twenty-five cents a year.

Of course every one will say the trouble was that no one could do anything with such a small amount of money. But a lot was done. An organization was built. It had its ups and downs but stood the test. A lot of mistakes were made and thousands of failures were chalked up. But the key to the solution of the farm problem was discovered and used with increasing success. The treasury was always scant, yet the work was carried on. The Farmers Union has done more stretches of adversity until today more organized cooperative business than any other group of farmers in the world. Official government reports bear this out. Don't take my word for it. Go to the records and find out.

The Farmers Union has done more with less money than any organization on earth. If there is any one who knows of anything or anybody beating this record, please let me know. I want the information and I'll agree to apologize if I am proven wrong. When I think of what was done without money and without experience, I wonder what could have been done with a million dollars in treasury. It is almost too glorious to think about yet after over a quarter of a century in the harness, I know what could and in fact what would have happened. Such a nation wide organization would have been built up that there would be no question as to what farm legislation would be put through Congress, and that the sound legitimate demands of the farmers would get both quick and satisfactory attention. Also, the program of organization and marketing would be sized and orderly marketing would go so well advanced that no army of government employees would be required to solve the marketing problem. There would be one less building in Washington required for housing personnel and a few thousand fewer individuals on the government payroll to do something which the farmers themselves

finally have to do if it is done. At least we have the word of the top men of this government program that the farmers are called upon by them to do it.

I am impressed with the importance of our not only knowing something about ourselves, but what the solutions have done. To this end, next week we will look over the starting of the new program as well as at ourselves. This is more important than you may think. If you are wise enough to understand and apply the information gained to your present situation and problems, the profit to come out of this will be immeasurable.

GOTHENBURG AGAIN TOPS LIST IN JULY CONTEST
Frankfort, Laredo, Lyndon and Lowry City Each Had Seven Loads During the Month

The feature of the July race among live stock shipping associations for first place in point of carloads of live stock shipped to the Farmers Union Live Stock Commission, was the close finish, with Gothenburg, Nebraska, Shipping Association nosing out in the lead with eight loads. Four other shipping associations were bunched in second place, just one load behind the leader. These four were Frankfort, Kansas, Live Stock Shipping Assn., Glen Leopold, manager; Laredo, Mo., Shipping Association, Don E. Page, manager; Farmers Union Business Association, Lyndon, Kansas, Wm. Lyons, manager, and Farmers Shipping Assn., Lowry City, Mo., L. C. Cleveland, manager. Paul Pogendorf is the manager at Gothenburg, and his outfit won the June race, too.

The following six shipping associations crowded into third place with five loads each: Dunlap, Kansas, Shipping Association, H. W. Clayton, manager; (a new one on the honor roll); Dunlap, Mo.; Co-op. Assn., R. G. Malcom, manager; Erie, Kansas, Shipping Assn., George Lockwood, Mgr.; Farmers Shipping Association, E. F. Judd, Manager, Newtown, Mo.; Waukegan, Missouri, Shipping Assn., J. F. Skoedee, manager, and Farmers Co-op. Supply Co., Wakefield, Kansas, Charles Setz, manager.

Another group of six shipping associations were in with four loads each for the month of July. They came in the following list: Farmers Co-op. Assn., Blue Rapids, Kansas, D. O. Wanamaker, manager; Farmers Union Business Association, Centralia, Kansas, G. B. C. Ruffner, manager; Washington County Farmer Union Co-op. Association, Greenleaf, Kansas, Den McGrath, manager; LaHarpe Shipping Association, LaHarpe, Kansas, James C. Moore, manager; Osgood Shipping Association, Osgood, Mo., R. H. Kent, manager; and Olburg, Kansas, Farmers Union, R. D. Samuelson, manager.

Quite a number were here with three each for the month of July. Last month the name of the Cotton County Shipping Association, at Cottonwood Falls, Kansas, with R. J. Barrett, manager, should have been included in the list of those with four car loads for the month of June—Co-operator.

ADVANTAGES OF A LIVE-STOCK SHIPPING ASSOCIATION

(W. E. Grimes and H. J. Henney, K. S. A. C.)

Recent work of the Federal Farm Board has increased interest in local cooperative live stock shipping associations. The development of national marketing associations, as planned by the Board, must be accompanied by the development of good local associations and the benefits to the individual association and its affiliation with the terminal and national associations. These facts make a consideration of the advantages of a local cooperative shipping association timely.

The main reason for organizing the first cooperative live stock shipping association in Kansas was to narrow the spread between the local price and the terminal price. In recent years associations have been organized for reasons more beneficial and lasting to the community as a whole. Most counties are composed of farmers each of whom has a few head

of livestock ready for sale several times during the year. Not only is it a good farming policy to have diversified crops but also to have more than one class of livestock and to have it ready for sale more than one time a year. The survival of the thrifty farmer who does that tends to leave a larger and larger portion of that class of livestock producers in every community.

On the other hand market demand is more or less constant. A quantity of the same product which necessitates assembling to suit the packer or feeder demand. If this is not done at home the demand at the market weakens and the individual farmer takes a price established by the lessened demand. If the sorting into groups and classes is done at home by an association then all members receive a price based on the higher demand and each shipper is thus benefited in proportion.

All associations strive for success. All associations strive for success, but some fail. Success may be judged by several comparisons. Oftentimes a group considers itself successful if it is able to hold its membership together for a long period of time. As a rule this is a good measure of success but some associations have maintained membership when these members would have been financially better off to have sold to an efficient local trader. Another measure of success is the proportion of the total shipments from that territory that go out under the association's name and the increased proportion each year. A continual increase in the carloads shipped is a good measure of success. Perhaps no one of the measures of the success alone should be considered sufficient since there are so many advantages of a successful live stock shipping association in most every community.

The main advantage of a cooperative live stock shipping association is a higher price level at home for all livestock and a higher price at the market because supplies are offered that more nearly satisfy demand. The higher prices may be reflected in a dividend to the shipper at the end of definite periods or be paid out directly as each shipment is made. If the benefits are in a higher general price level for the community it is difficult for the association to always credit itself with that advantage.

The community benefits from the associations that stress a quality product and pay strictly on a graded basis. In such communities the better price is passed on to the individual shipper. An efficient energetic manager is the most important for a successful association. Without such a manager all the advantages of the best association could not be brought to the members. Such a manager can hold demonstrations for the members at shipping times and by showing what is lost by not selling a 200 to 225 pound hog of good quality or by not producing a quality product he can induce the members to increase their financial returns from better livestock quicker than any other method will do it. Such a lesson hits directly at home and communities with strong, old, successful associations are usually those marketing stock for which packers bid high because of uniformity and high quality. Such an advantage cannot be judged by one year's operation. Neither can a member expect to see it in dividends at the end of the year. Those who can recall the class of livestock shipped the first year of the organization and then again in later years can justly say that the association was responsible for greater returns to the producer of livestock because of quality and grade changes.

In emphasizing the advantages it may be restated that the producer is selling to a demand that is peculiar in its desire. It wants more than one head of livestock of the same type and quality is demanded. Such purchases can be handled and processed by the packer for less than twenty purchases to secure the same number of animals. Until the time comes, if it does come, that livestock is killed in 4000 or 5000 packing establishments of the United States instead of 1500 or thereabouts demand will pay more for car lots or half car lots than it will for lesser numbers. It is damnable then the association is sound principles. If manager efficiently and educational policies for better livestock are promoted a community can improve itself financially by maintaining a live stock shipping association.

SAVE ON GAS AND OIL

Through Your Own Co-operative Oil Company

This year your bill for gas and oil will be from \$125.00 to \$150.00. Fifteen or twenty per cent, is worth saving. That's what you can do by purchasing your petroleum products through your Cooperative Oil Company.

We Will Help You Organize

We'll be glad to assist you in organizing a Cooperative Oil Company in your community.

One company, in Kansas, which we helped to organize, saved \$18,306.00 for its members the first 12 months it operated. Many companies are successfully operating in Kansas, and in surrounding states. There is nothing complicated or mysterious about it—it's not a "get rich scheme"—it's a cooperative plan pure and simple whereby you and your neighbors buy together and receive the benefit. We'll help you organize and get started and can supply you with any equipment you need, as well as Union Certified Oils, Greases, Gasoline and Kerosene of very best quality. JUST WRITE US FOR FULL INFORMATION.

UNION OIL COMPANY

(Cooperative)

North Kansas City, Missouri

Gasoline

Union Certified

Motor Oil

Why Wait?—GET IT NOW

It is better to have it when you need it, than to need it and not have it.

Why not insure your earning power with an income, before you are Sick or Hurt and can't get it?

Think it over! You cannot do much with the small monthly premium while working, but you or yours can do something with \$10.00 or a monthly income which the small monthly premium pays for when Sick or Hurt and unable to work.

Mutual Benefit Health & Accident Ass'n
Ray Omer, Mgr., Salina, Kansas

CUT OUT AND MAIL TODAY

Mutual Benefit Health & Accident Ass'n
Mr. Roy Omer Mgr., Salina, Kansas

Please send me information in regard to your live and accident policies, such as are carried by thousands of people in the State of Kansas.

My age is _____

My occupation is _____

Name _____

Address _____

City _____

State _____

Zip _____

Send for my new Booklet.

DR. J. M. GAUME
194 North Eighth Phone 2006
Dental Specialist

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Salina, Kansas

has been a member of the Kansas Farmers Union for the past 18 years and served in both local and state offices and is now our National President.

It was through his efforts that the co-operative feature of farmer owned and farmer controlled co-operatives was incorporated into the Agricultural Marketing Act. At the election of officers of the Farmers National Grain Corporation last year, he was selected as its President.

MAKE STATE CONVENTION PLANS

C. A. Ward and A. M. Kinney, State President and Secretary of the Kansas Farmers Union, have arranged to meet the officials of various civic organizations at McPherson, including the local Farmers Union representatives of McPherson County, on Thursday, September 4th, to arrange tentative plans for the State Convention to be held in that city October 28-29-30-31.

F. U. LIVESTOCK PRESENTED OVER WIBW SEPTEMBER 5TH

This week's Farmers Union WIBW program, to be broadcast over WIBW Topeka, Friday night, September 5th, from eight to eight-thirty o'clock, will be in charge of Mr. George W. Hobbs, manager of the Farmers Union Live-stock Commission Company.

FOR SALE

WE have in storage, near Salina, two pianos, one player with records and one straight piano. People owing balance moving away. Will sell for balance due to close accounts. Cash or easy terms on either. Write Means Music Co., 305 East 10th St., Kansas City, Mo.

FOR SALE—20 choice coon hounds—cheap on trial. Kell Kentucky Kennel, Kevill, Ky. B 22

REAL ESTATE

Sell your property, farm business, or what have you? Owner only; particulars free; quiet action; no delay. —Estate Broker. FOR SALE—Registered Shropshire lambs and ewes. Also rams. Priced low. —Albert Meyer, 2 1/2 miles north of Gridley, Phone 1291.

SCALE BOOKS RECEIPT BOOKS, CHECK BOOKS, ORDER BOOKS, RECEIPT BOOKS, LETTER HEADS, STATEMENTS, ENVELOPES, ETC. **GLOBE IMPRINT, Salina, Kas**

SENATE CONCURRENT RESOLUTION No. 8, (L. 1929, Ch. 231.)

A proposition to amend section 2, article 2, of the constitution of the state of Kansas and fix the remuneration of members of the legislature at five hundred dollars for each biennial term and one hundred dollars for each special session held during said term, and mileage of fifteen cents per mile in going to and returning from the place of meeting.

Whereas, the state of Kansas has recently increased its population and wealth since the adoption of its present constitution, and the cost of traveling has increased proportionately, and the remuneration of members of the legislature as fixed in the constitution adopted in 1859 is not sufficient to meet the actual living and traveling expenses of members while in attendance upon the session of the legislature, and it is deemed proper to submit to the voters of the state an amendment to amend the constitution and increase such remuneration to an amount sufficient to defray the actual necessary expenses of the members while in attendance upon the legislature; now, therefore,

Be it resolved by the Senate of the State of Kansas, the House of Representatives concurring therein:

Section 1. The following proposition to amend the constitution of the state of Kansas is hereby submitted to the voters of the state for their approval or rejection, to wit: Amend article 2, section 2, so as to read as follows, to wit: "Section 2. The members of the legislature shall receive the sum of five hundred dollars and one hundred dollars for each special session held during said term, and fifteen cents for each mile traveled by the usual route in going and returning from the usual place of meeting."

Sec. 2. This proposition shall be submitted to the voters of the state at the general election to be held in the year 1930 for their approval or rejection, to wit: Amend article 2, section 2, so as to read as follows, to wit: "Section 2. The members of the legislature shall receive the sum of five hundred dollars and one hundred dollars for each special session held during said term, and fifteen cents for each mile traveled by the usual route in going and returning from the usual place of meeting."

Sec. 3. This resolution shall take effect in force from and after its publication in the statute book.

I hereby certify that the foregoing is a true copy of original Senate Concurrent Resolution No. 8, now on file in my office.

(Seal) E. A. CORNELL, Secretary of State.

SENATE CONCURRENT RESOLUTION No. 8, (L. 1929, Ch. 231.)

A proposition to amend article 11 of the constitution of the state of Kansas by adding a section thereto, to read: "The members of the legislature of the state of Kansas, two-thirds of whom shall be elected to each house concurring therein:

Section 1. The following proposition to amend the constitution of the state of Kansas is hereby submitted to the voters of the state for their approval or rejection: That article 11 of the constitution of the state of Kansas be amended by adding a new section thereto to read: "Section 1. The members of the legislature shall receive the sum of five hundred dollars and one hundred dollars for each special session held during said term, and fifteen cents for each mile traveled by the usual route in going and returning from the usual place of meeting."

Sec. 2. This proposition shall be submitted to the voters of the state at the general election to be held in the year 1930 for their approval or rejection, to wit: Amend article 11 of the constitution of the state of Kansas by adding a new section thereto, to read: "The members of the legislature of the state of Kansas, two-thirds of whom shall be elected to each house concurring therein:

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Your Royalty and Safety

BIG oil companies and oil corporations always use the services of experts in their business. They don't take chances — they demand expert advice and being willing to pay for it are able to get it. Edwin L. Reeser, an executive of the Barnsdall Oil Company is an expert in his field—oil and gas royalties. He recently wrote a book on oil royalties which is packed with expert knowledge based on years of experience.

In speaking of oil royalties under land that does not contain producing wells he declares: "The only safe way for an investor to buy non-producing royalties is, first, to be sure that the royalty is located in potential oil producing territory; and second, to buy enough royalty over a wide enough area to insure" hitting oil on one or more pieces of property.

That is an expert talking to business men. But the same advice holds true for farmers who own but one piece of royalty—that under their own farm. Such farmers cannot "buy" more royalty. But they can "get" more royalty by pooling *part* of the royalty under their farm with other farmers.

By pooling *part* of their royalty they widen their chances of getting dividends from their royalty just as the man who buys up thousands of acres of royalty in scattered spots widens his chances of "striking it rich." The buyer pays cash — the farmer trades; and both get the advantages of holding a wide spread of royalty in potential oil territory.

The farmer who pools part of his royalty holdings with the Kansas Farmers' Union Royalty company gets a greater advantage than does the man who buys. Because there are few persons indeed who could buy as wide a spread of royalty as is represented in the Kansas Farmers' Union Royalty company. When completed there will be 2,229 tracts of potential oil land in the pool. Each member will have 2,229 chances of striking oil instead of one lone chance.

Every worker in the oil industry has heard the remark: "If you drill one oil well you are a gambler; if you drill one hundred oil wells you are in business." Meaning that safety increases as you spread out your operations.

Why do you gamble with your small royalty holding when you can get prosperity insurance by pooling *part* of your royalty? Why depend on one chance when you can get 2,229 chances of striking oil and obtaining ease and comfort?

The Kansas Farmers' Union Royalty company *co-operative* plan is as sure as the law of gravity, as certain as the law of averages. Similar pools are operating in Oklahoma, Texas and New Mexico. The *co-operative* pooling of oil royalties is the greatest idea that has ever struck the oil region. For the farmer, it takes the gamble out of his dreams of wealth from oil.

You should know about it. Investigate. Send in the coupon.

No matter how much your royalty is worth BEFORE a well is drilled, you as a cautious farmer should POOL a part of your mineral rights for your own protection. A royalty deed worth \$50,000 on its prospects, even in so-called PROVEN TERRITORY, may be worthless unless a part of it is POOLED. The greater the POOL, the greater your protection. The wider the SPREAD of the pooled acreage the greater your security.

The Kansas Farmers' Union Royalty Company

Farmers' Union Insurance Building

KANSAS

SALINA

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Our Goal—A 500,000 Acre Spread—All Over the Map

Similar Pools Now Forming in Oklahoma, Texas and New Mexico

The Kansas Farmers' Union Royalty Co.,
Farmers' Union Insurance Building,
Salina, Kansas.

Gentlemen:

Please send me full details of your co-operative royalty pooling plan.

Name _____

Address _____

(Print name and address clearly)