



THE KANSAS UNION FARMER

Organization

Education

Co-operation



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Giving a Detailed Report Including the Speeches Made on the Floor of the Convention

I would suggest that you keep this issue and use it as reference to later issues in order that you may get a complete picture of the convention.--C. E. Huff.

It is a shame we cannot get away from that idea. You farmers are the last group of society to accept the co-operative system in place of the competitive. The first corporation that ever was organized and given a legal existence was organized for the express purpose of limiting competition so far as the units that comprise the corporation were concerned. The railroad transportation lines of this country and your governments of the United States determine the rates that they shall charge and the Government of the U. S. will not permit destructive competition as between the lines. In my own state of Iowa, which is a hide bound reactionary state we have a good many paved roads in Iowa and buses and the lady who lives at Marshalltown is known as the bus queen. She established the first bus line in Iowa. She began to cut rates and the commission said, you cannot do this. You cannot oppose the railroads in that way. A year ago this last August that same person, from Nevada, Des Moines cut the rates below the amount allowed by the railroad company \$1,000.00 for refusing to obey the law of the state of Iowa, and the state of Iowa refuses to permit her to compete with the other transportation lines of the state. I might go on and on and say this to you from the least little corporation you have out here in the country town in Kansas to the great and powerful steel trusts in the United States. Competition has been entirely eliminated and co-operation established in its place. You farmers are still competing with each other. Your program is to eliminate that competition and establish co-operation. It is easy to say the farmer is entitled to cost of production. No man has any respect for his reputation that will deny that for a goal. A man must be pronounced in opposition to your organization and don't believe the man who tells you the farmer is entitled to cost of production for the service he performs and they will say yes, without a moments hesitation. That is the really fundamental of your organization. That is the foundation of it from the economic standpoint. That is easy to say but not so easy to accomplish. Suppose you call all the farmers in the United States together in your territory tomorrow and put the resolution that the farmers are entitled to production costs and there will be not a single vote against it. Then, after you have passed that resolution some fellow gets up and makes a motion to adjourn. What a good time and made a statement. That is all. In order to be able to obtain production costs you will be compelled to follow the line the other group who has been successful in following. You will be absolutely able to control the production of your farm yourselves. I will not add anything to what C. C. Tabbot has said to you this afternoon. He said it better than I possibly could. You are not only going to have to build your marketing machinery through which you can co-operatively distribute to society your products of the farm but you are going to have to provide that marketing machinery to protect a reserve that will protect it from absolute destruction by those who control the credits of this country. I remember in coming back from the National convention at Lynchburg there were three or four of us in the West Virginia coal miner were talking. We were discussing the farm problem, and I believe it was Uncle Dorn who says, let them build their trusts and combinations of these days the farmer will organize and they will control the one thing the rest of the world has to have. One Jew remarked, already we own enough of the credits of the country to compel the farmers of the United States to sell their foodstuffs. Just incidentally I want to say this to you. It is not the desire of the Investment banks to establish a safe investment for their people. It is more than that and it goes further than that. Suppose all of you farmers tonight in the United States, after a careful survey of the production cost would say it is worth \$2.25 to produce the average bushel of wheat in the United States and we are not going to sell any wheat, anybody unless we receive that price. That will give the farmers the same consideration as other groups of society have. We are not going to sell any Pork unless we obtain our price. What would you open to you, do you think when you get back from your fishing trip. The Sheriff would have your hogs and cattle and wheat and he would have sold it at public auction. He would say, you sell what you do not, we will sell it for you. Until the farmers of the middle west build their own credit facilities, their own reserves and surpluses to protect them from the execution, whether you want to sell it or not, you will have to sell it. You do not think for

one minute, do you that all effort and energy and all the sweat that has been expended in building these insurance companies and different activities on your program have been for the pleasure of doing it. If you do, you are not right. I notice a majority of the people so badly worried about the Farmers Union interests in legislation are not nearly so badly frightened about the Co-operative Associations of this country or some other organizations of society that have no business in the political field. I hope the time will never come when the Farmers Union members in the state of Kansas puts any political party above his organization and his loyalty to that organization. Political parties are useful only as they serve society. If you are not interested in that party who are going to name the officials of the state of Kansas, I am not concerned about that. I am not concerned with who will name the U. S. Marshall for the district of Kansas. I am not politically concerned with who hands out your mail here in Marysville, Kansas. I am not concerned about that. I am not concerned as to whether this state shall have a Republican or Democrat for governor. I am concerned that the man who you do elect to Congress and as governor is friendly to your industry. I am particularly and vitally concerned that the man who goes to represent the farmers of this great middle west, that they are men, not only of intelligence but of character that is not going to get down and do something when their parties clash. I think I have been giving you a little history of the story. I will not take you back to the days I can remember very well. Not to the panic of 1879 but to the year 1907. Start with me just after the Bugle sound told the Armistice had been signed because you entered into a new area, not only a new area of economics but a new area of morals and I remember that we had 69 stanchions in one dairy and it was always full of cows giving milk. It was my gospel and bible and I remember when the editors, perhaps in good faith, of the Des Moines Register, urged on the dairy men of the United States to not veal their calves but to grow them, to hold on to them. Even though milk was a good price, we could afford to see that milk to produce the cause for the future, I remember how we were told that the price of dairy stuff would be good and even go higher. It would take even hundreds of thousands of the cows from the S. D. stock up to dairies of Europe, Belgium, Germany, etc. I remember those things. I remember another thing. In every paper you picked up you found this advice. If the American farmer hoped to go to Europe he would have to do it as he never did before in his life. That was the road to success. I can repeat to you the platforms of the parties of 1920 when they so frankly stated that the high cost of living was the thing that would do it. In every place where they could at that time, by refusing credit to the American farmer and compelling him to put his products about trying to furnish a foreign market, you men who pay attention to the public affairs at that time remember when one nation had stored up gold and offered to spend every dollar of it for American wheat and pork to save their people from starvation and you further remember that there was a blockade put around that nation and they were refused the foodstuffs that you people had produced in this country. They had the gold to pay for it. They were not asking for a loan. They did not want anything but good will. When people tell you foreign markets were opened up for the American farmer I want them to explain to you why the Russian farmers were not permitted to export single vote cast to the last day of the year 1923 were being bankrupted by the thousands. Henry Wallace, the only Secretary of Agriculture we have had for a long time, in 1923 told you 17 per cent of the farmers of the state of Iowa were bankrupt. That is a horrible situation confronting this great middle west, regardless as to whether they belonged to a farm organization or not were restless and realized what was overtaking them, and some of you remember the alibi that was given, that you had become extravagant and indifferent to the matters concerning you. They claimed you had become gamblers. Then Senator Norris offered his famous Bill to the Congress of the United States. It was in my opinion the most com-

ANNUAL INSURANCE MEETING

The regular annual meeting of the Farmers Union Mutual Insurance Company of Kansas and of the Farmers Union Mutual Hail Insurance Company of Kansas will be held in the office of the Companies at Salina, Kansas, on Friday, Jan. 18, 1929, at 10 o'clock a. m. for the purpose of electing five directors and the transaction of any other business that should come before this meeting.

Every policyholder of these companies is entitled to one or more votes according to the amount of insurance carried and may be cast either in person or by proxy. Proxies should be filled as soon as possible in order to avoid confusion in checking on the day of the meeting.

We would suggest that as many policyholders as possible attend this meeting but where this cannot be done then each community or county select someone to represent them and vote their proxies. However the State law does not permit any person to vote more than twenty five proxies.

C. E. Brasted, President.
Chas. A. Broom, Secretary

PROXY

I, the undersigned, hereby certify that I hold policy No. _____ in the FARMERS UNION MUTUAL INSURANCE COMPANY OF KANSAS, and I do hereby appoint _____ as my representative and authorize him to vote for me in the annual meeting of the policy holders of the above named insurance company of Salina, Kansas, January _____, 192_____. Signed _____

plete agricultural bill that has been passed. Mr. Norris' bill proposed to take over the tonnage ships you had paid for and put those ships to work and take surplus wheat and beef and cotton to the markets of the world and finance marketing machinery and price to be obtained was to be based on production costs. It gave the right to the farmer, it gave him the right of exchange and the right of labor. It was defeated. No one man is responsible for its defeat. I want to say that the powers that be, to a man, was against it. The next effort that was made, I appeared before the Senate committee of Agriculture myself and protested against a measure. I do not know whether we introduced it or proposed it. That measure was to establish a board and when any major farm product to the war and when the product fell below the pre-war ratio that existed between all things that applied to the war, and when the product fell below that, there was to be a perior called and that Board went into operation to protect that commodity. When Senator Norris' bill was introduced I was opposed to the bill it was because to the pre-war ratio. It was unfair to agriculture and to have that bill passed was not fair to the farmer. It was defeated. The State President and Secretary of these middle states met at Kansas City. We met there and a resolution was passed instructing your National President to issue a call to every group of producers to meet and discuss and confer. We had a reason for that. Whenever a bill has been defeated that has been proposed either in committee or Congress, that effects the people of this great middle west, he knows it. This is what they said to him. The farmers themselves do not know what they want. We want to give them justice. We want to give them a fair deal. How do we know what they want. The leaders of these farm groups are so jealous of each other they cannot come to us with a provision all are agreed on. That is the propaganda given out. Not only the farmers of this country were entitled to know if it was true and I tried to know if that was true. It was true, then it was up to the farmers of the middle west to correct their leadership. In that first meeting held in Des Moines where representatives of 24 groups taking a part and agreed on a program and in every subsequent meeting that has been held from May 12, 1925 to now the Corn Belt Committee on every single vote cast to the last day of the year 1923 were being bankrupted by the thousands. Henry Wallace, the only Secretary of Agriculture we have had for a long time, in 1923 told you 17 per cent of the farmers of the state of Iowa were bankrupt. That is a horrible situation confronting this great middle west, regardless as to whether they belonged to a farm organization or not were restless and realized what was overtaking them, and some of you remember the alibi that was given, that you had become extravagant and indifferent to the matters concerning you. They claimed you had become gamblers. Then Senator Norris offered his famous Bill to the Congress of the United States. It was in my opinion the most com-

you people have to meet but it is one of them and you only have to meet that once a year, once every two years or perhaps once every four years but the issue is clean cut this year. I am not going to tell you who to vote for. I am not going to say this to the members of the Farm Bureau or the Farmers Union or the Grange, you are the man who doesn't belong to any of them who is so thoughtful that he fails to back his organization or his group, he is making a serious mistake. As to how he will do that, he must let his conscious determine right there. That is a matter of loyalty to your organization. A matter of loyalty to your group. No farm leaders from the east to the west, from North Dakota to Oklahoma that is not standing by the resolution and determination of the Corn Belt Committee. It is your organization and occupies the same place to the farm group in the United States as the American Federation of Labor occupies to Labor. If you neglect to support your organization that is affiliated to the Corn Belt Federation you are making a serious mistake. That is all the politics I am going to talk to you. It is all I care to talk to you. I want to give to you a history of the radio proposition. We have a daily newspaper with any hope of succeeding you could not do it for any less than \$500,000.00 and you would not be safe short of \$1,000,000.00. You could not hope to have any financial support through your advertising. There is only one daily Democratic paper in the state of Iowa that is supporting the plain people. In the city of Des Moines, 150,000 people at one time, we had 4 dailies. Today we have two dailies, both owned and controlled and edited by the same people. We have only one daily newspaper. It is absolutely impossible to get facts to the people in the middle west through the newspapers available to you. The Farmers Union 1-2 years ago tried to make connections to get the truth out of the people in the state of Iowa. We went to Washington. We had a chance to make a line up with KNTN if the Farmers Union would make that line up with KNTN he would be granted at least enough consideration to get out to the folks we wanted to reach. I want to state to you, you never can hope to have a Broadcasting that if operating for profit that will properly represent you as farmers and organized labor. You never will. We went along with that line up as well as we could. The power of KNTN was cut down from 5,000 to 1,500 watts and the wave length was not clear. It was not satisfactory. We realized we could not continue that way. At that time we had not thought much about a national line up. We had an option on a station at Lamars Iowa and we went to Washington to see about it. We went before the radio Board. We asked the radio board to issue us a license to go on with that station with the same wave length and power they had and the Board refused to do it. They refused to concede anything at that time to KNTN but Sam Pickard added that to us, why don't you Farmers Union people make a line up with Labor and forget these little stations. He says, if you will do that thing, this Radio Board will grant you 50,000 watts power and will clear the wave length that you have. We are going to concede to Labor the right to a voice on the air. We went back the next

day, after consulting that night and a very peculiar thing happened. Between the time we met in the afternoon and the next morning KNTN had her power increased to 5,000 watts and other concessions that was asking for. Again they said to us, why don't you go back and make a line up with the Federation of Labor at Chicago. He says, if there is any other station in the world that is more powerful than 50,000 watts we will grant it to Labor if you fellows will line up with them. You can have your own call letters. No reason why you should not have them. I says, it is a long ways down to Chicago. We will have to keep a man down there all the time. Sam helped us all the way along. When we came through Chicago, I had to go on to Des Moines but Col. Ainsworth, representing the Farmers Union of Iowa stopped off. He had charge of the radio during the world war and was one of the staff of commanders of A. E. F. He stopped in Chicago to see what kind of line up would be made and I will never forget the message that Mr. Nickles sent to the Farmers Union. When Mr. Ainsworth commenced to ask him what kind of a contract we could enter into and agree on, he says, you go back to the Farmers Union and tell them to write their own contract. Every word in that contract was written by the Farmers Union. Your State President, Mr. Huff, is the chairman of the National Radio Commission. There is no reason why we should not have a line up with them. We did not want it for Iowa. We want it for the National Farmers Union. They include all of these states. We want it for every farmer in the United States and in that contract we assumed and accepted practically the same obligation to WCFL as any laborer in the United States does. Just exactly the same and from the thousands of dollars they have spent in money and energy, they have expended in establishing that institution, you become half owner of their magazine with half the place for your organization. You have half of the time on WCFL and you absolutely control it. That is the line up that I do not have a copy of the contract here. Let me say to you, the farmers of this country will only be able to obtain what is necessary for their success by the co-operation of the workers of this nation. When the farmers represented 98 per cent of the voting strength of this nation, in 1860 you were 65 per cent of the voting strength and today you are less than 30 per cent of the voting strength of this nation. Two thirds are against you when it comes to testing your strength at the ballot box. Whether we like to admit it or not, Labor is just as necessary to you, people who till the soil as you are to Labor. Until you do that thing you are going to fail in any attempt to get justice from the powers that be and I know and you know that it is the program of those who intend to exploit both groups that serve society. Labor needs you and you need Labor. You need some of the fine blood that has been displayed in the Labor Union, that has been there by years of distribution. Labor needs to find an adjustment with the American farmers. You cannot get along without each other. I told you in the start this thing will finally be solved by the application of the Golden Rule spiritualized by the very heart of the Sermon on the Mount. You will never accomplish what the great God has

MARKETING OF FOOD ANIMALS

M. W. BORDERS

Mr. Chairman and Gentlemen of the Convention:

I regard it a very great honor and a distinguished privilege to address the bankers of the state of Nebraska. The subject that had been assigned to me is one of National importance, because to some extent or in some way, it involves the prosperity and happiness of every man, woman and child in the United States. I shall discuss this question temperately, strictly on its merits and entirely free from abuse. I shall indulge in no personality or recrimination. I shall approach this question not only in a spirit of fairness, but in a constructive frame of mind. I will talk facts.

The question of marketing of food animals is a banker's question, and particularly so in Nebraska and the Middle West, because you handle the paper of both the packer and the producer. But this is a banker's question on a little broader ground. The prosperity of this country depends upon the farmer; and the prosperity of the farmer depends upon live stock. Accordingly, this marketing question is one in which the Nebraska bankers are directly and vitally interested.

In addition to this, the business of the banker is now generally recognized as a little more than merely to accept deposits and make loans, although these are both most important functions in a sound bank. You are not only the builders of public opinion, which is the fundamental law in this country, but it is your peculiar province to direct, and to some extent control, the business activities of many of our customers.

There is some question as to how far the bankers should go in the control of industry. Since the passage of the McFadden Act great New York bank consolidations are reaching out not only for the control of other banking institutions but the industrial as well. To my mind there is great danger in this. I do not believe that the average New York banker has the necessary sympathy for, or personal contact with, the average business of the west to direct its practical business policies. Neither do I believe that this great centralization of power in New York City over industry of this country will promote individual ambition and initiative, which are the underlying principles of private business in the United States. But I am free to say that if it is proper and economically sound for New York bankers to promote individual ambition and initiative, which are the underlying principles of private business in the United States, then I say, in all candor, that it is not only proper, but absolutely necessary, that the Nebraska bankers, in protection of home industry and their own business, take a hand in this matter and counsel and advise the producers and also say to the big packers that they can go so far, but no farther.

There is another present New York banker policy that is full of danger to the west. For the avowed purpose of stopping stock speculation, the New York bankers have doubled the rate of interest on call money. Only a few days ago the rate was ten per cent. It goes without saying, that we are all strongly opposed to an orgy of speculation, but increasing the interest on call money is not the remedy. If these attractive rates of interest are maintained indefinitely, money of the western banks and individuals will be sent to New York and put on call. Money will thus be drawn out of the legitimate channels of commerce and industry and we will have a business slump. I mention this to establish the fact that New York bankers can make a mistake and they have made a grave mistake in their control of the big packers in the purchase of their raw material.

Only the other day, the second largest bank in the United States was organized under the banking laws of Illinois, notwithstanding the liberality of the McFadden Act, solely to get the advantage of greater latitude in making loans on land. Then are you not vitally interested in a question that affects the value of the ma-

for portion of the bank loans in this state, the question whether the farmers and live stock producers of this state will be given an economically sound market for their animals, stabilizing the value of their land and animals, and, consequently, putting more stability in their bank paper?

Many of the bankers of Nebraska are themselves large live stock producers and feeders, and have, therefore, a direct personal interest in this question. I can conceive of no question in which the Nebraska bankers should have a deeper interest. It is worthy of your most serious consideration. All that I ask is that you listen to me with open minds.

Before taking up this question directly, permit me to say that the basis of prosperity in this country is the farm and the basis of farm prosperity is live stock. Seven-tenths of all grain raised in this country is marketed through live stock. Consequently, the value of the great corn and feed crops depend upon live stock. The farmer sells his corn, ordinarily, in the shape of added weight to the steer and the hog. Anything that destroys prosperity in the live stock industry, necessarily, destroys prosperity on the farm, and anything that destroys the prosperity of the farmer directly affects the banking fraternity and the country at large.

There can be no genuine, general prosperity for any substantial length of time in this country, unless the live stock industry prospers. National greatness and permanency depend upon the soil. One of the greatest economic questions of today is to secure for agriculture its fair share of the National income--is to place agriculture upon the same basis as other industries. I maintain that the most vital part of the so-called "farm problem" is the preservation of the public, competitive market, marketing of food animals. To my mind, this is the gravest question that has ever confronted the live stock producers of this country, because it involves not only the existence of the public, competitive market, but also the integrity and the existence of the live stock industry itself.

I shall always maintain that the vast majority of bank failures in this country has been due to bad banking. At the same time, the big majority of bank failures in Nebraska, Kansas, Missouri and Iowa were due in one form or another, to conditions on the farm and the ranch. It was bad cattle paper that closed numerous banks. The statement of this fact, in view of present cattle prices, emphasizes and demonstrates the folly of discussing this question with reference to prices, or conditions, at any particular time and makes clear the necessity of discussing this question strictly on its merits from an economic standpoint and for all time. This also demonstrates that this is a banker's problem.

The first proposition that I would lay down is that there should be good faith co-operation between the live stock producer and the packer, because the live stock producers furnish the raw material for the packers and the packer furnishes the market for the animals of the farmer and then manufactures these animals into food and meat food products and finds a market for the finished products. Consequently, the big packers should, and must, be treated fairly. But the packers are not to treat the farmers and the live stock producers fairly. This co-operation should be mutual, because the packers have a great advantage in the practical marketing of the animals. The farmers are many, scattered, organized and must market a perishable product when it is ready for the market; while the packers are few, strong, concentrated, well organized at all of the leading markets, with the benefits of the best advisers money can procure and with full knowledge of the world market conditions.

The second proposition I would lay down is, that the farmers and live stock producers are entitled to an honest market, one that is economically sound and is governed solely by competition, the law of supply and demand. No one can challenge this proposition. Our principal duty then

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NOTICE

The Statutes of Kansas provide that all claims of depositors and other creditors must be filed with the Receiver within one year after the date of his appointment, and if not so filed such claims shall be barred from participation in the estate of such bank. The Receiver of the Farmers Union State Bank of Kansas City, Kansas, was appointed on March 12th, 1928.

CHAS. W. JOHNSON, RECEIVER.
THOS. B. DUNN, ASSISTANT RECEIVER.

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(Continued from page 1)

intended you to accomplish until the prophecy of the old days has been fulfilled. In speaking of that time it says, the time will come when the man who plants a vineyard, he will eat of the fruits thereof.

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think one more thought. I hope the Professors are here who teach in your public schools. I want to make a statement here tonight. You will never be able to enslave a people who have access to the press. You cannot do it. The last thing necessary to the complete enslavement is to control the food producing land in this nation. That is the last step. In the development of this country for the last 150 years, the development of the natural resources has required the capital that labor has produced, but labor does not control. Now, at this time has come when in order to complete the subjugation of the people of this country, they have decided to monopolize the lands of this country. The land of your fathers, the men who gave you the Constitution of the United States and the Declaration of Independence, was the thought in their hearts was to give it a law, giving a law of the land. It was their thought the people should not be taken from the land of this country. 50 years ago they began to take the land. We told them the object of the Declaration was to put corporations in place of individual farmers. When we pleaded with you never to let an individual farmer of this land, all economic freedom of this land, all the rights of this land, as it is possible and unthinkable and disgraceful of attempting to establish a system of that kind, to destroy this country. It has only in the last two years that we have taken it. They have put their faces up and say to society that the future of agriculture will be in the hands of corporations and the farmers on a large scale. So they are fighting for changing this system and they say that the foods of this country can be produced more economically by operations of that kind on a large scale than can be at the present time. It will be a very sorry day when American civilization when an American farmer is forced off his farm and into the great markets of this country. I have a report from a pocket a report, a paper report from the States in the last 6 weeks. You did not see it in only the Kansas and Kansas papers. They have published that the Labor brother spoke was right to the farmers' class of news papers when he said the farmers were going to the city man. It is entirely

one to different propaganda that is scattered in the east than is in the west. Clipping was taken from the experts in the London paper.

different agricultural institutes, agricultural colleges in eleven different states sent eleven experts to Europe to study agriculture in the countries of Europe. I know you say. Don't they have a lot of agricultural study agencies in this country with distribution in this country with going over into Europe and studying a system under some bar culture operates and some have other day and give their. That it be their report for the success of culture in the United States. They 000,000 farmers to leave their land and go into the industrial centers. The United States already 21 million people have been forced to the farms of this country into industrial centers. It has come back that 1,000,000 have been told that is true, you still have million of farmers who have been contributors for the laboring people in the great industrial jobs of the country and western 000,000 more has been recommended by these following their report, will 6,000,000 farmers who need to leave the farm. You need but 750,000 farmers to leave the farm. You will have 1,000,000 States. You will have 1,000,000 tracts of farming. That will leave one-half million farmers in the middle west. These great corporations will absolutely get the farm of this country. You are the ones who can stop it. The only way to organize yourselves in an union, co-operate and control yourselves cost of production food you produce. The election any man to the presidency United States will not solve the problem. It may hinder it putting into operation of your program is what you must do. The success of the program of the Union depends on you. The consider your organization and light and demand no more than you demand of the corporation that serve you, your is assured. I know you leave with your respect and affection cannot have your affection but not care much about your received a letter the other day

going to cancel my insurance policy. I am not going to carry my insurance in any insurance company that Milo Reno is the President of and supporting Al Smith for President. Now, I was not mad at him. I know him personally. You know, as I stand here looking in your faces I declare to you I have not the least unfriendly thought towards that man. I feel sorry for him. I concluded I would investigate. Maybe he was really so interested in that thing that he would be justified. I wanted to be fair.

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sometimes have thought the reason I have been able to do this is because I am a Gethsemane through which the Redeemer passed was not on my way to the Cross. In the garden, he asked his three disciples to watch while he prayed a while; when he came back he found them asleep. In all kindness again he admonished them to be ready to watch with him. He asked them to be ready to come back and those who he had inspired and trusted were asleep. It seems to me that was the real Gethsemane. Christ. To know the man who he loved and to help, men who had been permitted to see the transfiguration and heal and open the eyes of the blind in every single contact with him. When he came back he asked them to watch while he went to pray a while. And in this battle for human life, the battle for men against those who are unable to provide themselves with the things of this life, the things that men go to sleep, the man who goes to sleep, the man who neglects to give all that he has in his hands, has again betrayed the Christ in betraying his children. Men in a wonderful opportunity men in this time, in this time, for men to go to the world. I am pleading with you tonight to not only build your organization but to inspire your organization and to give of it so that you can be the benefactors of your hearts. It is the little fellow that you have down there. The old and aged every day we see who have said that they who were able to cumulate and to give of it. I am pleading for justice to the mer and women who have helped us. I want that child in the family who have an opportunity and even spiritually that the good God of us would have. I want you not to do these things lightly but to dedicate them to your lives and hearts to do that of your fellows. I want you to be in Kansas just as sure you are in Kansas and achieve your desire to believe in the God of all.

I am mighty happy to have talked here and to have had this talk with you. I thank you for having saved your

Name and address of the Kansas
Farmer and all the issues since
time you have the convention
from Marysville as it really was
and well for you save these paper
future to me.

ADDRESS OF MR. H. G. KING
ON MONDAY

Mr. Keeney:
'I was enjoying myself and I
forward to your program at
Battered glad to see you here
after I came in this afternoon
saw I was on the program.
how your President
speakers. I think he is lucky if
because and I expected to gather
day tomorrow and take up quit
of time. Tonight I will not let
much time. I think I will give
we are a like and we go off. I wa
in bed in the good address the w
while ago to what the other
are doing in the way of it
We have been very busy
Everything has said is true, at
to his business and sell our stu
us and to sell our supplies
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great merger and what effec
will have on the financial co
of these great companies.
some of them up. I noticed
these creamery stock was
mentioned. The creamery
more than at any time before
day last week. Most every
stock was higher. Many othe
companies, their stock was
They are declaring dividends
looking over on the other side
Wednesday, what was off
everything. I had to sell we
except butter fat and we
have any of that so I am
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if we milling interests that
you are tied up with, their s
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make any difference. It is
the more material those people
large having it back again
stock is worth more than ev
time of the history of their
It's been in trade for long
Our stock has been long time.
I can tell you how you farme
fared down here in Kansas
what the farmers did in th

[illegible]

learn practical policies. Every economic law that has been passed that had something to do with the national income has been fashioned by the Chicago men and we have to be represented there by the people who understand our problems and we will be after our share of the national income. We have to be at Topeka and the same reason. They want to place where the farm organizations can speak for its members. Just the other day I happened to notice, by chance, that the railroads of the state had applied for beds of mission cars to get permission to put new laws in regard to bedding cars for shipping of live stock. That does not seem to be a serious matter. We have to pay \$1.00 for every bed the railroad beds in which this raised to \$1.50 and \$2.50 per car. They were asking they be allowed to charge by the inches of sand that is put into the cars. They were to take for the farmer so we went to that.

The hearing was started and they were about ready to grant on the grounds you have no right to charge for bedding at all for bedding of a car of live stock money. The reason already we are paying for it and if they thought it put off and we are going to fight it out. I just mentioned this to show you need an organization watching out for your interests at Topeka and the farmers' lobby. On the last legislature we passed a law making difference between the farmers trucks and the commercial trucks. We wanted the farmers did not use the farmer's so very much license for his truck and the regular commercial trucks go from \$8.00 to some as high as \$30.00. The went along all right. Then our attorney Judge made a speech after some special machine had gotten after him. He said that meant the farmers would have to pay just the same as the other fellow. The charged him a raise from \$4.00 to half a year he \$12.00. When he saw a right, we said that to go after it. We ruled whether our people can pay a law and have it stand or have ruled unconstitutional. We carried that to court and then we took to the Supreme Court. We got the farmer packers could not have sold that kind of a kick. We have about 60,000 voters in our organization in Nebraska and they sort of respect it and it was not their idea to decide in the Supreme Court. We do not support your organization. We have twice as much prestige as we think we have, if we just use it. I went down to Chicago last spring to object to the raise in freight rates for central states. As they were putting their plan through a questioning listened around until my turn came. I heard some attorney ask, do know anything about the packers in Iowa in Nebraska? His reply was, "Farmers." It is a good sound answer. They have a lot of pig ture out there. I went on the stage and showed the results of my fight since 1920 until last spring for me I do not show up. I proved to them I business man manage farm in the state of Nebraska and my income was the average income. I have been in many communities. My sons have been living over so many years they are bringing goods for sale in almost every community up there. When I got off from the witness stand they received certainly made the record look bad from Nebraska. The farmers are not able to pay more higher rates on live stock. We must use this organization rather than we do. It is a power. I just realized how poor the power have in our own hands how we control things. I started to tell three things I thought the farmers

Marketing

(Continued from page one)

will be to ascertain and determine whether the system of private marketing is economically superior to other methods of distribution.

At the outset, I desire to say that legitimate amount of private trading, buying. There always been, and always will be, something of this character. This is especially true with the hard goods and development of the system of trucking. In fact, the packer has the unquestioned right to the farm, or the ranch or live meat animals, pay for the direct delivery of the farm products. No one has ever questioned the right or attempted to force the packer of this admitted right to the other hand, no one has tried to buy animals anywhere for thousands, or any place, for the prices with the effect, of raising prices or dislocating commerce. Even centuries ago was made a penitentiary after England for anyone who interfered with the market for any of the necessities of life, whether the transaction was on the farm or elsewhere. There is infinitely more involved in this matter than merely international purchases and sales. There always was more or less buying, without objection Harry Daugherty, as Attorney General of the United States, opinion of the Secretary of Agriculture to the effect that the Stockyards Act, 1921" apply to public markets, and not "private" yards, regardless of their effect on the market. Daugherty once enabled the big packers evade the terms and provisions of this regulatory law, but provided way for them to introduce the private system and the packers were not slow to take advantage of this opportunity.

We thus have two systems of marketing of live meat animals in this country. One is public, governed on competition and the other is private which there is no competition. Government regulation, and the packer, arbitrarily, do the quality, the weight and of the thing done. The packers, public and private, the names would indicate,

do not before they change this condition very much, doing down to Washington. It does not make much difference who we elect President but what he does after he is elected. We must protect ourselves. We are fellows who hate the hogs and we hate the hogs. It is up to us to solve our problem. To build our bargaining power. Let's finish the job. We must have those rights. We must go on from there. We did not finish stock firm. We are not going to complete it entirely until we own our own packing plants. We have the hogs and they ought to come to us to buy supplies. The next thing we are going to start these great trusts. Never in the history of any country when great companies were being formed as in the last decade. They seem to arrive on the last day of the year. They get along on it. We have to organize to buy our supplies. We are trying to do that now. I believe the gentleman who read the address said that we do not have a string of stores. We do not know about the Farmers Union in Kansas. We have about 20 stores in Nebraska. We have a chain there has a line of 10 stores. I think I started what we are quite a company. The farmers must do. They must watch the things. Watch the law that divide our national income. Organize to protect the products of their own country. To buy co-operative. Unless we want to buy co-operative we must keep this arrangement for so many hired men. I have talked longer than I intended to. I will not have a chance to impose on you any more, I know. We must get out of these as soon as we can. I believe we send back into the state of Kansas something like \$8,000,000 in patronage dividends from the Superior Creamery. I know, we believe the farmers in Nebraska are organized, they that buy reserves are the ones who pay patronage dividends and looking over every great co-operative in the world, we will see that about two-thirds of them have saved over \$100,000,000 this year and every more they have put away some reserves until we have a great plenty now. I do not know what anything should have been. They started a war on us, could get along. We have a splendid reserve. At St. Joe, the same is true. We have \$500,000, or \$600,000 in reserve. Of our big companies we have the largest patronage. We should sell hogs and oil for the same price the other fellow does. We have done that proper, we should have a little reserve to get our share. If we knew the indirect beneficiaries of all these activities, the stock, the insurance, the Creamery, that would be terrible. If we did all the effort and trouble. If we could not do it, this organization, in getting together on a national program and linking these great co-operatives together, we are going to do something. We need a national program. We are going to get ourselves to accomplish that we are going to be one of the most effective and powerful organizations in this whole country. I thank you.

The Dry Goods Box

Maple Hill, Kan., Dec. 27, 1928.
The Kansas Union Farmer. Let everyone to whom it is possible read The Kansas Union Farmer in the Nov. number of The Country Gentleman. Your own reactions to it will be for your benefit. It will not make any difference to us. As things look now it will not be very long until the farmer's troubles will not be settled. He will not be able to think any more. A manager will do the thinking for him and all he will have to do is the work. The manager will be efficient, draw a good salary and make a profit for the corporation that owns the land. He may be the proper man. The man who knows the land and the farmer who believes that the land should be the home for people but we think they will soon see the error of their way.

Who wishes to live on the farm. The great white ways beckon to us. A sanded road, an automobile, filling stations and hot dog stands for scenery, with a movie at either end. That is the life. Cows keep us at home. Chickens have to be fed at regular intervals. Even the pigs take regular care. Who wants a home anyway? If you have a home you have to go back there sometimes and it's hard telling what you might miss if you get off of main street for a little while. With

ard throughout the United States. What will be the price fixing standard when the public market is gone? When the private system is carried to its logical conclusion, each sale will be a law unto itself. No sale will affect any other sale and the will of the packer will control in each and all sales. It will be merely a matter of what one packer bids for any particular lot of animals.

In the last few years, the big packers have sought to install generally the system of private marketing which means that the packers themselves will, through their "select shippers", buy the animals on the farm. If this system is adopted generally, there will be absolutely no competition and the packer will have the arbitrary power to determine the grade, the quality and the price of the animals.

Now let us assume that the open, public market and its associated private system of marketing. We will state the proposition fairly. In fact, we will let the packers themselves give the reason. The big packers, the big meat collectors and solemly, we are ed in writing that they were opposed to private buying in principle were driven to contrary by through competition to country by letter that was written by the following packers, Armour, Swift, Wilson and Cudahy, and read by Mr. O. S. Mayer, President of the Institute of American Meat Packers, to the representative committee of the stock and bond exchange men, stock and bond brokers appointed by the Kansas Live Stock Association, and the Governor of Kansas, in an effort on the part of the Committee, in friendly conference to bring about a compromise of the fair and consistent adjustment of this matter. That letter has been published in its authenticity and its language never been, and cannot be questioned. Consequently, we start with the proposition, that the packers have influenced the stock and bond market in this system of marketing is self-evident, that is, to get rid of competition, to buy their raw material cheaper. I here and now contradict the statement that the packers deliberately and solemly stated in this official manner, that they went to the

try to buy animals under protest solely because of competitive conditions. This means a lot as the background, in discussing great question on its merits. written statement is as follows:

"After such consideration of the opinion of each country, it is the president by a packed vote, proposed regarding the conduct of his business would be uneconomic and unbusinesslike. However, in saying this each of the larger packers, who he had distinguished understood that the incorporation of his company is proposed to country buying will have been adopted and retained by these packers, as by other means the course of competition that he particularly opposed to the extension of the pre-war volume, or scope, of country buying; in fact, the packers, who have huge plants at terminal markets, have a keen sense of the importance of these markets and the importance of maintaining them. They hope that the production will increase their shipment of these centralized trading places. If the producers, who are to live with such markets, can prevent any extension of country buying."

How could these leaders of the great basic industry state in this outstanding Committee containing a distinguished member of the Government and the representatives of the workers and the people distinguished service men who were opposed to country who wanted to see that country that the people could not do it, but to public markets they all, Armour, Swift, Wills, Cudahy, sat and heard this criticism, the agent of sarcasm, censure, the agent of harsher deservings and let them answer the question and explain this, this remarkable statement ever the big business to the detriment of the public? The following plain statement of things that gets called "vested interests" in the public. Ever since the bankers made this statement they did not want to see the syndicate marketing extended who have done everything with power to extend it.

It might be stated at the outset that the big packers refuse to advance to this friendly and fruitful committee a single constructive suggestion in an effort to solve this long standing question along amicable lines and bluntly rejected constructive suggestions made

corporation farming the greater number of people can live in the villages. Shorter hours of labor will be in style. If you are not able to run a Ford on the salary you get you will have the pleasant memory of the time between 1918 and 1928 when you did so, while the mortgage agent will be a farm. Now we know you are mad. If we could get you mad enough there would be something doing. We used to believe that a landowning citizenship was the greatest guarantee for a free and happy nation and it seems we are overreacting. The proper idea is to encourage every capitalizing man to make interest on the investment. The people can have what they want, if they will pay the price. The longer they put off finding what they want the higher the price will be. They lack of the spirit has given hold, the power trusts a strangle hold. Perhaps it will not be long until the radio trust will incorporate the air and you will have to pay a licence to tune in. Following that, the only play will be in the matter of breathing according to your lung expansion and a tax for sunshine in proportion to the number of square feet in your southern exposure.

Well you don't think this is very good. Neither do we.—C. E. Hedges.

Let it be constantly borne in mind that you cannot determine anything of consequence on this marketing question by present prices or conditions, because there is a fight on between the packers to have this private system installed generally, and this involves the power of the packers to buy their raw material privately at their own figures. We must look beyond present conditions, influence as they are by the tremendous consequences involved in this fight, and determine this question strictly on its merits for all time.

the big packers referred to in the statement that drove them to counting the competition out of business. It was the competition of the small packers. And, right up to the time I met state, in an unfortunate term, that the small packer was the staunch friend, both of the live stock producer and the consumer. Let nothing be done that would ever destroy the small packer. There has not only been your friction in the past, but he is the hope in the future. It is this hope in the future that challenge successful contractors, that during the last two years at the great price fixing markets in this country, the small Eastern packers, through their big packers, "made" the market ninety per cent of the time. By this I mean to not say that the first bid and establish the price. And in thus "making" the market now make another statement of fact that in the past, the big packers stayed off the market until the Eastern packers could secure the required volume. And then the big packers would come on the market to avoid this competition, buying volume remained at a lower price, the establishing a lower price in the country, because the price was paid by the packers, not the packers, at the central markets that is used as a basis for price. Or direct, buying.

This is one form of competition that the big packers desired to have in going to the country, and the small Eastern packers. The fact that these Western packers buy practically all their requirements in the West and ship the animals they slaughter miles, knocks out the proverbial "cocked hat" that argument of packers that they go to the country in some isolated cases because they can get sufficient hogs in certain public markets. The big packers in the country to avoid this competition of the small Eastern packers, the public markets.

But the main competition the big packers in this country was the competition of what was known as the interior packers, that is, the small packers in the middle West particularly in Iowa. The big packers claimed that these interior packers had an advantage over them in the purchase of their raw material and that it became necessary, in some cases, for them to go to the country in order to be put on the same level as the smaller packers who were buying directly from the farmer. Will you pause and study that statement of fact, for it contains most food for thought? It means I want to be fair with big packers, but I want to deal with the packer to deal with the packer that they have gone to the country because of the advantage which the interior packer had in the purchase of his animals from the farmer, that is, that he got his animals privately from the farmer. The big packers don't put a thing on the interior packer had an advantage over the big packer through the system of buying, then it becomes a question of the advantage of the price, cheaper hog. This is the question of the conclusion. The advantage of the merits of this discussion is that the packers are safely anchored, and the farmer, the small packers themselves, on the position that they can buy their animals in the country. In other words, they have gone to the country to get the competition and buy under the same conditions, and to fix the price which was continued next week.

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Watch your battery to see
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Hertz, a German, discovered waves in 1887, 20 years after, well, an Englishman, calculated they must exist.

:: Marketing of Food Animals

(Continued from page one)

will be to ascertain and determine whether the system of private marketing is economically sound.

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We thus have two systems of marketing of live meat animals in this country. One is public, grounded on competition and regulated by Government; the other is private, in which there is no competition. Government regulation, and the packer, arbitrarily, determine the quality, the weight and the price of the animals he buys. The two systems, public and private, as the names would indicate, have

positives. Both cannot survive. One that is economically sound and must, survive; the other must be discarded. The maintenance of the two systems at the same time means an unnecessary expense burden upon the industry. But the mystery to me is why there must be anything private in the market of food.

How could any fair minded man in this Twentieth Century, as to the favor of a system of marketing in which there is no regulation and no control, close? Why should the big packers and the big yards with their close alliance with the Government monopolize the public and competition? The tariff is repulsive to every principled man in fair play. If one party is to arbitrate, it is to have a price, why should no producer, for a change, be given power instead of the packers, and a tariff how should there be a tariff? It is exactly the principle involved in this fight.

Let us for one moment consider the public system. This system of plates open, public, competitive or markets, which, generally speaking, is the one that the majority of the great packers of the market thus brings to one of the greatest possible number of buyers and the greatest possible number of sellers, and upon competition. It is contemplated that the public will be restrained, or controlled, by any unnatural or artificial interference. This public system has been in operation for many fifty years, and represents the best that the ingenuity of the human mind could devise today the marvel and envy of the world. Representatives of the governments of all the great nations have been sent here to study this system so that they may benefit thereof. It should

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any such agreement by a pack as that proposed regarding the conduct of his business would be uneconomic and unbusinesslike. However, in using this each packer, the larger packers asks that he be distinctly understood that the inclination of his company is not opposed to country packers who have been adopted and retained by these packers, as by others, in the course of competition, that he is particularly opposed to any extension of the volume of production of country packers. In fact, the packers, huge plants at terminal markets have a keen sense of the importance of these markets and the importance of maintaining the status quo.

He hopes that the producers will increase their shipments through these centralized trading plants. If the producers will not do this, live stock to be sold at markets, country buying, any extension

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