

Signed.....



COOPERATIVE OIL NEWS

HOWARD A. COWDEN,
President Union Oil Company

Two Carloads of Union Certified The Garden City Cooperative Oil Company, Garden City, Kansas, has just received their eighth carload of Union Certified lubricating oils and greases since January 1st.

Another car of Union Certified has just been received by the Kanorado Cooperative Business Association, Kanorado, Kansas. Shipments for four other cooperative oil companies were also included in the car. The Equity Exchange, Burlington, Colorado, The Equity Exchange, Seibert, Colorado, the Equity Exchange, Stratton, Colorado, and the Farmers Union Exchange, Flagler, Colorado pooled their volume with the company at Kanorado in order that they might receive the benefit of the carload freight.

This is just another advantage of cooperative buying. If these companies had not all been handling the same brand it would not have been possible for them to have made the pool car shipment at this season of the year when their requirements are less than usual.

Another Member

The Farmers Cooperative Oil & Supply Company, Alexander, Kansas, has been added to the list of Union Certified distributors. Their board of directors, members of which are Messrs. H. W. Jones, J. H. Wells, Leo Gish, Leo Wells, Peter George, S. P. Phillips, Schwartzkopf, and Leonard Young, decided at a meeting early in November that it would be to the advantage of their company to work with other Cooperatives in Kansas by distributing the Cooperative brand of oil and grease.

Local Cooperation

Radium, Kan., Dec. 10, 1931.—After making a careful survey of the quality of Union Certified products together with the service and prices of the Union Oil Company (Cooperative), distributors of this brand, the board of directors of the Cooperative Oil Company here signed membership agreements to become distributors of Union Certified.

The Union Oil Company (Cooperative) has been serving a large number of Cooperative Oil Companies in Kansas as well as other states, and according to recent reports this company has shown constantly a splendid increase. This was an indication to our local leaders that the quality and service as well as their prices would enable the local company here to increase its volume and savings.

The Farmers Cooperative Oil & Supply Company of Seward, Kansas has also decided to handle this brand and will secure their gasoline through our bulk plant here. It will be an advantage to farmers in both Radium and Seward territories to thus work together. By both companies becoming distributors of the Cooperative brand they are not only making it possible to render additional service to the farmers in both territories, but are also increasing the buying power of more than 100,000 farmers who are pooling their purchases of petroleum products through the Union Oil Company (Cooperative).

Mr. B. M. Colglazier is manager at Radium and Mr. Claud Keeler is manager at Seward. Members of the respective boards are as follows: Radium—W. L. Smith, S. Yocum, J. A. Unruh, S. A. Broadbent, T. E. Hoffman, S. N. Pinkston, E. W. Caster, J. C. Bauer, Harry Stroble and Geo. Wairach. Seward—D. F. Gates, Robert Chadd, Herman Schultz, Frank McGinty, Geo. Wright, C. E. Dralle and Walter Hickman.

The Farmer Pays

Effective December 3rd, less than carload rates on petroleum products was changed, effecting a large number of points throughout the Middle-west, and in many places, the new rates show an increase. Several weeks ago the railroads attempted to increase freight rates 15 per cent. It would seem that after they failed to secure this general increase that they were determined to secure higher rates by making an increase in the rates on these commodities. Regardless of how they handle the matter, every time they collect an extra dollar, it is the farmer who pays. In other ways transportation charges are added to the price he pays for the things he purchases including petroleum products, and deducted from the market price he secures for what he produces.

In this connection it is interesting to note that in 1930 the gross income of the farmer showed a decrease of 22 per cent from their 1929 income. Also that the farmer's gross income for 1930 was the lowest since 1921 according to a report made by a representative from the Department of Agricultural Economics before the Interstate Commerce Commission at their recent hearing, protesting the 15 per cent increase in freight rates. This report showed further that the farmers living costs had declined only 6 per cent while his purchasing power showed a decrease of 34 per cent. In view of this kind of a situation, the farmer can ill afford to pay for any increase in freight rates.

Saturday a Busy Day

On a certain Saturday recently, the Garden City Cooperative Oil Company, Garden City, Kansas, serviced 213 cars. The average income per car was \$1.10 and their total sales of gasoline at their service station on that day were 950 gallons. This is an indication of how well farmers in the Garden City territory like their own brand of goods, for incidentally every gallon sold was Union Certified.

Skelly Shows Deficit

According to recent reports the operations of the Skelly Oil Company show a net loss of \$284,347.00 for the quarter ending September 30th. For the nine months ending September 30th, the net loss is \$2,987,230.00. This compares with a net income of \$1,820,306.00 for the same period a year ago.

Volume and Profits

The financial statement of the Cooperative Oil Company, Loomis, Nebraska shows that the company handled a very large volume during the twelve months period ending September 30, 1931. Their sales of gasoline, kerosene and distillate amount to 263,740 gallons, 42,000 gallons of which was sold to non-members. Their sales of oil and grease amounted to \$9,000.00. The company declared a dividend amounting to \$11,601.74 for the period which is an indication of the splendid savings this company is making in the service they are rendering to the farmers of the Loomis territory. Their net profits for the twelve months prior to the period mentioned were \$10,685.39, making their profits for the two years period in excess of \$22,000.00. There can hardly be any doubt that it pays farmers in the Loomis territory to pool their purchasing power. Such a record speaks for itself and is one of which the manager, board members and stockholders can be justly proud.

Reno Burgeon is manager of the company and is ably assisted by board of directors, as follows: Robert Morrison, Henning Tharall, Henry Larson, Stanley Peck and Reed Phillips.

Cooperative Pointers

We reprint below "Pointers in the Administration of Cooperative Oil Associations," issued recently by the accounting department of the Northern States' Cooperative League, and which merit the consideration of board members and other officials, and all employees of Cooperative Oil Companies who are interested in the development of the movement.

"1) The position of a board member is one of trust and responsibility and each member should endeavor to discharge his duties in a manner that insures as much as possible the success of his organization both in regard to cooperative and business practices. Extensive reading of cooperative literature is suggested.

"2) Appointed members of the board of directors should monthly inspect certain routine business transactions. The cash receipts and disbursements should be checked and the cash balance in the ledger account should be reconciled with the actual amount of cash on hand. The vouchers supporting the cash disbursements should be verified and approved. The canceled but checks should be checked both with the bank statement and the check register.

"3) Credit business should not be tolerated in a cooperative organization. Credit business creates ill feeling, enmities, loss of business, extra labor, and loss of money which the cash-paying patrons must absorb, by paying higher prices or receiving smaller patronage rebates. Where the manager or drivers are allowed to extend credit, they should be held responsible for the accounts and should be required to pay these accounts when they become of a certain age. Not over thirty days is suggested.

"4) The merchandise inventory should be taken by a committee of the board of directors in cooperation with the manager. Two copies of the inventory should always be taken. The manager should price and extend his copy while a member of the inventory committee should personally submit the other copy to the auditor.

"5) Always be sure that your association is adequately protected with insurance. The following forms are suggested: Fire, tornado, workmen's compensation, automobile liability, fidelity bonds, and misdelivery insurance.

"6) It is important that the amount of capital stock sold amounts to more than the investment in buildings and equipment so that the manager may have a sufficient amount of working capital at his disposal. This is necessary in order to be able to pay all debts when due, to take advantage of purchase discounts, and maintain a good credit standing.

"7) A patronage rebate should be paid in cash only when all debts are fully paid and the organization does not expect to make further investments in buildings and equipment. Otherwise the patronage dividend should be paid in the form of fully or partly paid shares of stock.

"8) In order that there may be a good control by the board of directors over the quantities handled of each commodity the manager or managers should be held responsible for any abnormal shrinkage during the fiscal year. Shrinkages of 1 1/2 per cent on gasoline and 1/2 per cent on kerosene and distillate are considered normal. There should be no shrinkages allowed on lubricating oils and greases.

"9) Good business administration is not complete unless regular audits are had by disinterested public accountants. Regardless of how much confidence the board of directors may have in the ability and honesty of their employees, regular audits should be insisted upon. Regular audits still the confidence of the membership in the administration of their association, and the manager, bookkeeper and directors benefit by constructive criticism made by the accountant. Conscientious and honest employees always welcome regular audits.

"10) The Northern States' Cooperative League is an educational organization for the purpose of spreading the knowledge of the cooperative movement in the north central states. An auditing department is maintained to give auditing service to any cooperative applying for the same, at a reasonable cost. Accountants are employed who are experienced in their work and who have a special knowledge of the various problems confronting cooperative organizations."

"CO-OP" Car Batteries

Arrangements have been completed with a well known battery company to manufacture for the Union Oil Company (Cooperative) a special line (continued on page 4)



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, Kansas.

Dear Junior Cooperators:

Well, here we are, with our first 1932 Page!

Let's make a resolution right now, to make our Club twice as much fun, twice as interesting and worth while this year, as it was last. And—let's try to get twice as many members. Along with this thought—we might all try to write Aunt Patience twice as often as we've been writing. For some of us—that wouldn't be so very many letters!

A good many of you haven't sent in all the lessons up to this time—let's resolve to send in every lesson this year. For you know that's part of your obligation as a member. And now, that you all may have the very happiest New Year of your whole lives, is the wish of

Aunt Patience.

Alma, Kansas,

Nov. 28, 1931.

Dear Aunt Patience: I do not understand about our scrap book. What are we supposed to do with the book you gave us? You spoke about changing the age. I would like it fine, if it was changed to 21 so I could be a member longer.

Yours truly,

Hermagene Palenske.

Dear Hermagene: Most of the Juniors have been using the paper in the book to send in their lessons. It's nice, I think, to keep the things connected with the Club work in the book—such as the lessons, cut out and pasted in, our Club song, and so forth. More paper can be bought to fit the book when you've used that sent with it, at any book store. You can clip any letters which especially interest you from other Club members, and paste them in the notebook, too. Then, sometime perhaps you'd like to write the senders of the letters. Oh, there are a great many things you can do with it—You'll find new uses for it as you go along. I'm glad you think it would be a good thing to extend the age limit. Please write to us again.

Aunt Patience.

Hope, Kansas,

Dec. 4, 1931.

Dear Aunt Patience: I would like to join the Junior Cooperators club. I am staying with my grandfather and two aunts. My grandfather is my guardian and belongs to the Farmers Union. Will you let me join the club? I will study the lessons and will try to get new members for the club.

My name is Maynard Powers. I am 12 years old and in the eighth grade. My birthday is September 11. Have I a twin?

How are you? I am just fine. We sure have been having rainy weather, haven't we? But it isn't hard for me to get to school because the schoolhouse is only about a block from our place.

I would like to have the pin and book as soon as you get them.

With love,

Maynard Powers.

Dear Maynard: We are glad you're becoming a member of our Club—I know you will do the very best you can with the Club work. I'll send

you a book and pin very soon. You must watch for your twin and tell me when you find one. It's fine that you live so near the school, isn't it? So many of the Juniors have so far to go. Please write us again.

Aunt Patience.

Bremen, Kans.,

Dec. 3, 1931.

Dear Aunt Patience: How are you? I am just fine. I am 7 years old and in the second grade. My birthday is June 7. My teacher's name is Miss Gretchen Moser. My father is a member of the Farmers Union. Please send me a book and pin. Ruth Boettcher asked me to join. Well, my letter is getting long I will close.

Yours truly,

Ida Remmers.

P. S. Would you call Elmer Jones a twin? His birthday is on the same date as mine but he is older than I am.

Dear Ida: Welcome—I'm glad you've decided to become a member of our Club. Fine for Ruth—she'll have a "stax" on the Membership Roll. Elmer wouldn't be an "exact" twin—but we usually consider that someone whose birthday date is the same, is a "twin." You could be twins until you each find someone more nearly your ages. Will send your book and pin very soon—I hope you saved the lesson which was printed in the paper last week.

Aunt Patience.

Tampa, Kansas,

Nov. 21, 1931.

Dear Aunt Patience: I'm sorry I have neglected you. I

J. M. Gaume, M. D.

Specialist in Diseases of the Rectum and Colon
Colonic Irrigator

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134 N. Eighth Phone 3505

Salina, Kansas

took time after I worked out my lesson to write you a letter. I suppose you thought I wouldn't write any more. Well you needn't be afraid. We had an awful rain here. It lasted almost two weeks so you see it must have been an awful rain. Now it is frozen as hard as a rock. I'm going to high school at Lincolnville, five miles east of our place. There isn't one evening I don't take a book home. I'm going to one of my aunts for Thanksgiving dinner. I missed my Thanksgiving letter. What do you think about the war in China and Japan?

Your Junior,

Bernice Schick.

P. S. We are having snow after this rain. Some mess, isn't it?

Dear Bernice: I'm glad you intend to keep writing to us—I had been going to think that perhaps you weren't going to, any more. Goodness! what must have been a bad rain. Yes, there is a lot of home work connected with a High School course. I think the war in China and Japan is as useful and wonderful and wicked as are most wars. Don't you think so? I hope you had a nice Thanksgiving.

Aunt Patience.

Beagle, Kansas,

Dec. 5, 1932.

Dear Aunt Patience: I am sorry to say that I have lost my November lesson. Have you one you could lend me or send me? I will try never to let it happen again. How I come to lose it was that we had moved and it has been used or burned I expect, when cleaning.

Changing the subject, how is the weather out in Salina? It rained here some Thursday evening. The farmers are busy husking corn down in our neighborhood.

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Please tell Mrs. Campbell I have changed my address but you can just leave my name on the Osawatimie list. Well I had better close.

Your niece,

Ferne Barrett.

Please send mail to Miss Ferne Barrett, Box 143, Beagle, Kans.

Dear Ferne: I'm sorry about the November lesson—but as we've had the December lesson now, I think you can just let the other go as I don't have any papers with the November lesson, now. The weather here has been just about like yours—rainy and unpleasant. All right, I'll give Mrs. Campbell your changed address—she'll be glad to have it. Write us and tell us how you like your new home.

Aunt Patience.

Bremen, Kans.,

Dec. 1, 1931.

Dear Aunt Patience: How are you. I am just O. K. What are you doing all these days. I am going to join your club. It is getting so late but I thought I would join it too because everybody else wrote. I am in the fourth grade. My birthday is April 21. I am nine years of age. Have I a twin? I have a little cat. He is yellow, and his fur around the neck is white. His name is pussy. I would like to have a book and pin.

Yours truly,

Herman Remmers.

Dear Herman: I am glad that you're becoming a Junior Cooperator and I hope that you'll send in all the lessons and write us often. I imagine your little kitten is cute—a white "collar" would be pretty, on a yellow kitty. Watch for your twin and write me when you've found one—your book and pin will be sent very soon.

Aunt Patience.

Olathe, Kans.,

Nov. 19, 1931.

Dear Aunt Patience: How are you? I am fine. Hope you are, too. We are going to have a program Dec. 11, I think. My favorite flower is American Beauty. Our school color is blue and red. Our bird is blue bird I think. Our flower is

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LIVE STOCK MARKET
LETTER

Kansas City, Monday, December 28, 1931, as quoted in The Co-Operator.

FAT CATTLE MARKET: (By Art Little) Compared with the low time two weeks ago our fat cattle market today is anywhere from 50c to \$1.50 higher. Most of this advance shows on the better grades of steers. Cattle showing enough fat to get out of the short fed class have been in good demand, both to the local packers and Eastern order buyers and are selling in a range of from \$7.50 to \$9. Fair to good kinds of short fed cattle, that are selling on the present market at from \$5.25 to \$6.75, show an advance of 50c to 75c from the low time two weeks ago. Last week's very light receipts of fat steers had a bullish effect on the Eastern beef trade and enabled the packers to get rid of a good portion of their beef supply at decent figures. While today's market (Monday) was fully steady on the better classes, the medium and plainer kinds sold 25 to 50c lower than last week's high level. Present fat cattle prices are occupying a higher level than the their competitive meat commodities and while we expect to see a pretty fair demand for the well fattened kinds, we can't expect much improvement in the prices under the present condition.

BUTCHER MARKET: (By Johnnie Hannon) In spite of light receipts of cows and heifers here today, our market showed no improvement as compared to last week's advance, prices holding only steady. However, all classes of heifers and light weight mixed yearlings show an advance of fully \$1.00 per hundredweight as compared to the low time two weeks ago. Canner cows are selling at \$2. Cattle, \$2.50 to \$3, with the bulk of the better grades of killing cows from \$3 to \$3.75. The better grades of fed heifers are selling from \$5.50 to \$6, with the bulk of the short feds bringing \$4.75 to \$5.25. Stock cows and heifers in a very limited demand but selling considerably higher than two weeks ago.

CALF MARKET: (By Freddie Seager) Our general calf market is steady with last week's advance. Practically all top 6 calves with a few fancy ones up to 7c. Bulk selling from \$4 to \$5.50. Medium weight and heavy killing calves selling mostly from \$3.50 to \$4.50. Baby beef calves weighing from 450 to 600 pounds selling mostly from \$5.00 to \$5.50. A few heavy calves higher. Stock calves moving slowly with the bulk of the good to choice Whiteface steer calves selling from 5 to 6 cents. Shorthorns around \$1.00 under the Whitefaces. Good to choice Whiteface heifer calves selling mostly from 4 to 5 cents. Bulls steady. Good to choice, \$2.75 to \$3.25. Plainer kinds \$2.25 to \$2.50.

STOCKER MARKET: (By "Bob" Lierance) With light receipts of stockers and feeders on the market last week and today, our market is around 50 to 75c higher than the low time two weeks ago. We look for larger receipts of stock cattle next Monday and believe that they are still a good gamble at the prices. Choice Whiteface yearling steers, weighing from 500 to 700, are selling from \$3 to \$3.75; medium kinds \$4.50 to \$5. Shorthorns are selling 50 to 75c under the Whitefaces. Best quality feeder steers, weighing from 900 to 1,000 selling at \$5.50 to \$6. These are fleshy enough for packer competition. Medium kinds, \$4.50 to \$5; plainer ones of both breeds from \$3.50 to \$4. Anyone interested in stockers and feeders feel free to write us and we will keep you posted at all times.

SHEEP MARKET: (By Fred Grantham) With liberal receipts of sheep coming to market, the lamb market here today is closing about 25c lower than last Thursday. Best fed western lambs sold here to shippers at \$5.50. Other good quality lambs to packers at \$5.25. Fat ewes, \$2 to \$2.50. Fat wethers, \$3 and yearling wethers, \$4. Cull lambs, \$3 to \$3.50. Cull ewes, \$1 to \$1.50. Feeding lambs, \$2.50 to \$4.

HOG MARKET: (By "Snapper" Garrison) Our receipts today were 6,500, including 25 cars of directs. The market was steady on light hogs to shippers, with the top of \$4.25. Medium and heavy hogs to packers were 5 to 10c lower. Top to packers, \$4.10 to \$4.25. 130s to 160s, \$4.10 to \$4.25. 240s to 300s, \$3.95 to \$4.15. Stock pigs, \$3.25 to \$3.85. Packer sows, \$3.25 to \$3.75.

It is my opinion that this spread between light hogs and heavy hogs will gradually increase, because the bulk of the hogs are weighing 230, or above, and I believe there are quite a good many heavy hogs to be marketed after the first of the year. The shippers are having a hard time filling their orders on light hogs. Last Thursday, there were several orders of light hogs that had to go unfilled. We do not look for much advance in the hog market in the near future, unless it would be on the light hogs. If they get much scarcer, it may force the shippers to pay higher prices for them. The Eastern and Northern markets are marketing a good many hogs at the present time. The Northern markets have had unusually heavy receipts for this time of the year, due to the fact that so many pigs and lights are coming to market on account of the shortage of feed.

FAT CATTLE SITUATION

By ART LITTLE
(Farmers Union Steer Salesman,
Kansas City, Mo.)

The big fluctuation in fat cattle prices in the last three weeks proves that our present good level of prices is resting on a very uncertain foundation. Other competitive meats, such as pork and mutton, are selling on a much lower level than beef.

A continued normal supply of fat steers to market will undoubtedly force prices a little lower, although, our opinion is that the prospects right now are better for fair prices during the late winter and early spring than they were a few weeks back, due altogether to the very heavy movement of short fed cattle the last few weeks caused principally by excessive rains, causing muddy feed lots and the general bearish feeling of the cattle feeders.

While a few outstanding loads of cattle have sold at \$10, and above, the last two weeks, the practical top on cattle, started on feed in the late summer or early fall, is \$9, and the bulk of the sales range from \$6 to \$7.50. During the low market two weeks ago, when the supply of fed cattle was excessive at all the principal markets, a great many steer: showing considerable feed and of fair quality sold at from \$4 to \$5 and to prevent a repetition of these prices feeders will have to watch the market closely and hold back when the receipts are getting a little too heavy and the market is showing extreme weakness.

Government reports show a considerable increase in the supply of cattle in the feed lots throughout the Eastern portion of the United States, while the middle and western portions show less cattle on feed than during the corresponding period last year.—The Co-Operator.

CHARLES SIMPSON WRITES
TO FARMERS UNION FOLKS

(continued from page 1)
accomplished a great deal and have done a great work and are sure to win. Friends, I cannot close this letter without mentioning the empty chairs. I can't forget those old wheel horses. They were all true blue. Many of them have sat in the car with me mile after mile, night after night. They laid down their lives for the cause. It seems to me such men are few. They have crossed the river to the Great Beyond, never to be forgotten.

My many friends, I hope you have had a Merry Christmas and a Happy New Year. I would like to be with you and have some of those old fashioned visits like we used to have when we talked Farmers Union. I often

think of you. While everything is lovely here, I can't forget my old friends and the Farmers Union. My health is better than it was when I left Salina, but not much better. I do feel much better than I did in the summer. It was very hot here last summer and I got very weak. We are not on the ranch any more.

Mr. Simpson and I send our love and respect to all our friends and all members of the Farmers Union. We are at 352 El Centre St., So. Pasadena, California.

Very respectfully,
CHAS. SIMPSON.

HERE ARE NAMES OF ASSOCIATIONS WHICH COOPERATE

(continued from page 1)
Piqua Consolidated Local, Piqua, Kans.
Emil Samuelson, Mgr., Randolph, Kans.
Craven Grain Co., Summerfield, Kans.
Geo. Hammerlund, Mgr., St. Marys, Kans.
Tindall F. Ex., Tindall, Mo.
J. R. Sample, Mgr., Walnut, Kans.

Cooperative Oil Notes

(continued from page 3)
of "CO-OP" batteries. The company recently announced that they would, within a short time be in a position to supply their accounts with "CO-OP" tires and tubes. The selling of batteries is closely connected with tires and tubes and by supplying the local companies with this complete line, they will be in position not only to accommodate their customers, but to give them a chance to participate in profits on this class of goods as well as on petroleum products.

A recent survey made by the company shows that a very large number of Cooperative Oil Companies are at the present time handling tires, tubes, and batteries. Managers of many of these companies have indicated that they are in favor of changing to a brand, the distribution of which will be confined exclusively to Cooperative Oil Companies. They have expressed the opinion that in this way they will be able to pool a greater buying power which in turn will increase the savings for their members.

"CO-OP" batteries as well as tires and tubes will be sold under a 100 per cent guarantee of satisfaction. The purchaser of every battery, tire or tube will be given an "Insurance and

Kansas City's
Largest
Most PopularHotel Baltimore
CHOICE ROOMS
\$2.00 to \$3.50

It's the most convenient too. Close to everything down town, good rooms, good food, good service, and a friendly atmosphere.

SAMPLE ROOMS

Commercial travelers can save too, more large well lighted sample rooms than all other Kansas City hotels combined—now \$3.50 to \$6.00.

Write or Wire for Reservations

Hotel Baltimore
KANSAS CITY, MO.

GUARANTEED GIVEN
WATCH

Get this handsome American-made man's or boy's watch with latest "Round the World" airplane design on back of its durable case. Specially set with 24 jewels and 10,000 vibrations per hour. Flower Seeds at the large back to secure this watch or 50-cent Air Rider.



We also have beautiful jeweled wrist watches, sets of dishes, tools, flashlights and other fine gifts shown in our catalog sent with seeds, which explains plan by which you get gift you want.

EXTRA—50 Grand Pictures or 500 in Cash—win auto, or pony, etc. Good chance to win if you act quick—send for TODAY.

Write today for seeds. SEND NO MONEY—pay when seeds are sold. Farm money—Labor, Cash instead of GIFT. If desired, AMERICAN SEED CO., Dept. D-54 Lancaster, Pa.

ORGANIZED AGRICULTURE IS THE ANSWER TO Depression on the Farm

With Congress again in session, it's open season once more on "farm relief", that political football that has been kicked around the National arena for eleven long, weary years.

Conscientious leaders in Congress, no doubt, will offer legislation that would, in their opinion, be genuinely helpful. Others will be looking forward to the great farm vote this year. They will be more concerned with untried nostrums and isms than with sound economics.

National leaders should be made to realize that agriculture must be revived before there is hope of putting millions of idle men in the cities back to work. The farmers' purchasing power must be restored and that cannot be accomplished until the crops he raises will bring as much as he is asked to pay for manufactured products he must buy. There must be an equalization of the farmer with other industries—for, after all, farming today is the nation's basic industry.

Success Mills, Inc., has watched the growth of such cooperative movements as the Farmers' Union, with an ever-growing conviction that among such organizations will be found the "Equalizing factor" which will, in

turn, bring about an economically sound agriculture. In other words, the farmer must meet organized efficiency with organized efficiency.

Cooperative buying and selling mean a higher price for farm products, and a lower cost of farm necessities. The Farmers' Union is playing its part in this field. The splendid progress being made in both cooperative selling and cooperative buying is an eloquent tribute to the stalwart membership and able leadership of this pioneer farm organization.

Success Mills, Inc., congratulates the Farmers' Union and wishes the membership, individually and collectively, continued prosperity in 1932.

SUCCESS MILLS INC.

Kansas City, Mo.

Success Mills welcomes this test: Separate your laying hens. Put half of them on Success Egg Mash and half on any other mash. If Success Egg Mash does not produce MORE EGGS, BETTER EGGS with greater hatchability than any other egg mash, we have nothing more to say. There certainly is a DIFFERENCE in egg mash. LET YOUR HENS PROVE IT TO YOU.



The Farmers Exchange

Where Farmers Buy and Sell

RATES FOR ADVERTISING IN
THIS CLASSIFIED SECTION
EACH INSERTION PER
WORD 3c

Terms cash in advance and where check accompanies order for four or more insertions the rate will be 2½c per word per insertion.

Number of words	1	2	3	4	5
10	.30	.60	.90	1.00	1.25
11	.33	.66	.99	1.10	1.38
12	.36	.72	1.08	1.20	1.50
13	.39	.78	1.17	1.30	1.63
14	.42	.84	1.26	1.40	1.75
15	.45	.90	1.35	1.50	1.88
16	.48	.96	1.44	1.60	2.00
17	.51	1.02	1.53	1.70	2.13
18	.54	1.08	1.62	1.80	2.25
19	.57	1.14	1.71	1.90	2.38
20	.60	1.20	1.80	2.00	2.50
25	.75	1.50	2.25	2.50	3.13
30	.90	1.80	2.70	3.00	3.75

WANTED—Position elevator manager. 15 years experience. Married. References furnished. Elevator Mgr. 940 Maine, Lawrence, Kansas. 7-28-1

WANTED—Steel Separator—26, 28, or 32 inch—Joseph Oborn, Timken, Kansas. 1-7P

YOUR AD in this paper would be read by over 50,000 Kansas farmers and farmers' wives.

FOR SALE

AYRSHIRE CATTLE. Some have four ancestors averaging 2100 milk, 829 fat. Buy a Bull; he's half of the herd. J. F. WALZ & SONS, Hays, Kansas. 2-4P

RED CLOVER at 7.50; Alfalfa at \$5.00; White Sweet Clover at \$2.75; Alsike Clover at \$7.50; Timothy at \$2.00; Mixed Alsike and Timothy at \$3.00; All per bushel; Bags Free. Samples, Price List and Catalog upon request.—Standard Seed Co., 5th St., Kansas City, Mo. 1-7P

FOR SALE OR TRADE—Hotel and Restaurant in Good Railroad town. Will take stocks or bonds or real estate. See Wm. Schewe, Alma, Kansas. 1-14P

CERTIFIED Frost-proof Cabbage and Bermuda Onion Plants. Open field grown, well rooted, strong. Cabbage each bunch fifty, mossed, labeled with variety name. Early Jersey Wakefield, Charleston Wakefield, Succession, Copenhagen, Early Dutch, Late Dutch. Postpaid: 200, 75c; 300, \$1.00; 500, \$1.25; 1,000, \$2.00. Express collect: 2500, \$2.50. Onions, Prizetaker, Crystal Wax and Yellow Bermuda, Postpaid: 500, 75c; 1,000, \$1.25; 5000, \$6.00. Express collect: 6000, \$3.50. Full count, prompt shipment, safe arrival, satisfaction guaranteed. Write for Catalog, UNION PLANT COMPANY, TEXARKANA, ARK. 7-28

Guarantee Certificate signed by the Union Oil Company (Cooperative) and the local distributor, and which gives him 100 per cent assurance of satisfactory service.

Wholesale profits on "CO-OP" batteries, tires and tubes accrue to the benefit of the Employees' Association sponsored by the Union Oil Company (Cooperative) and are used to carry life insurance for each member of the Employees Association without cost to the individual.

To Investigate Tire Cut
The executives of several rubber companies are reported to have under consideration asking the Federal Trade Commission to investigate the recent reduction in tire prices, which amounts to from 5 per cent to 10 per cent on passenger cars and 15 per

cent on inner tubes. It is said that if the protest is filed, it will be based on claims that the price cut was made by the bigger companies for the purpose of "squeezing out" the smaller companies.

Union Certified—the Seal of Quality
—the Sign of Savings

It would be hard to imagine a farmer operating his farm without using petroleum products. He uses them in exceedingly large quantities, yet for years he has had nothing to say about the quality, but his costs on these products has run into large sums. His best weapon is Cooperation. More than 100,000 farmers are using Union Certified the Cooperative brand. Let's make it one million strong. We can build a million dollar business for farmers!

Total Cooperative Sales Exceed Two Hundred Thousand

The Minnehaha Cooperative Oil Company of Sioux Falls, South Dakota is rendering a very splendid service to farmer consumers of petroleum products in that territory. Their total sales for 1930 amounted to \$200,665.12, with net profits for the year amounting to \$16,394.70. It is expected that their financial statement for the year 1931 will reflect another year of successful operation.

The following, published in connection with their financial statement is an indication of the basis on which they operate and is no doubt responsible for their splendid success: "It's Up To You! The Cooperative exists for the sole purpose of serving the

best interests of the consumers in each community. No business can succeed without patronage and a cooperative business is no exception to this rule. However, the Cooperative can serve the interests of the people only to the extent to which they give it their support. Your patronage is your own and you can give it where you please. For that reason, the success or failure of the Cooperative rests in the hands of the people it is intended to serve. Give the Cooperative your full support and help to build a better economic and social system."

Mr. John Meylink is president of the company and is ably assisted by the following members of his board of directors: J. D. Coon, E. W. Allen, E. E. Mills, Ira A. Moore, H. N. Dybvig, W. H. Owen, C. P. Hoeft, Hans Evans, H. G. Leubecker.