



THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XXIII

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LET US ALL KEEP OUR FEET UPON THE GROUND

CHAIRMAN LEGGE SUGGESTS EMBARGO FOR WHEAT

WASHINGTON, Dec. 24 (AP)—A temporary embargo on wheat has been suggested by Chairman Legge of the Farm Board to members of the senate agriculture committee.

Legge said this would be "the most effective method" of dealing with importations of Canadian wheat which he feared might result if world prices decline further below domestic levels.

Senator Capper of Kansas, a republican member of the committee, in making the letter public today, said in the event world prices slumped further and importations resulted he "would be glad to sponsor" legislation to that end.

An embargo, in his opinion, could be obtained more quickly than an increase in the tariff on wheat, now 42 cents per bushel.

Before congress reconvenes January 5, Capper continued, he expects to confer further with Legge.

Liverpool 16 Cents Below

In his letter of yesterday to Senator Capper, the chairman pointed out that the Liverpool market had closed at 60 1/4 as against a closing figure of 76 cents at Chicago.

The spread between Chicago and Winnipeg, he pointed out, is from 26 to 28 cents per bushel. Mr. Legge added that millers will pay a premium on the high quality Manitoba wheat, and expressed the fear that "any further decrease in the market (Canadian or world) will probably result in wheat being imported from Canada."

"Probably the most effective method of dealing with this," the letter continued, "would be a temporary embargo on wheat imports which would seem justifiable in view of the fact that we will have a burdensome surplus without importing any."

On Right Track, Says Capper

Capper said he thought Chairman Legge was on "the right track."

"There is a danger there," he added, "that we've got to take into account."

"We certainly do not want any importation of wheat."

The senator pointed out that with congress in recess there would be some time during which a more definite trend in prices would develop. In the event that the chairman's fear materialized, he continued, action should be taken to prevent importations.

Since mid-November, when the grain stabilization corporation stepped into the wheat pit determined to prevent any "further unwarranted declines" in domestic price levels, domestic prices have been above world parity.

George S. Milnor, general manager of the corporation, only recently reiterated in Chicago the corporation would maintain domestic old crop prices or at perhaps slightly higher levels.

Chairman McNary of the senate agriculture committee said he had received a letter from Legge also, but had no comment.—Salina Journal.

RADIO JANUARY 2, 1931

The Farmers Union Hour over Station WIBW Friday evening 8:00-8:30 will be in charge of the Farmers Union Jobbing Association.

THE SONG OF THE PLOW

It was I that saved from famine
All the hordes and tribes of men;
I have never ceased or faltered
Since the tilth of fields began.

Since the first stick bent and crooked
Drawn across the wondering earth;
While upon the man who used it
All his tribesmen gazed in mirth.

But the wild seeds sprang in blossom
More abundant than before;
And the fool who toiled all summer
Had the wise man's winter store.

It was I that built Chaldea,
And the cities of the plain;
I was Greece, and Rome, and Carthage,
And the opulence of Spain.

Where their courtiers walked in scarlet
And their queens wore chains of gold,
They forgot 'twas I that made them;
Growing Godless folk, and bold.

I went over them in judgment,
And again my cornfields stood,
Where their empty courts bowed homage,
In obsequious multitude.

For the Nation that forgets me,
In that hour her doom is sealed,
In a judgment as from Heaven
That has never been repealed.

Harry Kemp.

NOTICE LOCAL SECRETARY

The dues for 1931 are due on January 1st. You will see from each adult dues paying member for 1931, dues \$2.75. Of this amount, remit \$1.95 to the State Office and retain in the local treasury 80 cents.

MEETING OF DIRECTORS AND MGR'S OF F. U. BUSINESS ASSN

Salina, Kansas, City Hall, Dec. 15, 1930.
Meeting called to order by C. A. Ward, State President Kansas Farmers Union with remarks:

We are happy to see so many of you Directors, Managers, Field Men and others. We are especially proud to have the Missouri members of the Live Stock Board at Kansas City. We are sorry we could not have had this meeting earlier than this, following our state convention. It was thought to accommodate all of the groups this was about the earliest we could hold such a meeting.

We have all come here with one purpose and that is to get back of a definite constructive program that will enlarge the patronage of not only the parent organization itself in membership and enthusiasm and in influence, but will reflect very favorably in adding additional volume of business to every one of our state wide business activities. I have been out of the state several times during the past year and I have had occasion to study other state Farmers Union groups. I am sure I am telling you the truth when I say there is no state that has a number of all of its state wide Boards that are all in such perfect accord with reference to growth and development as our organization and various institutions.

I think of you as men who are fair, men who have your own opinions, but men who, if you are shown another way is perhaps a better way than I suggest, you are big enough and loyal enough to proceed upon a common ground. Progress is getting made by compromising and getting together. All of us can readily understand what would happen to our whole organization in this state and the disastrous results that would naturally follow in the business institutions if there were numerous cross currents as between the leadership and officers and directors and managers of the various institutions. In all of our discussions, it is absolutely right to be frank and speak from the shoulder. Sometimes, though, it is better to think twice before speaking. If you have a worthwhile suggestion, we want you to present it. I am sure out of this meeting today will come a program that will go out over the state and enlarge our membership and increase the loyalty of our members and build up all of our business institutions.

I am sure all the statewide business activities realize and appreciate the worth of the parent organization itself. As I think the parent organization is fundamental to any worth while achievement we hope to arrive at. It is the hub of the wheel and there should be a unity of purpose throughout as between all the groups and the parent organization. I am sure there will continue to progress and go ahead. I feel we, as farmers, have an

With Every Selfish Interest in the Country Opposed to Cooperative Marketing, With Farm Leaders Who Claim To Be Cooperative Using Every Means In Their Power To Tear Down The Agricultural Marketing Act And The Federal Farm Board, We Appeal To The Members Of The Kansas Farmers Union Not To Rock The Boat

The last two State Conventions of the Kansas Farmers Union went on record as standing by the Agricultural Marketing Act, and the Federal Farm Board; the last two general board meetings of the Kansas Farmers Union statewide business institutions, with every board in attendance, also went on record as supporting the Farm Board and the Marketing Act.

We are in the midst of the most perilous times which have ever confronted Agriculture; and the only thing that is standing between us and the complete wiping out of an independent farming class, is the Agricultural Marketing Act. It may not be a thing that we all want; it may not be the thing that will solve the farm problem, but it is all we have.

Let us see just what the crisis is in the wheat market today. Saturday the price of December wheat in Winnipeg was 51 1/4 cents; in Chicago it was 77 1/4 cents; twenty five cents more in Chicago than it was in Winnipeg. In Liverpool it was 61 cents or 16 cents less than it was in Chicago. This is the first time in the history of wheat marketing that the price of wheat in Chicago has been higher than in Liverpool. The price of wheat in Winnipeg for several years has been from 10 to 20 cents higher than it has been in Chicago. Suppose the price of wheat today in Chicago was the same as it is in Winnipeg, that would mean about thirty cents per bushel at your country elevators in this country.

The Federal Farm Board has helped us build the greatest Cooperative Wheat Marketing machine the world has ever seen, the Farmers National Grain Corporation, owned and controlled by the farmers through their cooperative marketing associations. This is what we have worked for, and sacrificed for. If any self-styled farm leader tells you that Farmers National Grain Corporation is controlled by anyone but the farmers, he does not know what he is talking about, or else he is intentionally trying to deceive you.

Every Co-operative Grain Marketing Association in the United States but one, owns stock in this Farmers National Grain Corporation. The Nebraska Farmers Union Grain Exchange at Omaha is the only co-operative that has not affiliated itself with this Grain Corporation. We believe they passed up a golden opportunity when they refused to hook up with the National Marketing agency. When they were asked to come into this Corporation, they were the only co-operative firm in Omaha. At the present time there are two others.

We believe that this Farmers National Grain Corporation is a success. We believe it is doing exactly what we have been trying to do in the Farmers Union for the last 28 years. That is, to establish our own national co-operative grain handling machinery.

The Farmers Union Jobbing Association was one of the first firms to take stock in this Corporation. They have had an enormous increase in their business the past year.

The Board of Directors of this Corporation are elected by the different co-operative associations owning stock, and each association votes according to the volume of business they handle.

Other National Marketing agencies are being set up, financed by the Farm Board to handle other commodities. I think that we were all too impatient, prone to believe that the Farm Board could perform miracles and save Agriculture in a few months or years, forgetting that it has taken Agriculture a good many years to get into the deplorable condition it is in today.

—A. M. Kinney.

opportunity with reference to organization that we have not had for a long time. I also realize we are perhaps in the most serious financial depression we have ever known in our commodity prices, many lower than they have been for years and years.

I am still of the same mind and opinion that the one thing that will contribute the most towards looking to a solution of the farmers' ills is by getting together in this state and the other day they must have had 400 or 500 out to their meeting. It was not a Farmers Union meeting but to get them interested in the Farmers Union. Down in Douglas County the other day the building was packed at their county meeting. This meeting is called to work out some kind of a plan to put over a Farmers Union membership drive in Kansas.

A short time ago, on my own initiative I talked to Mr. Kinney and we thought it might be well to call in the managers of our state activities and formulate a tentative outline for procedure for this meeting. We had such a meeting and we definitely agreed by way of suggestions or recommendations. Perhaps we have changed our minds on some of those things already. A wise man changes his mind, you know, but a fool never does. On some of these things I have changed my mind. We still have a few definite suggestions and recommendations to bring to this meeting.

We can well spend the next three-fourths of an hour in short talks on all of these matters. I think I have nothing further to offer just at this time.

A. M. Kinney: I think Mr. Ward has covered the subject. You all know last year the different statewide business institutions got behind the state organization in a financial way. We are some time. The paper is on a paying basis. The state organization has a surplus of around \$11,000.00. The state paper showed a profit of \$1047 last year. Our advertising so far this year has been very good. October accounts were about \$1300.00 and the November accounts were \$1200.00. We believe the farmers of the state organization are going to be in better shape than they have been for years. I do not think we are going to have a lot of money to spend in organization work. It costs a lot of money to pay a man and keep him out.

In the northwest where they have been carrying on an intensive organization program, it costs \$6.00 or \$7.00 to put each man into the Farmers Union. I think in Kansas the cost is around \$4.00 per member. The state organization will have a little money to spend for organization purposes. The strongest pledge I would want to make is we will be able to keep one man in the field on our finances outside of Mr. Ward and myself. I think that is as strong a pledge as we can make.

I am telling you if we go out here and organize the farmer the way we should do it, we should have 6 or 7 million dollars out of this winter. Places all over Kansas are ripe for organization. Up at Concordia, after Mr. Shipp and Mr. Swanson had been working up there, they have 10 locals and organized a county union. There were about 250 at that meeting. At Allen the other day they must have had 400 or 500 out to their meeting. It was not a Farmers Union meeting but to get them interested in the Farmers Union. Down in Douglas County the other day the building was packed at their county meeting. This meeting is called to work out some kind of a plan to put over a Farmers Union membership drive in Kansas.

The local associations can see a difference too. Build the membership and an educated membership. They should know what they are coming into and tell them what we have. It is a satisfaction to tell them what we have in the state as to statewide business activities. They are more interested in them than anything we can bring up in the meetings. It is the most vital thing we have in the state to get behind this organization and build up our membership. This meeting is called to work out some kind of a plan to put over a Farmers Union membership drive in Kansas.

Mr. Ward: I would like to hear from representatives of the statewide business concerns to see whether they think this work done last year was worth while or not.

John Huber: We are talking about new members. I just wonder if we can hold the membership we have. If we could get out among those members and line them up that in itself would naturally bring new members, as I see it. I know you need help and how we are going to get it I do not know but I think every branch of the Farmers Union has a service they render. When we give that service to our farmers, I am sure they will join hands and remain with us. I am not worrying about the new members, it's the members who are old members, let's keep them in line. We have the only organization in the state of Kansas that can do things.

Mr. Ward: I think it might be interesting to say that my observation has been that as I go from place to place and I speak, the Farmers Union does have a very splendid reputation. I find that in many groups aside even from our own membership. I was over in the State Grange meeting the other day and was told that some of their business but up to now such action had been discouraged. We are working together and the Grange membership can get into the Farmers Union and take advantage of our business opportunities. I thought it was a splendid commendable spirit. I have heard the same expression from members of the Farm Bureau and others who are business men and statewide leaders of one form and

another. I can enter into this whole hearted and have no apologies to make anywhere I go. It seems our program is always taken in a wonderful way. We have a high rating and a good standing in Kansas, yet we are known as a militant forward going, aggressive organization of which I am proud. I want today every man to pledge he is going to back this program and organization in a definite way. If you have criticism to offer, we want it. We must have your combined strength of all the groups. When we talk, Farmers Union, we talk about all of our program.

H. E. Witham. The grain department of the Farmers Union has felt the worth of the state organization a little more keenly, perhaps than some of you others. We know this campaign has increased our business. It has made a better feeling in communities where the manager was not friendly to the Farmers Union Jobbing Association because outside influences that are today brought to bear on elevator managers. We know where big meetings are held with Mr. Kinney or Mr. Ward, there is a better feeling in that community. It is our mission today to, in some way, build the state organization. I do not know how it can best be done but I believe it can be done in an organization fund. It is going to cost some money. We send solicitors out to get business. I think we can afford to spend money with the Farmers Union among the farmers. I remember a remark Mr. Huff made at Chicago when we were up there working on the organization of the Farmers National Grain Corporation. I rather stuck with it. I think there was trying to forget all about the farmers. Mr. Huff said, "when you get your organization built and find the farmer is not with you where you are going along with us in this movement or we will not have any volume of business."

George W. Hobbs: We want you to know we appreciate the organization work that has been done the past year in Kansas. It has aided quite materially in our business and I am sure it will continue to do so. Mr. Ward brought out the fact that the parent organization was what we should get behind. I am sure the Live Stock will do everything that they can in every time we had 15800 policy holders. I think I am safe in saying we have more individual members in the insurance company than we have in the state organization. It puts us in the position, what we can do to en-

C. A. Broom: Perhaps the Insurance Company is more vitally or as much interested as any other organization. It is the Creamery, because we confine ourselves to the Farmers Union members. At the present time we have 16000 policies in force. At McPherson we had 14000 members paid up in the Farmers Union. At that time we had 15800 policy holders. I think I am safe in saying we have more individual members in the insurance company than we have in the state organization. It puts us in the position, what we can do to en-

NO DIVIDENDS ALLOWED MEMBERS HAVING 1930 DUES IN ARREARS

All shippers to the Farmers Union Live Stock Commission of South St. Joe, Missouri, will bear in mind the ruling of the U. S. Department of Agriculture, that dues must be paid by the time the records are checked or no rebate will be paid.

Inquire of your local Secretary regarding remittance of your 1930 dues to this office. Shortly after January 1st, the Manager of the Farmers Union Live Stock Commission of South St. Joe, will submit to this office lists of shippers. This office will check our records and those members shown as being in good standing with 1930 dues paid, will receive dividends on commissions paid.

PRESIDENT WARD CALLS NATIONAL PRES. SIMPSON

Charging that John Simpson, president of the National Farmers Union, is doing untold damage to all farm organizations, including his own, C. A. Ward, president of the Kansas Farmers Union, today sharply rebuked him to task for his attitude. In his statement, Mr. Ward says:

"In my estimation President John Simpson is playing the role of a foolish man in his continual bickering with the Farm Board. His recent letter to Chairman Legge impresses one as being of the school boy type. In the heat of his anger, he has either completely lost his head, or he is going forth under some false illusion inflamed by the enemies of President Hoover, the Farm Board and possibly his opposers at the recent Farmers Union convention. I have no quarrel with Mr. Simpson because he happens to be a democrat, but I am afraid that his partisan bias has clouded his vision so that he has put political prejudices above the welfare of the farmers he is presumed to represent."

"The only other reason that could be advanced for his stand is that it is a bid for publicity. Publicity is a kind of gratifying and dangerous gratifying to those who always have been the enemies of co-operation, and those who, without reservation or compunction are seeking to drag down and destroy the first forward step in national legislation to help agriculture—damaging to the cause and program which Simpson heads and is supposed to represent."

"He defeats the foundation and purposes of his own organization in joining hands with the enemies of organized agriculture and makes it impossible for those who are working for the common good. The worth of co-operation is brought out forcibly, and so, co-operation is practiced in the matter of marketing livestock."

Questions and Answers Federal Farm Board

Mr. Legge: You fellows must have been attending some of these diplomatic receptions, standing around in the room, and listening to the room. What's the matter with you?

Q. Do you think the price of cotton is going to go down?

A. That is what it has been doing. I think it has done the worst of that. I certainly hope it isn't going lower.

Q. Do we infer from that that failures of banks recently have had more to do indirectly with decline in prices?

A. Yes, the banking situation has everybody in the country scared stiff. As to what is going to happen next is anybody's guess.

Q. That is the effect, not the cause of agricultural depression?

A. It is getting to be part of the cause. It started out probably as the effect but now it is no small factor in the cause.

Q. Is this situation squeezing your co-operative at all? I mean the situation of private banks failing.

A. Oh, they get squeezed a little. They are getting a draft protested every once in a while when the banks blow up before they can cash a check.

Q. Is the Cotton Stabilization Corporation active?

A. Well, looking after the cotton and moving a little of it here and there where they can improve their storage position.

Q. Otherwise they are not active in buying in the market?

A. They are not buying in the market.

Q. What do you think of the general position of the cotton right now?

A. Somebody got off a good one not long ago that we weren't suffering so much from overproduction as from overproduction. Take it for what it's worth.

Q. Can you give us any idea when you are going to start stabilizing the 1930 crop?

A. No sir, I cannot.

Q. Did you see where McFarland

(Continued on page 4)

FLOYD LYNN SPEAKS OVER STATION WIBW

Much has been written and much has been said concerning the night before Christmas. Who hasn't heard that old classic—that old favorite—"Twas the night before Christmas, and all through the house—"? Well, this happens to be the night after Christmas. Things have sort of settled down to normal again. The excitement of giving and receiving Christmas presents has subsided to some degree, and it is about a week too early to begin worrying about Christmas bills; so this may be a good time, after all, to get a little message to you by way of the radio. Then, too, no doubt there are more radios than ever before tuned in tonight, for many of our listeners are likely to be trying out their new sets that were given to them for Christmas.

My remarks this evening will be brief, and will deal in a general way with what your cooperative live stock marketing firm has been doing throughout the year just now closing. Say your firm, because the Farmers Union Live Stock Commission Co. is really your firm. More than \$17,000 of the \$25,000 capital stock of this firm is placed among farmers and live stock men throughout Kansas and surrounding states.

The net earnings of this firm always are returned to the thousands of stockholders, for this is a cooperative firm, and the earnings naturally go back to the stockholders who are entitled to the earnings. This year the net earnings of the stockholder customers according to the amount of commissions paid in during the year, and the percentage of the dividend is determined by the amount of the net earnings. Of course, a portion of the net earnings, of course, are placed in surplus, or held in reserve. The percentage of the dividend and the amount to be placed to surplus will be figured out after the first of the year, according to the pleasure of the board of directors.

Just at this time, we want to state that although this year has been marked by many business failures and by a general business depression, your cooperative live stock marketing firm on the Kansas City yards has come through with a good profit. In fact the net earnings will be nearly as great as in 1929, when they amounted to more than \$32,000. This has been made possible by the splendid cooperation of the farmers and shippers throughout the territory contributing to the Kansas City market. In times of stress like this year has been, the farmers realize more than ever the necessity of working together for the common good. The worth of co-operation is brought out forcibly, and so, co-operation is practiced in the matter of marketing livestock."

Of course it always is a wise thing to save every dime possible. The value of saving is doubly emphasized. That is one thing that brings out the value of your own marketing firm, for those who marketed through their own firm, the Farmers National Grain Corporation, in 1929, saved more than one-fourth of their marketing costs. In other words, the farmer who was a stockholder in the Farmers Union firm, and who marketed his live stock through that firm, spent only 74 1/2 cents for the same service that his neighbor, who failed to co-operate, spent one dollar for. When the results of cooperation among marketing live stock show up in the form of dollars and cents saved for the man who practices cooperation, then our case is proven. Someone has said, "Nothing succeeds like success," and that saying applies in this case.

Your firm constantly is striving to improve its service, as well as its volume of business. The greater our volume of business, the more we can help each farmer who ships to us. With this idea in view, the management of the firm is constantly on the look out for anything that will add to the firm in the way of improved service and increased volume. The latest move in this direction is the addition of another steer salesman to our force. I know that all my listeners at this time will be interested to know that beginning January 1, 1931, the man who has been for the past several years selling more fat steers than any other salesman at our market, will begin working for and with the Farmers Union Live Stock Commission Co. at Kansas City. This man has been enjoying this distinction of handling more steer sales than any other man on the yards because of his ability as a steer salesman, because of his excellent judgment of cattle, his general knowledge of the beef and cattle business, and his general personality.

The man I refer to is a man who no doubt is as well known among live stock shippers as is any man in the middle west. He is Art H. Little. Just by way of acquainting you with Mr. Little, I want to tell you a few intimate things about him. He first came to the Kansas City stock yards as a boy from the farm. This perhaps explains in a measure his sympathy and understanding of the farmers and their marketing problems. He began work in 1898 as a yard boy, and worked in this capacity for three years. He liked the work and soon became a trader in the yards. For eight or nine years, he continued

(Continued on page 4)

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

Change of Address—When change of address is ordered, give old as well as new address, and R. F. D.

All copy, with the exception of notices and including advertising, should be in seven days before the date of publication. Notices of meetings can be handled up until noon Saturday on the week preceding publication date.

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SALINA, KANSAS, THURSDAY, JANUARY 1, 1931

A FARMER ON PROSPERITY BANQUETS

To the Editor of LABOR:

I attended the Prosperity Banquet of Oklahoma State Chamber of Commerce at Oklahoma City, Okla., December 5, last Friday night.

About 800 there at \$1.50 per plate (three bushels of wheat). Since returning home I have looked at an old account book and find that in December, 1917, I made a trip to Oklahoma City and stopped at the same hotel (even had the same room) and have made some comparisons.

Wheat then was \$2.50 per bushel. Car fare, Rock Island, Alva to Oklahoma City, \$4.50. Now \$5.25. Room 269, Hickins Hotel, in 1917, \$1.50 (and morning papers furnished free). Now same room \$2.50.

In 1917 for breakfast, wheat cakes, sausage and coffee, 25 cents. Now same is 45 cents. Other meals about the same difference.

I figure in 1917 to make same trip and stay the same time it would cost me five bushels and ten pounds of wheat.

The trip last week, with wheat at 60 cents, cost me 30 bushels and 40 pounds.

Farmers have meat, wheat and cotton they cannot sell. Millions of men and women hungry, need clothes and want work. Farmers want what they could produce. We need paint, new buildings, etc. We have no money. They have no money—and then we have a Prosperity Banquet! C. H. HYDE, Alva, Okla., in Labor.

BUTTERFAT 17 TO 20c

Butterfat at 17-20c per lb.?

That seems like a ridiculous statement, but it expresses a possibility in case the palm oil ruling of Commissioner Burnett is allowed to stand.

Oleomargarine and the vegetable fat compounds makers are preparing to use palm oil as an ingredient of their product so as to get a color that will resemble the natural color of butter and escape the 10c tax.

It is evident that palm oil is to be used solely to get the color. It does not add to the value of the product but it opens the way for a larger use because it can be and will be offered to consumers who will be led to believe they are buying butter.

The big manufacturers will not sell the product for other than it is, but the peddlers and many retailers will not hesitate to offer it to customers who will ask for butter.

Because it will be a cheap product and contain the lure of big profits it will be pushed by unscrupulous dealers, and the butter and dairy industries will suffer.

A few years ago animal fats figured to an important extent in oleomargarine. Later cotton-seed oil was a chief ingredient. Both of these are American farm products, but their day in oleomargarine is passed. Today coconut oil is the chief ingredient and palm oil will be added to get the color. Both are foreign vegetable fats produced by the cheapest of labor.

The South, years ago opposed the anti-color law because the oleomargarine industry was a heavy user of cotton-seed oil. Today the dairymen are the outstanding customers for cotton-seed oil which is used in the form of meal as a dairy feed. On this account and because the South is rapidly growing into the dairy industry, its interests are now with the dairymen.

Think of it! Butterfat at 17 to 20c per lb. It is almost unthinkable, but possible. The only way that it is impossible is for the dairy interests of the country, north, south, east and west, to be both emphatic and insistent in their protests.—Dairy Produce.

NEW OLEOMARGARINE BILL

E. H. Brigham, United States Senator from Vermont, has prepared a tentative draft of a new oleomargarine bill. Regardless of how the palm oil ruling of the Commissioner of Internal Revenue is settled, a new oleomargarine bill is practically certain, the object being to have a law that will be free from the constant attacks made on the present oleomargarine law. There are three important points in Senator Brigham's bill. One is to base the 10c tax upon the degrees of color regardless of how produced, whether by natural ingredients or artificial coloration. A second point is to require all oleomargarine to be sold in packages sealed with a revenue stamp. The third is to prohibit the fixing of coloring matter to the oleomargarine package. Enactment of such legislation is being hurried by the recent palm oil ruling.—Dairy Produce.

PARAGRAPHS FROM WASHINGTON

By W. P. Lamberton

Christmas Greetings from the Potomac to you, the best people in the world.

The new Commerce Department Building is 1056 ft. long, 33 ft. wide,

has 3811 rooms, cost \$17,000,000 and is the largest office building in the world.

There is an old man who comes early each day and sits in the same seat in the front row of the Senate gallery. He loves the Senate more than the President does.

Fletcher Hale of N. H. is one of the finest presiding officers in the Committee of the Whole. His manners are attractive to the entire membership.

With Elihu Root speaking at a Taft Memorial in the Supreme Court room, one was taken back to the Rooseveltian days.

The new National City Christian Church, dedicated last summer, is the most beautiful church here now and has a fine location, facing Thomas Circle.

All but seven of the figures in Statuary Hall are dressed in cut-a-ways, Prince Alberts, full military uniforms, gowns or robes. Senators used to wear evening clothes when in session.

La Follette, the only one in street clothes, about to speak, is leaning forward in his chair.

A most recent and outstanding bronze statue, by Borglum, which is a relief, is that of Colonel Greenway of Arizona, in khaki and shirt sleeves, standing at ease.

Frances Willard, the only woman, Robert Fulton, the inventor, Marquette, in priestly garb, and the hunters, Houston and Austin, are the other exceptions.

Sen. Morrison of N. C. made a speech in the Senate an hour after he took his oath of office. In defending McNinch he emphasized over and over the fact that the Hoover appointee was an elder in his church. This created a little titter in the Chamber. The new Senator is able, eloquent and well groomed but chews tobacco.

At the Griffith picture of Lincoln, Lee got more cheers than the martyred President; Dixie more than The Star Spangled Banner; four blocks from the White House.

I walked around, rather saddened, a block and a half away, to see the old Ford Theatre, the exterior of which is the same today as it was in '65. And then I walked on to Capitol Hill just thinking.

Ten miles west of Washington in Virginia stands Falls Church built in 1768. A little acrimony of the Civil War is evident in the steel marker which reads in closing, "It was used as a recruiting station in the Revolution and a stable by the Union troops in '62-'65."

Andy Smith has been the Congressional Record clerk for fifty-five years. Theodore F. Shuey has been a Senate shorthand reporter for sixty-one years. What reservoirs of recollections they have.

The House of Representatives is the most comfortable room in which I ever sat, perfectly ventilated and with a uniformly low temperature, with no outside windows nor bright lights, wide seats and ample room between the rows. The acoustics are good. It beats any lodge hall or church building I know of for solid comfort.

THE PRESIDENT'S COLUMN

C. A. WARD

1930 WILL SOON BE HISTORY

As I write these notes I realize that only two more days are left to complete the record for 1930. As one nears the crest of life we realize more vividly the fact that time is rapidly slipping by us. The close of the year is a time of meditation and reflections. It is a time of balancing accounts. We make an inventory of the mistakes of the past and set up and erect ideals for the future. This, the closing of the old year and the beginning of the new is no exception.

To a very large degree the past year has been one of the most stirring, at least in the past generation. Dissatisfaction, unrest and strife are evident in wholesale quantities. And yet, amidst all of these apparent reverses, we are happy that we are Americans and that our lot has been cast with the noble, brave and free.

Society at all times has been divided into groups. In order that society shall be maintained and well balanced, it is necessary that all groups shall occupy their rightful relationship one to the other. It has never been my purpose and I am sure it has not been yours that our group; namely farmers, shall receive preferential treatment. We do not need to sell our friends everywhere to the idea and fact that agriculture is basic in American citizenship and development. This is universally recognized. Of course, we know the last several years agriculture has not received an even break.

In this short article it would be impossible to, in detail, lead up to the present situation. It is enough to say that year by year since the world war, our business has become more depressed. Depressed to the extent that every day farmers, strong middle aged men, many of them, come to me and say they are obliged to throw up their hands in defeat. Commodity prices, instead of sustaining their proportionate relationship to operation costs and the present standard of living, are at the present time, the lowest for many years. Taxes, farm labor, machinery, building material; etc. have all increased tremendously in the past decade. Our credit is exhausted. We have run the limit. Financial institutions and banks are closing their doors constantly, in most instances giving as the reason, frozen agricultural paper.

As we look back over the past years and attempt to analyze the cause, if perchance in the search we may have a hint at the solution, we are brought face to face with many things. We have gone through a period of invention. The automobile, the tractor, all forms of electrical equipment, the radio and all forms and types of labor saving machinery and equipment have found their way into American life and we have just passed through the flush period. The reaction is upon us.

Over production is the cry everywhere. Not only wheat, corn, cattle, hogs and poultry, including dairy and poultry products, but all of the items above referred to and numerous others, we are told there is a tremendous over production. Mass production was brought about through the appearance of big guage machinery and labor saving equipment on the farms and in the factories. Money was plentiful and credit corporations were set up, everywhere installment plans were devised and thrown into action and the citizenship of this whole country took advantage of this whole system and lived far in advance of their earning power. This is a period of readjustment and no one need deny it.

What I have already said in this article has the appearance of being of the pessimistic view point. At heart I am an optimist and somehow this inward tendency causes me to believe that the American commonwealth is able to cope successfully with the present tragic situation and that in some way, ere long we may expect to reach the turning point with brighter days ahead. At any rate, the psychology of such a statement should have a constructive bearing on our minds, and yet I know that mere psychology will in no way solve the problem.

All groups must co-operate in seeking a solution and I believe I am truthfully stating when I say that at present there is special emphasis being placed on this very thing. Suggestions as to a solution of the present situation are forthcoming from various groups. There are those who argue and their arguments have some merit that fewer hours and shorter weeks will help. I think we must recognize that this policy at least will spread and distribute money or wages to a considerable extent, and will have some bearing on solving the unemployment situation.

There are some who reason that there should be a curtailment of manufactured machinery and labor saving equipment and that we should get back to more primitive methods in order to cope successfully with the unemployment situation. Again, there are others who argue that the present modern inventions have about run their course and we must seek new inventions, thus stimulating trade and throw into motion machinery that will give work to the unemployed.

We farmers believe that we should start at the bottom and build up. Give us "cost of production plus a living profit" for the things we raise on our farms and the merchantmen and all other groups will materially benefit and the reaction will be that the wheels of business and industry will be

set in motion, thus taking care of and absorbing the unemployment situation looking again towards national prosperity.

These are days when well balanced judgment should be exercised in advice and in practice.

Extreme radical viewpoints should be tremendously modified. It is no time to rock the boat. Those who are lavishly engulfed in wealth should be considerate of those in despair and unfortunate. I congratulate Senator Norris of Nebraska in condemning the so called "coming out party" given by Henry L. Doherty, multimillionaire utility magnate, in honor of his daughter" as being un-American. In my estimation, it represents the extremity of inequality as between all men and such examples of show and gaudiness only breed contempt and revolution among poorer classes and may lead to serious trouble. This million dollars which is reported spent at this party could well have been distributed amidst the poor and worthy needy to a better and worthwhile advantage and the psychology would have helped a lot.

As the old year draws to a close, we naturally think of our own organization and its program. We think of leadership and the personnel of our various business activities both within the state and the nation. The Kansas Farmers Union forces ahead. We make mistakes but most assuredly progress is made by honest worth while endeavor. I say again, we are receiving the lowest price for our farm commodities of perhaps a generation. This, in light of the fact that we have a National Agricultural Statute and a Federal Farm Board.

In my judgment the present low price cannot in any way be attributed to the program and policies of this Board. The situation is world wide and I have hinted at some of the causes elsewhere in this article. I believe that Congress was sincere in the passage of this Bill and in no way was it camouflage. It is true that this legislation was not all that we farmers had hoped for. Neither was it the farm organizations program and of course, we must constantly be on the scene and when this bill is amended, it should be done by its friends and not its enemies.

My experience in life has taught me that it is better to co-operate and work from within than to stand on the outside and cast stones and challenge a dare. The Farm Board has made and will continue to make mistakes. So will the Farmers Union. The personnel of the Farm Board will change from time to time. So will the Farmers Union. Every man in public life who takes a forward stand on the issues as they present themselves from time to time is the center of fire to some people. Your Kansas officials are no exception to this age old fact. The amount of criticism hurled at us because of our constructive attitude towards the Farm Board, compared to the words of approval, fades in insignificance.

In glancing over an editorial of the Nebraska Union Farmer, my good brother Herron takes a shot when, among other things he says that I am "an errand-running assistant" of the Farm Board and that a vigorous fight is being made to have certain Farmers Union Live Stock Commission Houses associate themselves with the Farm Board program.

I acknowledged the charge and frankly admit my connection in this affair. In no way am I criticizing the stand taken by the Farmers Union and associate groups early in the year. But, if Brother Herron and others who hold his view will go deeply into this situation they will see that at the present time the situation has changed and most of these apparent differences do not exist. They will see that in no way will we be asked to sacrifice our position or lose our identity. But, on the other hand, if all co-operative live stock groups will join hands in a national program under the direction and application of the Agricultural Marketing Act that then we will be in a position to tremendously assist the farmer back in the country, of whom Mr. Herron so often speaks. I kindly ask Brother Herron and those who hold his views to make an honest investigation in all of these matters of National import and then, instead of stinging criticism will come constructive helpfulness.

I am sure the rank and file of our Kansas membership are looking on this whole program with interest and are backing up any effort on the part of your officials and leaders that we will more thoroughly organize the farmers of this country in a big way that our voices may be heard in matters of commodity prices, and in local, state and national legislation.

Let us go into the new year with a greater degree of confidence in each other. Let us be more loyal to our organization and its various business activities. Let us give praise where praise is due and withhold judgment until facts are known. Even though mistakes are made, this great Farmers Union organization will forge ahead and its contributions to civilization may not be fully realized and known in our day but those who follow after will enjoy the contributions given and the sacrifices made.

ANOTHER MELTING

While the Farmers National Grain Dealers Association was meeting in one Chicago hotel, another meeting was being held at another Chicago hotel. It was significant that those who called this meeting had abandoned the use of the letterheads of the Farmers Grain Dealers Association of Illinois and described themselves as the Farmers Elevator General Committee.

Presumably to attract a crowd which failed to materialize, the Farmers Elevator General Committee announced that Senator Norbeck, of South Dakota, and Senator-elect Lewis, of Illinois, had been invited to speak. Neither appeared. A third expected speaker, Will Zurbucken, of Dodge City, Kansas, also failed to appear. And thereby hangs a tale.

Mr. Zurbucken attended a meeting of the same group at Mason City, Ia., a few weeks ago. He now makes affidavit that he was invited to attend the Mason City meeting by an employee of an independent grain commission firm in Kansas, with the assurance that all his expenses for the trip would be borne by the old-line firm. He states further in his affidavit that the promise was kept and that he has been reimbursed in cash for all his expenses on the trip from his home to Mason City.

Prior to the Chicago meeting Mr. Zurbucken received a letter from one of the spokesmen for the Farmers Elevator General Committee inviting him to speak at the Chicago meeting. I this letter it was suggested to Mr. Zurbucken that "I hope you will be able to stir up some interest and make a survey by telephone or otherwise, to get in touch with SOME OF THE RIGHT KIND OF FELLOWS who will be coming up to the Livestock Show, and who no doubt would be interested in attending our afternoon and evening session on Monday." Included with the letter was a suggested outline for the speech that Mr. Zurbucken did not make. It is reported that such a speech was delivered at the meeting, but Mr. Zurbucken neither delivered it nor authorized it. It is reported also that ten rooms were reserved at the Chicago hotel for expected guests that did not arrive.

Who paid the hotel bill?

UNION OIL COMPANY
NOTICE TO STOCKHOLDERS

The annual meeting of the stockholders of Union Oil Company (Co-operative) will be held in the company's office at 1721 Iron Street, in North Kansas City, Missouri, on Tuesday, the 13th day of January, 1931, at 2:00 o'clock p. m., for the purpose of electing directors and for the purpose of voting on a proposition to form a cooperative corporation under the laws of Kansas and to transfer the company's assets to said corporation and for the transaction of such other business as may properly come before the meeting.

Howard O. Cowden, President.
R. A. Hedding, Secretary.

I went through Topeka because I wanted to call at three offices there. I discovered that Mr. Sands knew the assistant secretary of the Kansas State Board of Agriculture better than I did. We stopped in Manhattan for dinner and called on a member of the Sweetstakes Dairy Products judging team, then upon an international 4-H livestock judge. Afterwards called at the back door of a frat to see a dishwasher. The house mother looked askance at me but when Roy grabbed me with his soapy hands she seemed to think it o. k. We turned off from highway 40 just beyond Solomon and went south to Kipp where we looked over the new \$47,000 high school. The board has for one of its members, John Tromble's son, Frank.

We arrived in McPherson in time to be assigned to a room three blocks north of the auditorium. When we made out our cards for the index the pretty girl at the desk looked at my

CLASSIFIED ADVERTISING

WANTED

WANTED—Position as bookkeeper. Prefer with Farmers Union. Five years' experience.—Miss Grace Varnan, Kincaid.

WANTED TO BUY—Innate Cutler. Chester Chapman, Ellsworth, Kans.

SHIP YOUR FURS to J. E. Green Fur Co., 301 East 1st St., Topeka, Kansas, for highest prices, fairest grades. Write for price list.

AGENTS WANTED to sell polishing cloth; removes tarnish from all metals without the use of liquid. Sample mailed 25 cents.—Clark's Specialty Sales, Granite Falls, Minnesota.

FOR SALE

FOR SALE—Purebred Spotted Poland China Boars. Best of Breeding, weighing 250 pounds and up. Immunized and guaranteed to please. Please write describing the type you want.—George Roepke, Waterville, Kansas.

WE SELL Daily, new-caught headless and salted Lake Superior herring in lots of 50 and 100 lbs. Prices reasonable. \$2.00 and \$3.25. Ref. Commercial State Bank J. Kharvitz's Fisheries, Box 854, Two Harbors, Minn.

MISCELLANEOUS

Red Clover \$11.00; Alsike \$11.00; Alfalfa \$3.00; White Sweet Clover \$4.00; Timothy \$3.75; Mixed Alsike and Timothy \$5.00; All per bushel. Barks free. Samples and catalog upon request. Standard Seed Co., 26 East Fifth St., Kansas City, Mo.

name and asked if I had written a letter to her last summer thus exposing me before Tom Sands and a lot of other men. I asked her why she had not sent me a June letter. She promised to have her husband bring one from Salina next morning. It is on my Sunday coat now. When I had shaken hands with a couple more handsome women Tom wanted to go and get shaved so while he was gone I opened the door and a light in the empty auditorium and a yearling boy ran in. I grabbed him and about that time his mother laid hands on him.

They had not eaten supper. We went to a restaurant where I saw the income tax writer, John Frost and wife. Introduced the lady as Mrs. Babbitt. They comprehended when I introduced my oldest boy who was following up. They soon discovered that their daughter and Ellis' wife had been high school teachers together.

We went back to the auditorium and listened to a silver tongued orator, president of a state in the frozen north. As you have probably read the Kansas Union Farmer and know the most of the things about the convention, I will try to throw some side-lights on it. I was surprised at the cheering when the orator advised member co-op to get money from the U. S. treasury while the getting is good and he did not care if it was ever paid back. If I had a spare dollar I would not care to lend to that man.

The next morning, T. E. Howard, Sec'y Col. P. U. did a half day's work in Denver before flying to the meeting. He advised us to pay our debts and was cheered to the echo. He dared tell us some other things. He said, there were farmers like the restaurant keeper who could not see through the joke a man played on him when ordering raisin pie then trading it for a pumpkin pie and refusing to pay for the raisin pie because he did not eat it and would not pay for the pumpkin pie because he had traded for it. Some other farmers are a little like a howling dog sitting on a tack. Don't want to get up.

Howard thinks farming to be a family business and that is why Alexander, the Great, who always thought in terms of capital and labor, is likely to fall down as a farm leader.

The financial condition of the state Union is much better than last year.

I like President Ward. You ought to have been to hear him at our Hiawatha meeting. The general feeling was, the farm board was made for farmers by outsiders but a number of farm leaders are disappointed at not being named on the board. Some expressed hope that the vetoed bill would come back, the one that was to make the poor farmer pay the losses of the exporter. Others wanted importers to pay the losses of the exporting farmer.

They talked some about the farmer helping himself but not much about how he could do it except to organize and borrow from the government. We who have borrowed lots of money in the last ten years, can figure how much better off we would be if we had not used our credit.

There was some wire-pulling at the election. I was offered an office if I would work for a certain candidate. A very pleasant lady told me about the qualifications of her man. I did not vote for him but he got there just the same. The wire-pullers don't seem to want the rank and file to get acquainted with each other. There was not a roll call during the convention. If a delegate had to stand up and answer to his name every morning there would be a better attendance at the early sessions and no one would want to answer for another who was not out of bed yet or had gone to another town. It would take some time to call the roll but it would be interesting to know the names of delegates from other parts of the state. The Union is now such a good going concern that many interests are climbing inside to get the farmers' dollar. I have already shied at the mineral pool. I noticed salesmen wanting to sell to farmers who would rather sit on a tack than mix feed. Agents to insure us from bumping into anything, we to pay the overhead and the damage.

Now if we will but stop and think you may agree with me that one of our greatest drains has been the paying for service that we might better have performed for ourselves. I note with pleasure the fine report of the various Union projects. It shows that members are thinking and working along the lines of co-operation, paying less attention to high-powered spell-binders, but paying attention to business and the home and least to the outsider who shouts: Stop, Look, Listen.

Junior Co-operators 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.

JUNIOR LESSON FOR DECEMBER

Dear Junior Co-operators:
I wonder how many are busy this week with school programs and Christmas trees. I imagine that most of you are, and I wish you a very Merry Christmas and a Happy New Year.

We hear a great deal said and read a lot in the printed page, of times not being good and so many out of work that Christmas may not be such a happy time for some children's year. So while you are gathered around your nice warm fires surrounded by the comforts of home and the love of parents and brothers and sisters and friends, do not forget the ones less fortunate than you are. If there are not so many presents for you this year and you hear father and mother talk of economizing and that Santa isn't so rich just remember that you are not hungry or cold and that you have so many things for which to be glad. If you know of some one less fortunate than you are have some of the Christmas Spirit of your own fireside with them and if you cannot reach them send thoughts of love and kindness that will help. For Love is the greatest force in the world. It was what the Christ came to earth to teach us—"To love one another."

And while we are giving gifts let us pause and try to remember some gift for him—we can at least give him a pure heart in which no hate or malice is allowed to fester and sing as did the angels nearly two thousand years ago.

"Peace on Earth, good will to man." We are just going to have a short lesson this month. Get them in as soon as possible so that we may have the grades some time in January.

Very sincerely for a glad Christmas
Your Junior Instructor,
Mary Campbell.

Lesson Story

THE UNTRUTHFUL SHEPHERD

Adapted from Aesop's Fables
Once upon a time there was a young shepherd named Michael, who tended his flocks in a prairie close to a dark forest, in which there were a great many fierce wolves.

Michael was very good in some ways—he wasn't lazy, he was fond of his sheep and cared for them well, but he had one great fault. He liked to tell lies. He made up all sorts of tales and told them to every one.

One day he suddenly commenced to cry out as loud as he could, "Wolf! Wolf!" The other shepherds, who were not far away, ran quickly to help him. But there was no wolf, and Michael only laughed at his friends for being so easily fooled. He thought he had played such a good joke on them that he lay flat on his back and laughed until tears ran down his cheeks.

But it is dangerous to deceive people even in fun. One day a wicked old wolf sneaked out of the woods and jumped on the fattest and prettiest sheep in the whole flock. Michael quickly ran up with his old dog to try and drive the wolf away. The dog fought the wolf, and Michael struck him with his staff, at the same time shouting at the top of his voice, "Help! Help! Wolf! Wolf!"

The other shepherds heard him, but they said to good old Farmer Joe, "Michael, trying to play another one of his pranks on us!" And so they did not pay any attention to his cries of distress. The wolf strangled Michael's dog to death, tore a big gash in Michael's leg with his sharp teeth, and carried the beautiful sheep off to his den.

Michael was as sad as he could be, and since that time he has stopped telling lies. He has learned that no one believes a liar even when he is telling the truth.

Tell in your own words the story of the untruthful shepherd.
Do you think he paid a big price for playing tricks on others?
Do the innocent have to suffer for the mistakes of others?
What suffered in the story that was innocent?

Is it ever a good thing to play jokes on others?

Juniors, I want you to learn a club song. I will count it on your grade. Be sure and tell me if you have learned it.

(Sixth Grade and over)
QUESTIONS ON THE BEGINNING OF SUCCESSFUL CO-OPERATION

1. When, where and by whom was the first really successful co-operative business founded?
2. How many formed the company?
3. How much did the Rochdale Pioneers do to help education?
4. What did the Rochdale Pioneers build?
5. Name the three principles upon which the Rochdale Pioneers built?

THE BEGINNING OF SUCCESSFUL CO-OPERATION

Once upon a time about 100 years ago it happened that the laboring people in a certain village in England were very poor, although they worked hard and long weaving cloth in the factory, they were often cold and more often hungry and their homes at best were miserable hovels. Many of them grew very dissatisfied and as they came together in groups after their days work was done, they discussed the meagerness of their lives and tried to evolve some plan whereby they could better their condition. They wanted good food for their families, better homes and an opportunity for their children to attend school; and so they talked and schemed and planned. They thought they would like to start a co-operative store, but they were so miserably

poor. There were twenty-eight of these poor ragged, hungry weavers who were so desperately in earnest that they saved, literally scraping up their pennies, until after a year or more they had accumulated £28. Then they felt rich enough to begin, so they rented a room and with a very small stock of sugar, butter, flour and oatmeal, they opened their doors for business. This was on the evening of the 21st of December, 1844. They met with discouragement, it is true, but they were loyal, they sacrificed, and endured and developed self-reliance and by the end of the next year, the Rochdale Society of Equitable Pioneers had eighty members and a paid up capital of £80.

They bought for cash and sold for cash. They increased their stock of goods, they moved into larger quarters, they set aside 2 1/2 per cent of their savings to be used for purposes of education, they established first, a reading room and then a library. Soon they added recreation, banking and insurance. The people now led happier lives and ceased to look forward with dread to their old age knowing that it would not be spent in the poor house. The idea spread throughout the British Isles and continental Europe and Rochdale became the educational center from which cooperation radiated through the world.

Was it an accident that the Rochdale pioneers succeeded in their cooperative undertaking while great numbers of other co-operative societies whose aims and purposes had been practically the same failed?

It was due to the new principles which were original with the Rochdale Pioneers. These were: First, one man, one vote; second, earning of capital limited, and third, the trade dividend. No matter how many shares a stockholder owned, he had but one vote at the stockholders meeting. They decided to pay 6 per cent interest on their capital. The trade dividend means that the profits are divided among the stockholders in proportion to the amount of business that each share holder has furnished.

These three principles, often spoken of as the Rochdale plan, have proved to be the rock upon which the structure of successful co-operative business enterprise has been founded.

THE JUNIORS' SONG

(Tune Stand Up, Stand Up for Jesus)

Come on, Come all Juniors
And join the Union song,
There's always room for boosters
To help the cause along.
We're strong for education,
So we begin in youth
To organize as Juniors
We're bound to know the truth.

We'll learn co-operation,
It is the only way
For us who live by farming
To make our labor pay.
We'll learn to play together
Together buy and sell.
We'll think things through together
In harmony we'll dwell.

Arise, arise, then Juniors,
And join the Union band.
There still are grievous problems
That sore beset our land.
The good old Farmer Union
Welcome to us extends
We pledge to her allegiance
Always will we be friends.



6954 Girls' Ensemble Costume
Designed in Sizes: 8, 10, 12, 14 and 16 years. To make the Dress and Coat for a 14 year size requires 3 1/2 yards of 89 inch figured material for coat lining and upper part of dress, and 3 1/2 yards of plain material 39 inches wide, for coat and lower part of dress. Coat collar and belt requires 1/4 yard cut crosswise. Price 15c.

7050 Misses' and Ladies' Dress.
Designed in Sizes: 16, 18 and 20 years for Misses, and 36, 38, 40, 42, 44, 46 and 48 inches bust measure for Ladies. A 38 inch size requires 3 1/2 yards of 54 inch material. For contrasting material 1/4 yard 27 inches wide is required. Price 15c.

Send 12c in silver or stamps for our UP-TO-DATE FAL AND WINTER 1930-31 BOOK OF FASHIONS.

NEIGHBORHOOD NOTES

FARMERS UNION MEETING AT ALLEN, KANSAS

This has been a pleasant week; the roads have dried after the rains of last week, and gasoline burning on a larger scale now can be resumed. Because of this combination of good roads and fair weather I was this week enabled to accept an invitation to attend a meeting of the Farmers' Union, which was held at Allen in Northern Lyon county. The 50-mile drive was a pleasant one, and we arrived just as "Young Bill" White was starting his interesting travelogue, which consists of moving pictures he took while on a trip to Europe. The pictures were accompanied by a running fire of comment and explanation which was very interesting. Next on the program was a talk by W. W. Finney of Emporia on the reason as to why he has been converted to the idea of a graduated income tax for Kansas. An investigation into the tax situation in Lyon county caused Mr. Finney to become so interested that he dug down in his own pocket to the extent of \$700 to pay for services of helpers to examine the tax rolls and probate court records of Lyon county. A questionnaire sent by Mr. Finney to 100 representative Lyon county farmers disclosed the fact that they were this year paying at an average of their entire income in taxes. Lyon county contains Emporia, a city of 13,000 people; the county as a whole has 4,207 families, and of these 1,200 paid no taxes, while 70 per cent of the whole number paid taxes of \$7 a year, or less.

Farm Taxes Too High
Mr. Finney took the known incomes of business and professional men in Emporia and showed from the records that some of them paid scarcely 1 per cent of their income in taxes. The class that paid the highest paid but 5 per cent; Emporia preachers received an average income of \$3,200 a year and of this paid virtually nothing in taxes; the total taxes of some of them being less than \$3.50. Retired farmers living in Emporia were hit rather hard, so large a proportion of their property consisted of farm land. These retired farmers paid 22 per cent of their income in taxes. But the real burden bearers were the farmers. Mr. Finney's records to be the farmers who had not retired but who still were out on the line of battle. These men were paying 40 per cent of their income in taxes. Value of farm land and property are shrinking every year, and the proportion of property classed as intangible is increasing at a tremendous rate. Yet this class of property pays virtually no share of government expense and at the same time shares in the benefit of that expense to a much greater degree than does real property. Mr. Finney entered into this inquiry with an open mind; what he found has made him a most earnest advocate of the graduated income tax.

Lower Livestock Commissions
While the 300 or more folks who attended this Allen Farmers' Union meeting were digesting the facts and figures given by Mr. Finney, they also were taking in as additional cargo a dinner such as Kansas farm women always set up on these occasions. This dinner was served at the church, which seems to be well equipped to feed both the material as well as the spiritual man. The meeting then adjourned back to the home where the first speaker was A. M. Kinney, secretary of the Kansas Farmers' Union.

Mr. Kinney gave good and sufficient reasons for the existence of the Union. Frankly saying that the Union as a whole had abandoned its retail business and did not intend to resume it, he showed that the selling end of the Union was making good even under present conditions. The Union has four major marketing activities: the Mutual Insurance Company, which insures the regular farm property and the Mutual Life Insurance Company, which holds the enviable reputation of being the only hail insurance company in Kansas which always has paid its losses in full. There also is the Union Livestock Commission Company, which last year paid back to its stockholder members 25 per cent of all commissions collected. This seems to be one way to avoid the high cost of shipping livestock without going into court to do it.—From letter of Harley Hatch in Kansas Farmer.

Another farm meeting has been called for 1:15 Saturday afternoon, December 27th at Pleasant Hill schoolhouse.

Several questions will be discussed such as permanent organization, tax reform and other proposed legislation. Do you favor a blanket ballot giving unrestricted choice of candidates to the voter at the primaries? Will Federal aid for purchase of seed and feed be helpful to Lyon county farmers this spring; if so, let's secure it. Another community meeting similar to the one recently held in Allen is being considered by the program committee. There seems to be general inclination to hold this meeting around January 15th at Admire, if the folks there want it. If you Admire workers are interested, attend this meeting Saturday and let it be known. We are asking Mr. Dan Goodrick of 107 to preside.

ECHOES OF THE ALLEN MEETING
The Emporia Gazette, Lyon Peoples Herald and the Kansas Union Farmer gave good stories of our doings, all pronouncing the program and spirit of the meeting as excellent.

W. L. White in a recent convention said he thought the program fine and enjoyed his day with us very much. C. A. Ward, Salina, State Union President, wrote that Secretary Kinney said we had a fine time and Brother Ward hoped he might attend a similar meeting in the future.

A good friend and cooperator of Admire inquired the other day when the next meeting would be held. He said farmers' need these educational and social contacts and urged more of them.

Feeling that in the strain and stress of putting on the program we might have neglected our good friends and special guests, H. C. Hatch, brother and nephew, we wrote them expressing appreciation of their coming and hoping they understood how pleased we were to have them with us. Harley Hatch replied in his characteristic way.

Although the letter was private, we are sure he intended it for all his friends, so here it is:
Gridley, Kans., Dec. 17, 1930
Mr. Charles Day, Allen, Kans.

Dear Mr. Day:—Your good letter at hand. Do not for a moment think that we were not treated as we would have liked at Allen. I enjoyed every minute of the time and only wish that I do not know that I ever attended a meeting of the kind where there was so much real meat in what was said, especially the talks of Mr. Finney and Mr. Kinney. All too often speakers at such meetings deal in generalities but there was nothing of the kind at Allen. If you will look in my column in the Mail and Breeze of December 27, when it comes, you will see how much I got out of the Allen meeting.

I appreciate your kind words; I only hope that I deserve them. I owe a life-long debt to the Kansas people for their kindness to me for the past 25 years and among them always will remember the folks at Allen. With fraternal regards and best wishes for the coming year to you and to the friends at Allen, I am,

Sincerely yours,
Harley Hatch,
—Northern Lyon County Journal.

NEOSHO COUNTY MEETING
Dear Mr. Kinney:

I am submitting to your office, a list of the new officers of the Neosho County Local, who were elected for the coming year, at our regular December meeting. And also a brief report of said meeting. This meeting was called to order by the president, H. D. Collins, on roll call of the Locals and officers, it was found that Barney Brogan, Erie, Ogeese, South Mound Locals were represented, and the president, vice-president, secretary-treasurer, lecturer and all three members of the executive committee were present. Our delegate to state

FARMERS MEETING

meeting at McPherson, Brother F. J. Gouvin, gave his report of the state convention. Brother E. F. Fortune, who also attended the state meeting gave a good report. The election of new officers was held and the following officers elected: President F. J. Gouvin; vice-president, L. J. Heaton; sec'y-treas., Chas. Norris; conductor, C. R. Tredway; doorkeeper, Tom Roberts; lecturer, E. T. Fortune; executive committee, Henry Severt, Archie Kinnie, Elmer Clark. It was moved, seconded and carried, that the county local hold special meetings during the months of January and February. Date of said meetings left to the call of the president. It was decided to hold the January meeting at St. Paul.

After the installation of the new officers, it was moved that we stand adjourned until our next meeting. Motion carried.

Very truly yours,
Chas. Norris, Sec'y.

JOHNSON COUNTY FARMERS UNION NO. 62 FOURTH QUARTERLY MEETING

Johnson County Farmers Union No. 62 held its fourth quarterly meeting in the Olathe Grange hall with President M. D. Bartlett presiding.

There were not very many present but those who were here were very enthusiastic as to the future of the Farmers Union. We are going to try and hold a revival sometime in January if President Ward can come to lead it.

The following were elected as officers for next year: M. D. Bartlett, president; J. T. Kincaid, vice-pres.; J. L. Chaney, sec'y-treas.; A. E. Riffey, lecturer; L. A. De Vault, conductor; Ed Williams, doorkeeper.

J. L. Chaney, Sec'y-Treas.

WABAUNSEE COUNTY QUARTERLY MEETING

Alma, Kans., Dec. 18, 1930.
Mr. C. A. Ward,
Dear friend:

I am writing to let you know that we still have meetings in Wabaunsee county. We held our regular quarterly

County Union meeting Dec. 13th and had the best attendance of the year, and it looks as if things are going to look up a little.

The delegates went on record as favoring an audit of all court house records and passed the following resolution:

Almost all business organizations find it expedient and profitable to have their books audited at short intervals. The books of the county officials have not been audited for many years by a bonded accountant.

Resolution
We, the Farmers Union of Wabaunsee County, lawfully assembled this 13th day of December, 1930, do hereby resolve that we are in favor of an audit of all court house records by a bonded accountant.

C. E. Hedges
Frank McClelland
Fred Steinmeyer, Com.

The following officers were elected for 1931:

President, P. F. Peterson; vice-president, Paul Geisler; secretary-treasurer, Joe Richmond; conductor, M. W. Zekker; doorkeeper, Geo. Sommers; executive committee, Frank McClelland, Fred Steinmeyer and H. A.

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That is the motto of this farmer-owned and farmer-controlled Life Company, whose insurance is sold only to farmers and whose resources are dedicated to the financial betterment of farmer policy holders.

Why not become a practical co-operator today by protecting your estate with a policy in this company? Write or call at the home offices. It is a pleasure to help you.

Farmers Union Mutual Life Insurance Company

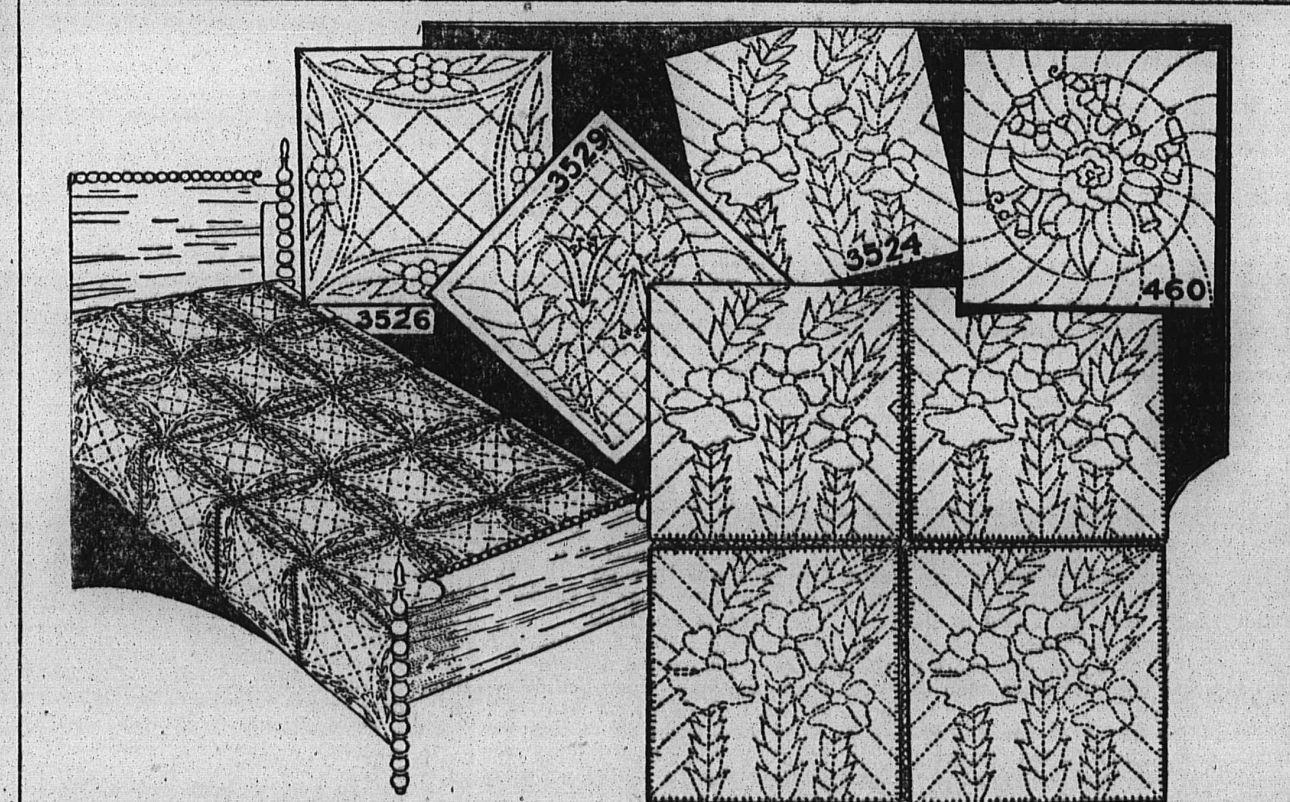
706 Grand Ave. Des Moines, Iowa

FAIGLEY'S KAMALA NICOTINE COMBINATION WORM TABLETS

For CHICKENS and TURKEYS
Each Tablet contains Kamala and Nicotine that kill Tape and Round Worms in poultry.
Millions used by large breeders of poultry.

No waste or guess work. Does not make birds sick.
50 tablets \$1.00, 100 \$1.75, 200 \$3.00, 500 \$6.75, 1000 \$12.00
Postpaid and guaranteed.
Dealers and agents wanted.

FAIGLEY MINERAL CO.
90 Miller Ave., LANCASTER, O.



QUILTED PILLOWS JOINED NEW WAY—MAKE GORGEOUS BED QUILTS

There is great possibility in these cleverly arranged pillow designs. Nos. 460-3524-3526 and 3529 worked with ordinary quilting stitches can be used for making quilted pillows. Then imagine what a gorgeous bed quilt it will make if joined this new way as lustrous rayon taffeta and rich each pillow form we furnish wadding lining and sufficient material for the

back. For bed quilt, first make each individual pillow with wadding inside, shown on illustration. Stamping is on the stitch design. This applies effect of drawing to front and back of quilt. Take special care that each pillow or block is a perfect square and then place as shown above, using rope silk or heavy yarn for joining. This is done with feather stitch only or edges of each form can first be blanket stitched and then whipped together with overcast stitch. Twenty-five pillow forms make quilt size 90x90, for

size 72x90 use 20 forms and for baby quilt, size 36x54, use 6 forms. The various colors, gold, green, orchid, coral and blue in which we can supply each design make it possible to use one design stamped on one color and a second design stamped on a different color for alternating use. Price for each pillow form, size 18x18, stamping on high grade lustrous rayon taffeta, including same material for back and wadding lining, is 50c, postpaid for each form. State color desired.

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Postpaid and guaranteed.
Dealers and agents wanted.

FAIGLEY MINERAL CO.
90 Miller Ave., LANCASTER, O.

Schwank; county lecturer, C. E. Hedges.
Joe Richmond, County Sec'y.
(Continued on page 4)

WE MANUFACTURE—Farmers Union Standardized Accounting Forms

Approved by Farmers Union Auditing Association
Grain Checks, Scale Tickets, Stationery, Office Equipment Printing

Consolidated
PRINTING & STATIONERY CO.
SALINA, KANSAS

SCALE BOOKS
RECEIPT BOOKS, GROSS BOOKS, ORDER BOOKS, REMITTANCE BOOKS ALSO
LETTER HEADS, STATEMENTS, ENVELOPES, ETC.
GLOBE IMPRINT, Salina, Kas.

Price List of Local Supplies

Application cards.....20 for 5c	Farmers' Union Song Leaflets, per dozen.....10c
Credential blanks.....10 for 5c	Business Manuals, now used instead of Ritual, each.....5c
Dimit blanks.....15 for 10c	Farmers' Union Watch Fobs 50c
Constitutions.....5c	Ladies Auxiliary Pins.....50c
Local Sec'y Receipt Books 25c	
Secretary's Minute Books.....50c	
Farmers Union Buttons.....25c	
Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.	

WRITE A. L. KINNEY, Box 51, Salina, Kansas.

New Year Greetings!

best wishes for a Happy and Prosperous New Year and better times for all in 1931.

Farmers Union Co-operative Creamery Association

Kansas City, Mo. Wakeeney, Kansas

Place Your Coal Orders NOW!

And be assured of a supply when you need it. Orders received now will get our most careful attention and will enable us to give you better service. Our mine connections this season are very satisfactory and we are in a position to give you the best QUALITY and SERVICE obtainable at prices that are RIGHT.

ASK FOR QUOTATIONS on Kansas Deep Shaft and Shovel Lump and Nut; Henryetta, Oklahoma Fancy and Domestic Lump, Fancy Egg and Nut; Pinnacle-Kemmerer Colorado Lump and Nut; Rainbow Rock Springs Wyoming Lump and Nut; Illinois Lump, Furnace size and Nut; and Standard Briquettes.

PATRONIZE YOUR OWN FIRM

The Farmers Union Jobbing Assn.

1146 Board of Trade K. C. Mo.
Branch Office
915 United Life Building Salina, Kansas 1004 Corby Building St. Joseph, Mo.

LIVE STOCK

Be a REAL Farmers Union member and market your live stock through

YOUR OWN FIRM.
Your own organization naturally will do more for you than some one not interested in you. You get your part of the profits returned to you from the Farmers Union firm.

Farmers Union Live Stock Commission Co.

G. W. Hobbs, Mgr. Kansas City, Mo.
Stock Yards

Protect Your Home and Other Property

AGAINST ALL HAZARDS

FLOYD LYNN SPEAKS OVER STATION WIBW

(Continued from page 1)
As a trader, Mr. Little is in a position to learn every angle of trading as it is carried on at the stock yards.

On January 1, 1908, Mr. Little became associated with one of the leading live stock commission firms on the Kansas City yards. His ability and personality convinced the firm that he would be a most valuable asset to their business, so they started him in as assistant butcher cattle salesman. In the course of a year or two, he was placed in charge of the sales department of the butcher cattle alleys. In 1918, he took charge of the steer alley, and has sold fat steers for that firm continuously up to the present. As has been pointed out before, Mr. Little, with probably no exception, has sold more fat steers than any one else in the yards.

Selling steers has been Mr. Little's life work. He has made a study of the business. He has not been content with remaining on the yards, but he has kept in constant personal touch with the men out on the farms—out at the feed lots—where the principal end of the live stock business is carried on. During his 22 years as a continuous salesman, Mr. Little has surrounded himself with thousands of close friends in the cattle producing business. He believes in going out to the feed lots and watching the price of the feed while the feed is being hauled. He is a close observer of methods of feeding and of results obtained by the different methods. In a recent statement, Mr. Little said: "I have always believed that my duties as a cattle salesman not only include keeping posted on local market conditions, but in keeping posted, too, on beef trade in the eastern centers, with market conditions at other markets, comparing receipts and season's runs with other markets, and the reactions of other markets, as well as the Kansas City markets, to the various conditions that arise."

With the acquisition of Mr. Little's services, this firm is only improving its service, which we feel is already on a par with that of any firm on the yards. Bob Lience, who has been in our cattle alleys for about seven years, and who has been selling steers for nearly three years, will start on hand and will continue to render the same efficient service which he has been giving, and which has had a great deal to do with building up the Farmers Union business to its present high level. We know that the large majority of the farmers listening to this talk are well acquainted with Mr. Lience. They are familiar with his ability as a steer salesman and with his personality, and his excellent judgment of cattle. Mr. Little, judgment of cattle, and Mr. Lience, judgment of the business, and is familiar with conditions and problems as they are found by the farmers and shipper themselves. Before Mr. Little, Mr. Lience was out on the farm, down in Woodson county, Kansas, and was an active shipper of live stock from his county.

While we are talking about the personnel of the Farmers Union cattle department, we want to mention the other salesmen, with whom most of you are well acquainted. Frank Sparks is our feeder buyer, and is thoroughly conversant with the different shippers and their live stock business. He has been in the cattle business practically all his life, and is one of the best judges of cattle in this territory. His former experience includes extensive shipping and trading when he was in business for himself. He keeps himself posted on conditions that affect the cattle trade, and shows rare marketing judgment.

John R. Hannon is the Farmers Union butcher salesman. He has worked at the Kansas City stock yards ever since he finished his schooling. He is a student of the practical side of live stock marketing, and makes it his business to give you the best possible information to every consignment of cattle he handles. He understands the live stock commission business from bottom to top, and is especially well fitted to handle your sales. He is the man who signed to the Farmers Union firm at Kansas City. Like Mr. Hannon, he has practically grown up at the stock yards, and is thoroughly familiar with the duties connected with his department, and with market conditions. Both Mr. Seager and Mr. Hannon have been with their own firm nearly ever since it was established. The yard men are an efficient crew, who understand the live stock so that they will take on good fills and be in shape to bring the best prices possible. Of course you are all well acquainted with the Farmers Union hog department, which handles more hogs than any other commission firm on the K. C. stock yards. Snapper Garrison has charge of the hog department and is assisted by Wilson O'Neal. Fred Grantham has charge of the sheep department.

Just at this time, we believe a few words about ownership of capital stock in the Farmers Union Live Stock Commission Co. would be timely. Any Commission Co. would be eligible to in time for him to become eligible to receive a patronage dividend on 1930 business has but two or three days in which to do so. Dividends can be paid back only to those who are stockholders, and to be effective for business handled at any time during 1930, the stock will have to be issued before the close of business on Wednesday, December 31. If you send in a letter to accompany the letter with a check for \$1 or that amount in cash, and be sure, too, to state the name of the stockholder in the Farmers Union, or in the Grange, Farm Bureau, or some other organization. This is very important, for this firm is not allowed to issue stock to any who is not affiliated with some such organization.

Now, if I may be permitted to do so, I would like to make a brief mention of the publication known as "The Co-Operator," which is sponsored jointly by the Farmers Union Cooperative Credit Association, at 201 Oak Street, Kansas City, Mo.; the Farmers Union Jobbing Association, at 1146 Board of Commerce, Kansas City, Mo.; and the Farmers Union Live Stock Commission Co., 410 Live Stock Exchange Bldg., Kansas City, Mo. It happens to be that among my duties is includ-

ed the editing of this little paper. I want you to know that we are glad to receive suggestions as to how we might improve the paper, for we want it to be a true reflection of what is going on in your three marketing agencies at Kansas City. Naturally, the treatment of the different subjects must be brief, because of the limited space available. We try to make the paper as interesting as possible, and we make liberal use of pictures in the columns, for we believe that is a good way to let all of you become acquainted with us. In addition to that, we try to sum up conditions in a cartoon in each issue. These, we know, are rather crude, but I hope you have some pleasure in looking at them. For I have a great deal of pleasure in drawing them.

We want to send this little paper to every person who is interested in cooperative marketing as carried on by your three marketing firms at Kansas City. If you are not receiving it, please write to the Co-Operator, room 410 Live Stock Exchange Building, Kansas City, Mo., and we will be glad to send it to you each month as it is issued.

George Hobbs, general manager of the Farmers Union Live Stock Commission Co., would have addressed you over this radio station tonight had he not been previously dated to attend a meeting of the Board of Directors of the Farmers Live Stock Marketing Association at Omaha. The meeting is to take place Monday, but Mr. Hobbs had to be there to take care of some advance details the latter part of this week.

It is the wish of every man and woman on the force of the Farmers Union live stock firm that this new year, which is just around the corner, shall be one of continued prosperity to all of you. Through your splendid cooperation, this firm, which is your live stock commission company, has enjoyed a prosperous year. Without your cooperation, we could not prosper. It's a matter of cooperation all the way around, for as your cooperation allows the firm to prosper, you prosper, and your live stock marketing costs you just that much less.

Before closing these remarks, I want to take occasion to thank the management of this radio station, WIBW, for this opportunity to speak to you. We appreciate this kindness most sincerely.

MEETING OF DIRECTORS AND MANAGERS OF F. U. BUSINESS ASSN

(Continued from page 1)
large our field. We must continue to build up our business. When a business goes to decline, we are going back. We must go ahead on a constructive organization campaign if the Insurance Company is going to continue to grow. During the past year we have had the best year in the history of the organization. Among other reasons, this is on the cycle of 5-year business. Each 5-year cycle for years was larger than the previous year. I hope we can make some plans whereby we can continue to make the progress we have in the past. I am sure you will find the Insurance Company and Board of Directors back of any proposition that is reasonable.

A. W. Seamans: Someone has said the state organization is the backbone. We all know what happens to a human person whose back is broken. They are simply down and out. I think that is what would happen to the business activities of the Farmers Union of Kansas. It would have a tendency to react very unfavorably to all the organizations. I think the Creamery is probably as much interested as any. We are vitally interested in the state organization and membership of the state organization for the reason in our own business we are dealing with that individual member. I think the work that has been done this last year through the state organization has brought the state organization to a position where it is doing considerable organization work through the Produce Association, particularly in connection with establishing the plant at WaKeeney. The thing that stands out most, right through the last 3 months is the number of inquiries we are getting from all over the state asking about how they can proceed to establish a station. They have heard of the Farmers Union. Sometimes it is not an inquiry about produce alone, but facilities for handling other lines. I have taken the trouble to run down some of those inquiries and they have come as results of meetings through work done by the state organization. I think there is no time in which the interest has manifested itself like it is right now. The Creamery is interested and it is going to be behind any program that will help put this over in the best possible way.

T. B. Dunn: I believe Mr. Huber brought up one of the big points we should discuss at this meeting. That is whether we should concentrate on getting back the old members or just adding new ones. The Auditing Association is depending largely on the other state activities. If the local falls down and the elevator fails, then the Auditing Association is out that business. Naturally we fall back on the statewide organizations to keep them going. We are always able to do that by keeping the members together. What we want to do is build up membership where we have activities and these in turn patronize our statewide activities. We are very friendly to other statewide organizations. I find the Farmers Union stands as high with all the other organizations in the state. Not only so, but I know for an absolute fact that the Farm Board looks up to the Farmers Union as the most militant and best organized farm group in this state. To show you how other organizations are looking to us, I have a letter from the State Farm Bureau asking me to send an auditor to audit their records. That is the first time in history that the Auditing Association got this work. Let's keep things going our way.

Rex Lear: The life insurance is perhaps in a different position from the other activities. We have an idea to sell to the members. The idea is that our company comes from the principles of co-operation. The fellow who patronizes our institution is the only one who gets benefits. That is not true of our other activities. Our creamery has bettered conditions for

every farmer in Kansas, whether he is on the outside or inside. We do not pay dividends or charge the purchase to the other fellow who does not patronize us. Our attitude of our organization, the 210 men representing our company in this state as far as I can control it, will be back of the state organization. The main thing is the Farmers Union. There are a lot of us who think it is the biggest thing. The big thing is the state organization. It is a power. It is where our force is. You must keep that up at all costs. The life insurance department will do everything they can to keep that up.

G. E. Creitz, State Manager of the Farmers Union Royalty Company, was not present just then, but A. D. Rice, President, made a few remarks. The Royalty Company was organized a little over a year ago and now has nearly one-half of the organization work completed. If it had not been for the Farmers Union and state wide institutions and state organization, we would not have had any Royalty Company in Kansas. We are interested in the state organization and activities.

Carl A. Clark, Chairman State Executive Board. I agree with Mr. Huber, the main part of our work is to retain our old membership. We want the organization built up. We want new members, but we want good ones. When anything is to be built up or done, we always rely on the old members. We must keep them in the organization, we need them.

C. A. Ward: I am sure we are interested in retaining the old members and in getting new ones. Just as soon as we neglect that part of our program, we are going to slip. We have to look towards the future of our organization. I have in mind appointing a resolutions committee and immediately after lunch getting into the business of the meeting.

If there is nothing further to receive our attention at this time, the meeting will adjourn. Wm. Lyons made motion that the meeting adjourn until 1 o'clock. Seconded. Carried.

QUESTIONS AND ANSWERS FEDERAL FARM BOARD

(Continued from page 1)
of the Canadian wheat pool announced they are closing the foreign sales offices? As I understand it they are closing them because of hostility on the part of foreign importers to those sales offices. They haven't encountered any such feeling?

A. No, as a matter of fact the Farmers National Grain Corporation has not any representatives of their own except for making contracts with importers in various countries. As far as setting up offices, they haven't done so. I have a suspicion the question of expense was quite a factor in the Canadian Pool's decision—not getting enough results to justify continuing the organization in several places they now have it. That is just a guess. Q. Can you tell us something about what will be the ultimate effect of wheat purchases?

A. In what particular?

Q. How extensive are future contracts being purchased by the Grain Stabilization and what effect will have when they begin to make deliveries on those futures?

A. That is anybody's guess as to what effect it may have when that time comes and truly I don't know. If somebody could figure out just where we were going to be, it would be very illuminating and very helpful.

Q. Would deliveries on those futures when delivery is due tend to strengthen the current cash market then?

A. During that period I think that is probably true. In other words, it does not seem that the situation is so tight that it is short of anything they are not in a position to deliver. We are not trying to engineer any corner. It does not seem like a man should sell heavily of something he did not have in the present situation. They might very easily run the price up on one another, outside of any action we might take or the stabilization might take. It would not be without precedent where they find themselves bidding against each other for wheat in order to fulfill their obligations.

Q. Is it a fair question to what ratio their futures buying now is to the cash buying, that is the Stabilization Corporation?

A. I think the recent buying has run stronger to futures than to cash for the simple reason that the spread between the present cash wheat and say May delivery, or any other future month for that matter is less than what it costs to carry it. Consequently it is cheaper to buy the futures than it is to buy spot wheat and pay storage on it.

Q. Is there any likelihood at all that futures buying will ultimately be of a volume that will make serious competition among those called upon to deliver at that time?

A. It is quite possible it might do that. Of course, it all depends on what it may amount to. There are four or five months between now and May delivery. What may happen between that time I cannot foresee.

Q. The spread between futures and cash usually reflects the storage charges?

A. Theoretically that is what it is supposed to do. Recently for instance, the spread between December cash and May was about four and a fraction cents a bushel. Carrying charges would vary with the price of wheat. In other words it would cost two cents a bushel more to buy and store than to buy May futures.

Q. Could we say that the futures dealings on the stabilization represent one-fourth of the total holdings?

A. The biggest part is cash wheat, most of which was carried forward from the 1929 crop, but futures are rather a substantial amount.

Q. Did they have any trouble delivering the other day on that ten million bushels?

A. No, they would have had trouble except the stabilization transferred a bunch of December futures into forward months.

Q. Do you suppose there would be any congestion in the terminal markets if the Stabilization Corporation bought cotton?

A. I think there is ample cotton storage.

Q. Is Governor Schafer taking up with the Board any plan for acreage adjustment of spring wheat?

A. Only in a tentative sort of way, nothing specific. We are hoping to carry on just the way we did last year. The spring wheat area gave us a reduction of around five per cent; the winter wheat area has done as much as that, or a little more. That is all to the good, and broken at last a vicious circle of sixty-two consecutive months from August, 1926, I hope it is correct, there never was a month when the visible supply of wheat wasn't greater than the corresponding month of the preceding year. The trend has always been upwards for five years and two months. Last year the tide turned the other way, both world visible and North American visible showed a little decrease in November. It is the first time that has happened in over five years and two months.

Q. Any improvement in the foreign markets of wheat? Anything on the horizon?

A. No foreign markets seem to be perfectly rotten.

Q. Is Russia still shipping?

A. Not shipping so heavily. I notice some of the crop reporting agencies have marked down rather sharply the Australian estimate. I think it is correct for the original report on Australia showed a considerable increase over last year.

Q. Australia is now marketing?

A. Yes, their harvest is pretty well over now. It generally finishes about Christmas time.

Q. Is there a movement for a unified export policy by wheat exporting countries?

A. Yes, that is being agitated in Australia and also Argentina and Canada. Just where they are going, I haven't any idea. I have invited you to join with them. While we are sympathetic, we are not looking to the export market as a solution of our wheat problem.

Q. Did Mr. Maloney (Australia) suggest that too?

A. Yes, that was one of the things they discussed. They have a small population to feed and the export market is pretty vital. They can't look to the possibility of just a home market for theirs. They have hopes of getting some concerted action among exporters.

Q. You said the American wheat problem, based on your observation, is not a problem of export. How many years do you think it will be before the American farmer will get down to a domestic basis of production? Will it take five years?

A. No, it will be done in less than five years if present conditions or anything comparable to present conditions continue. If the market should react and show some marked improvement it will probably take longer.

Q. How many years will it take before the American farmer will get down to a domestic basis of production? Will it take five years?

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Q. How many years will it take before the American farmer will get down to a domestic basis of production? Will it take five years?

Q. Did I understand you to say that in December the market would have been embarrassed if the Stabilization Corporation had been prepared to accept deliveries on all futures?

A. If they had insisted, it wasn't a question of being prepared; if it had demanded delivery, it would have been an embarrassing situation from the standpoint of storage and also from the standpoint of people having to deliver wheat.

Q. It would have been an embarrassment in that it would have tended to enhance the market price?

A. It would probably have resulted in temporary enhancement of price. It does not do any good if the price runs up and then takes a fall.

Q. Is it right to conclude that the Stabilization Corporation holds enough future contracts so that if in any one month they demanded delivery they could influence the market?

A. I said they held enough in December which might have been embarrassing, if they had been running a corner on the market, but that is not the objective and not what anybody is trying to do. As to whether they would have enough at the present time to be embarrassing in any future month, I cannot answer that. Probably not, but whether they will have when that time arises is another story.

Q. Then the ultimate object of the Farm Board is to put wheat on a domestic basis?

A. Yes sir, that has been made very plain.

Q. If that comes to pass in two or five years, what remains for the Farm Board to do? Is it going out of business?

A. We are not worrying about that. Q. Anything new on cotton, Mr. Chairman?

A. Nothing. The market improved a little yesterday, which is encouraging.

Q. The acreage reduction program doesn't apply to cotton so effectively as it would apply to wheat would it?

A. Well, I am not sure about that. This difference in my judgment is that the reduction in cotton is more of an immediate emergency, while in wheat it is a long-term program. I don't see any prospects of wheat coming back as an export crop but that isn't true of cotton. Cotton is simply in a jam—have too darn much of a very low demand at the present time. I think the two problems are distinctly different because there will undoubtedly be an export demand for American cotton in the course of a little time.

Q. It would be more difficult to fix the limit desired on cotton acreage than on wheat since you are not trying to get it down on a domestic basis?

A. The best information we have as to cost of making cotton doesn't vary a great deal between our planters and those of other countries. Every cotton grower around the world is similarly affected at the present time.

Q. Any further stabilization operations contemplated in cotton?

A. I can't answer that. There is nothing being done at the present time. That is all that can be done at the subject. What may be done at some future time is anybody's guess.

Q. The cooperatives have two million bales, haven't they now?

A. I think, approximately that.

Q. With this country on a domestic basis, it would be independent of foreign prices to the extent of the wheat it not, or practically to that extent?

A. Yes, it would be practically. That will vary different seasons. Back in 1923 Canadian wheat was imported despite a thirty-cent tariff when the price in this country was only about fifteen cents higher than in Canada. That was a condition wherein there was a shortage of certain grades of wheat in this country under which the miller could afford to pay that extra thirty cents for quantities of wheat needed for mixing purposes. That condition isn't true today because there is ample supply of the corresponding grades within the country. It isn't safe to say that they would never import any wheat until it reached that tariff differential, because there has been a time when they have done it and paid on it, a considerable duty as a matter of fact, in order to obtain something they wanted.

Q. Is there any prospect that the differential between Winnipeg and domestic prices will become such as we might import upon our present tariff?

A. I don't think so. If their market continues to decline it might reach a level where active importation would result.

Q. In that event would it be more desirable to push up our tariff or let our prices drop?

A. We would prefer to have the tariff pushed up but that isn't in our jurisdiction.

Q. Is there anything the Board can do for millers in the present situation with our wheat being out of line with world prices?

A. It is a very difficult problem. I do not see what could be done because it is not comparable to the situation last winter. A year ago an adjustment was made but on what within our own country. Trying to adjust to meet the world situation would be a very difficult problem. I apprehend, however, that it would be a wise thing to do. That doesn't affect all millers. You see, there are a lot of millers around the seaboard who are able to take advantage of the milling in bond privilege but some of the millers in the interior are not so favorably situated.

Q. Are any of them proposing a subsidy?

A. No, we have no such proposition. There has been some discussion about the unfortunate position they are in at the moment. There has been some discussion and very vigorous protests about the disparity of the freight rate as between wheat and flour in export handling. Hundred, some-around ten cents a miller, while flour has remained twenty-five cents.

Q. Ocean rates?

A. Yes. Of course there is a difference in the cost of handling.

Q. There is really nothing that can be done unless you would just arbitrarily give them some kind of a subsidy or drawback?

A. I do not feel we have any right or privileges of doing that, myself.

Q. Then their situation will get increasingly acute as you approach the domestic production basis?

A. My guess would be that they might have temporary relief from the present situation. It is reasonable to expect that foreign prices will gradually harden and part of the differential may be wiped out, but looking ahead a few years it looks like that may be a permanent situation.

Q. Will there be anything to offset that unfavorable condition?

A. Oh, there may be quite a number of millers who are now using some of the surplus in grinding purposes, and other grain for feeding purposes. Some of them are now using up some of their excessive capacity in that way and that may grow.

Q. Wouldn't it be more effective, and suit you better, in the light of what you said about the possibility of wheat coming in from Canada, if the differential between Winnipeg grows to that point, wouldn't it be simpler to declare an embargo on wheat?

A. I do not know. I haven't given that any study. That is done by some countries you know.

Q. Has the Board given any consideration to the proposition of the Senate which reveals that bread prices have not decreased with wheat prices?

A. Oh, we have some information on that. It seems to be very spotty. There are sections of the country where bread is being advertised at low prices—other sections where they do not seem to make any change whatever. That point is a matter the committee is looking into, perhaps they may discover the reason.

Q. The Board itself has not made a study?

A. No, we are not a regulatory body, for which we are thankful.

Q. What is the main item of cost in bread?

A. There is a Federal Trade Commission report issued about two years ago in which you can get a mass of detail on that to keep you busy all night and Sunday.

Q. Are there going to be any faculty loans to cooperatives this year?

A. Oh, I suppose so.

Q. Not any in the Northwest for terminals?

A. I cannot go into that in detail. The cooperatives are constantly studying these problems as to where they can improve or better their position.

Q. The Farmers Union found the one in Williston themselves, didn't they?

A. I think they did.

Q. Has Kuhl's (Northwest Grain Association) organization got any?

A. Early in the season they got a few. This would be a good morning to suggest you do something for the wool people wouldn't it? Why not suggest to your respective employers that a nice warm overcoat would be a good Christmas present? I have already suggested that you eat wheat and eggs and different things and all—buying a few shirts. This morning with snow on the ground, I suggest that you touch the boss for a new overcoat.

NEIGHBORHOOD NOTES

(Continued from page 3)

COUNTY FARMERS UNION MEETING

Linn County Farmers Union held its last quarterly meeting for the year 1930 at Boicourt on Saturday, Dec. 20, with the largest attendance of the year.

Meeting was called about 11 o'clock by President Gerstenberger. The forenoon session was spent in discussion of various subjects. Some time was spent in discussing and laying plans for the organization of some new locals in the county, which, when completed will make Linn county a very important county in the operation of our county organization and help in this—endless work whenever possible.

At 12:30 the crowd assembled in the basement where a bounteous dinner session was held. The words of thanks, after which every one proceeded to fill their plates, not just once but twice or was it three times?

The meeting was called about 1:30 and opened by singing "Joy to the World" and "Silent Night." Some members of New Home local then led the congregation in a little pep song which got everyone in tune for the afternoon