



# THE KANSAS UNION FARMER

Organization

Education

Co-operation



NUMBER 2

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## CO-OPERATIVE OIL CO'S OPERATE AS A CHAIN

"A cooperative oil company is a good brand of farm relief," said Howard A. Cowden, president of the Union Oil Company (Cooperative) in an address before the American Institute of Cooperation at Baton Rouge, La. He continued, "The first cooperative oil company in the United States was organized in 1921. It was so successful about 400 other companies have been organized. These 400 companies are returning approximately two million dollars in annual dividends to their members. While it is one of the most recent developments in cooperative organizations it promises to have far reaching effects on the economic life of the American farmers."

Several more or less closely related reasons were advanced by Mr. Cowden to explain the rapid growth of the movement. Among them were, practically every farmer as well as town resident is a consumer of petroleum products; small amount of capital is required; they are simple and easy to operate; there is a wide margin between the wholesale and retail prices, and, substantial savings have been made by the companies now operating. He stated that a cooperative company at Greeley, Colorado started in 1922 with a capital of \$4,000.00 and 400 members and they have a surplus of \$100,817.28 and have paid patronage dividends amounting to \$285,967.46.

Mr. Cowden announced that the Union Oil Company, which is operated by a chain of local cooperative oil companies, has started operating a compounding plant in North Kansas City, Missouri, and that these companies are organizing a National Chain of cooperative oil stations which will pool the buying of their merchandise and equipment through the Union Oil Company.

### A LETTER TO HON. JONAS SLICKERY IN REGARD TO THE TARIFF

Hon. Jonas Slickery, M. C.  
Millionaire Point, Me.

Dear Jonas:  
I hope you are getting all rested up and that you will be able to be back to Washington when Congress meets this fall, fit for the tariff struggle which is coming off down there.

I see that you are quoted by the Press as saying that the tariff bill as passed in the House is "The very best tariff that has ever been devised." Of course as a corporation attorney, I am sure that you have taken care of your corporations in the matter of increased rates on the merchandise they are interested in.

With an average increase on farm products of about twenty-three per cent, and an average increase on manufactured goods of around forty seven per cent, I can understand why, from your point of view, this is such a good measure, but just what kind of an argument are you going to be able to put up to the farmers in your district to convince them that you have been looking after their interests in getting the tariff rates adjusted, so that the rates on agricultural products would more nearly compare with the rates on manufactured goods.

You are a pretty smooth politician, in fooling the farmers in your district into believing that you are working for their interests, but I am wondering how long you can keep it up. Some time after you left the sand hills, two very nicely dressed, smooth talking fellows came into our neighborhood selling some fancy seed oats at a fancy price; three or four times the regular price for oats. According to these men, they would yield three times as much as ordinary oats. These men were representing a company which agreed to buy back the yield in the fall all of the oats raised

from this seed at one dollar per bushel. Well, quite a number of the farmers fell for this scheme, and signed an order for oats, which turned out to be a note in the bank due in a short time, which they had to pay. They did not even get the seed oats.

Several years later, one of these gentlemen came back into our country with some new scheme to flim-flam the farmers. I suppose he thought that the oat deal had been forgotten, but someone recognized this fellow, had him arrested and he was sent to the penitentiary for a term of years.

Of course I am sure you have always been careful to keep on the inside of the law, and I do not anticipate that you will ever be arrested, but it is just possible that the farmers in your district will finally get next to you and refuse to send you back to Congress.

Your old schoolmate,  
A. M. KINNEY.

### LIFE INSURANCE AVAILABLE FOR MICHIGAN FARMERS

The Michigan State Farm Bureau, Lansing, has recently added life insurance to its list of activities. A new organization, the State Farm Life Insurance Company, formed under the laws of Illinois and licensed to operate in Michigan with the Michigan Farm Bureau as the State agent, will carry on the business. The new company is a legal reserve, capitalizing at \$200,000 and having a surplus of \$200,000. It plans to stress straight life insurance, offering farmers safe and dependable insurance at a moderate cost, as a protective measure, not as an investment or savings plan. However, for those who demand service there will be endowment policies and other types not recommended for the average person.

In 1927, 25,000 miles of new highways were laid in America.

## GRANDMA HENDERSON, CLIFF'S MOTHER, CELEBRATES HER 90th BIRTHDAY ANNIVERSARY

Grandma Henderson of Kincaid, celebrated her ninetieth birthday anniversary last Sunday, at her home near Kincaid. It was a fine day, and a huge crowd was present to help "Grandma" celebrate the occasion. Friends came from Missouri and Oklahoma and from all over the state of Kansas.

Everyone arrived before noon and every family brought a basket filled with good things to tickle the palate. After dinner, the afternoon was spent in visiting with Grandma and listening to a musical program presented by those who were talented along these lines. Mrs. Henderson enjoys music very much and was grateful to those present who were kind enough to play and sing for her.

Mrs. Henderson was born August 5, 1839, at Jacksonville, Ill. There she grew to young womanhood, and received her education at the Women's College of Jacksonville. She recalls many of the incidents of her early life, and it would be impossible to enumerate here even the ones she told of on this memorable occasion, but there is one which I recall that seems to stand out from the rest, so I will try to repeat it as she told it to me: "My father once sent me to deliver a letter to Abe Lincoln, who at that time was very well going up a rickety old stairway leading to a rickety old chair. The steps were very wobbly and were decaying after years of service. I reached the top of the stairs, and being a bit timid, I peeked around the corner to see who was present before entering the office. Mr. Lincoln saw me and immediately arose from his chair and led me into the room. He took me on his knee and after reading the letter my father had sent, he carried me down to the street, explaining to me that he was afraid I would fall, that more than two hundred and fifty were present. Everyone certainly enjoyed how good and kind Mr. Lincoln was without actually coming in contact with him. This is one incident of which Mrs. Henderson can be justly proud.

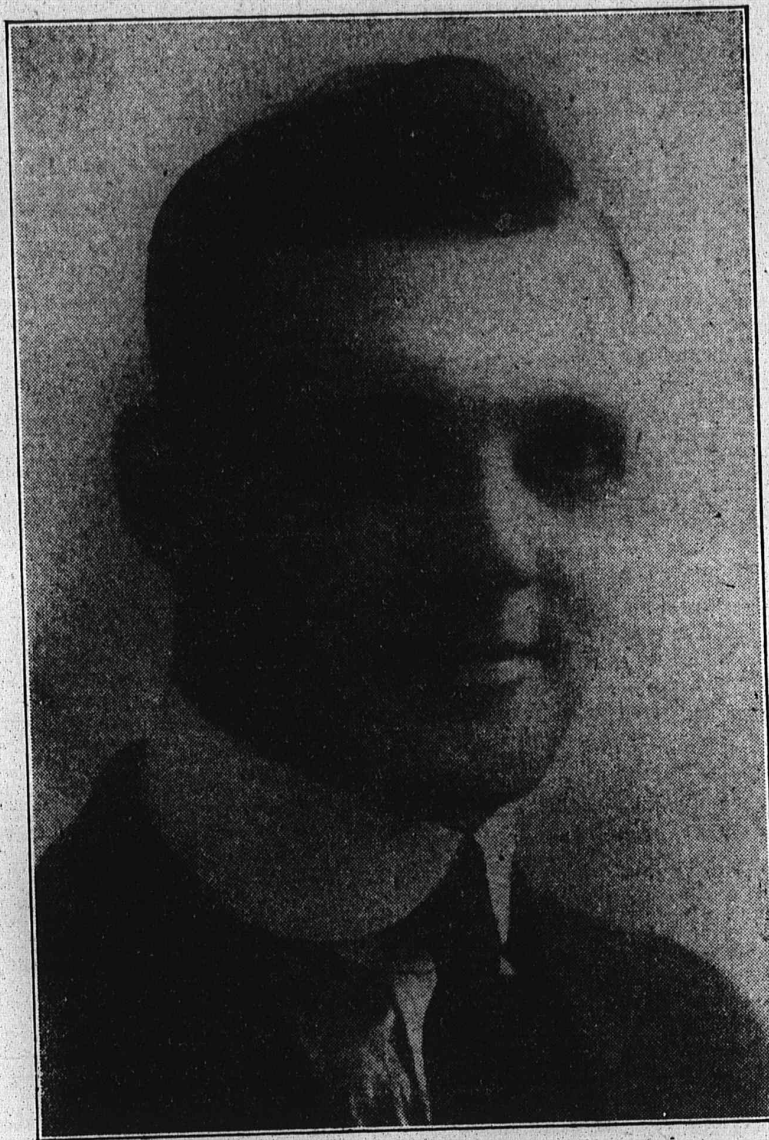
In April, 1861, she was married to Lieut. Henderson of the Union Army. In 1872 she moved to Kansas and homesteaded the place where Grandma still lives. There is a family of six children, two of whom are still living; Bert Henderson and Mrs. L. C. Gretten.

Mrs. Henderson has always been known as one who could be depended upon to take care of sickness, and the needy, and help in any worthy cause. Her friends tell of many times when she has taken a basket on her arm and distributed food and clothing to those who were in need.

She is one who always thinks of others before herself. Her joy in living is to serve others and to bring joy and happiness to those about her. She taught school twenty-five years, and according to those who knew her then, she was a teacher who possessed an unusual gift of imparting knowledge to others. She was dramatically inclined, and could make her audience laugh or cry at will.

She writes poetry, obituaries, and articles on every occasion that demands someone to take care of such things. A more loyal worker cannot be found in the fraternal organizations to which she belongs. She is a member of the Farmers Union, and a stockholder in the Farmers Union Live-Stock Commission firm at Kansas City. While we were there, a telegram arrived from Hon. W. P. Lambertson, congratulating Grandma and expressing his regrets because he could not be present. Mr. Lambertson is vice-president of the Kansas State Farmers Union and is also a Congressman.

Two hundred people were registered at the house, but it was estimated that more than two hundred and fifty were present. Everyone certainly enjoyed himself, and all are looking forward to Grandma's birthday next year.



## HERE IS A STATION PROUD OF ITS MGR.

Mr. P. J. Schulte, whose picture is above, came to his position as manager at Alta Vista from Westphalia. He has been on the job for a half year, and Auditor R. A. Fouts reports that the net gains for the period are \$3800.

Prior to Mr. Schulte's taking charge the business had shown a loss rather steadily. He is a stockholder, a member of the Union, a man who takes great interest in local meetings in his territory.

The report, which was sent in by one of the stockholders, declares that good management is responsible for the favorable change in their affairs, and that their future is most promising. They are proud of their manager, and feel that he is entitled to recognition.

### OUR MOTHER

Ninety years ago to-day  
You came, this world to greet;  
You came, a blessing to us all  
A babe so plump and sweet.

In the far away—so long ago  
When the world seemed upside down,  
And times were not so peaceful then  
There was trouble all around.

"Wars and rumors of wars,"  
Was the cry from far and wide.  
Then Lincoln called his faithful men  
To battle, side by side.

Then to school you faithfully went  
To learn the teacher's rules;  
To learn the work of teaching books  
In rural and city schools.

At this task you fought bravely on  
And kept your little home;  
Teaching your children the ways of life  
Not leaving them to roam.

These many years you've gone bravely on  
Not leaving them to roam.

With the Master by your side,  
Rearing your family in God's sight  
And to all in Christ's abode.  
And to-day is a day of days  
A day we all have sought  
We have come to bestow our honor  
Congratulations we have brought.

Four-score years and ten have passed  
Since you came from heaven above  
A little babe to cherish,  
For us to fondle and love.

And now we honor you,  
A mother to us all.  
We look to God who gave you,  
We older ones, as well as small.

Just ten small short years  
And the century mark you'll reach.  
You're a blessing to the country-side  
And we younger ones you'll teach.

Teach us what life really is  
A life that is worth while.  
If we follow you your whole life through  
We'll all meet you with a smile.

In the land of endless mirth,  
When we are all done with earth,

We'll all enjoy the realms of day  
In the land of endless mirth.  
But we are all praying  
You'll be with us many years  
And be our Union Centenarian  
For which the time is near.

Oh, may we all face life like you,  
A life that's without measure.  
May we live a life as good and great  
And be of worldly pleasure.

And when God calls you home to Him  
Where there's neither sorrow nor pain,  
There's none that can be Grandma  
Henderson here,  
But our loss will be Heaven's gain.

Editor's note: Grandma Henderson is an active member of the Farmers Union and a policy holder in the Farmers Union Insurance Company. We are curious to know if we have many Union members and policy holders who are past ninety years old.

## An Appeal to the Local Secretaries

I believe that in the near future we will be able to announce our organization plans; but in the meantime, I want to urge all of the local secretaries to use every effort to collect the 1929 dues. Do not let a single member lapse his membership.

Explain to the members the vital need at this time of their keeping up their membership. I know that you secretaries are busy people, but please take time to see every one of your members who have not paid their dues.

If you have dues in your hands which have been collected, please send them, as we will need all of the funds we can get to put over our campaign for new members.

A. M. KINNEY, Secretary.

## JOBGING ASSOCIATION MAKES FINE SHOWING

The Farmers Union Jobbing Association's Profit and Loss Statement for the seven months ending August 1st is certainly a fine showing for a farmer owned and farmer controlled cooperative business; and the management is to be congratulated upon the splendid results.

Mr. H. E. Witham, the present manager took over the management the first of June 1927, and there has never been a month that the business did not show a gain since he took charge. Mr. Witham is conservative in his business judgment, economical in operating expenses, and he has the confidence of the business managers and members of the Farmers Union of Kansas.

Net profit for seven months ending August 1st, \$34,965.55. Same period last year, \$23,201.77. For July this year, \$13,078.09. July last year, \$10,948.17.

Total surplus August 1st, \$39,580.05.

The management of the Farmers Union Jobbing Association is not entitled to all of the credit for this splendid showing; the loyal Farmers Union managers over the state who have shipped the Farmers Union farms, to this farmer owned, farmer controlled marketing agency, are entitled to share equally with the management in the credit for this fine report.

The Farmers Union Jobbing Association has taken its place among the big business institutions of the country; and the fact that it is a farmer owned and farmer controlled business, gives back the lie to the charges of the cooperative business institutions, that "The farmers are not able to manage successfully big business institutions."

### THE FEDERATION OF ELEVATORS

The time has come when the local cooperative elevators, if they are to receive any benefit from the cooperative marketing plans of the Federal Farm Board, will have to federate themselves into a compact marketing organization.

The local cooperative elevators while they have performed in the past, and will continue to perform in the future, a great service to the communities where they have been located, can never hope to have any influence upon the grain market while they are operating as isolated cooperative units; scattering their shipments of grain through a hundred or more old line agencies.

Mr. Alexander Legge, the Chairman of the Farm Board has stated repeatedly, that the Board would only deal with the authorized cooperative marketing organizations, and the farmer who receives any benefit from this Relief Bill must be a member of one of these organizations.

It would be foolish to think that the Board could deal with the local cooperative elevator; it would require an army of employees, and the overhead of such an army would dissipate any benefits accruing from this Farm Relief Bill.

There is no question but that The Farmers Union Jobbing Association of Kansas, the Farmers Union Terminal Grain Company of St. Paul, and the Farmers Union Grain Commission Company of Omaha, will be recognized by the Farm Board. These three cooperative companies will handle more wheat this year, than all of the other cooperative associations combined, in the United States.

The Jobbing Association will have some representatives in the field soon to work on this federation plan, and I hope that the managers and boards of directors of the local elevators will meet them and discuss this matter carefully in a Farmers Union spirit, and then help us build the biggest terminal cooperative marketing company in the country.

A. M. KINNEY, Sec.

### FARM BOARD MAKES LOAN TO FLORIDA CITRUS GROWERS

The Federal Farm Board today definitely agreed to make its first loan out of the \$500,000,000.00 revolving fund which has been entrusted to it by Congress. The loan was made on the joint request of the Florida United Growers and the Florida Citrus Growers Exchange and will be handled by the latter organization. The loan is for \$300,000.00. This money will be used to equip immediately, certain citrus packing plants in Florida with heating and pre-cooling facilities, to enable the growers to meet Government regulations in controlling the Mediterranean fruit fly and thus to get their crop of this year onto the market. The loan is classed by the Board as an emergency loan to meet an emergency marketing situation.

Requests have come to the Board from organization of Florida citrus growers for several million dollars of additional funds for the purpose of extending and improving their packing house facilities and refinancing the plant obligations of some of the local associations. The Board believes that the making of such loans is one of its legitimate functions under the Agricultural Marketing Act, but it is also apparent that loans which are made by the Board should be in furtherance of the development of a permanent policy of marketing agricultural products through cooperative associations.

Among those from Florida appearing before the Board were representatives of the Florida Citrus Exchange, the Florida United Growers, the Florida Citrus Growers Committee of fifty, and other growers' organizations. The Board recognizes that these various organizations are all engaged in the marketing of the citrus fruit of Florida, but that at the present time there is no unity of action among them. The Board believes that an agreement among these various groups looking toward more economic sales operations, greater efficiency and economy in packing house operations, and a more complete control of the citrus fruits of Florida to prevent both gluts and surpluses on American markets, is desirable from the viewpoint of the citrus growers.

(Continued on page 4)

## NOTES FROM THE UNION OIL COMPANY

The first car load of Union Certified shipped from the new plant of the Union Oil Company went to the Co-operative Oil Company at Garden City, Kansas. This company started their bulk station in March and their filling station in April, and they have handled approximately 15,000 gallons of Union Certified. We are informed that they have a profit above operating expenses amounting to 16 per cent of sales. This is a splendid record for a new company.

The plant of the Union Oil Company—the only co-operative compounding plant in the United States—has just been painted in the traditional orange and blue colors of the National Chain. All of the new pump globes, barrels, grease cans, etc., are now being made up in the orange and blue colors. This is one of the most attractive color schemes being used by any company in the United States.

We have just received a copy of the first issue of the Co-operative Farmer, the new co-operative paper published at Chillicothe, Mo. The paper is being edited by M. R. Miller, who has had long experience in the co-operative movement. It is being "published by farmers for farmers".

A few weeks ago we announced that our "farthermost member" was at Petrel, North Dakota. Since then the Farmers' Equity Exchange at Scranton, North Dakota, has become a member and now has the distinction of being the "northern outpost" of the National Co-operative Chain. We have just shipped Scranton a carload of Union Certified motor and tractor oils. This is one of the largest Equity companies in

the northwest. During the first 92 days their bulk station was in operation, they made a net profit on petroleum products alone, of \$3,200.00. We are glad to have a successful co-operative like the Scranton Equity Exchange as a member of the National Chain of co-operative oil companies.

One of the youngest members of the Union Oil Company is the Farmers Union of Kansas. The State Board of Directors at a recent meeting, decided to purchase some stock. In doing so, they are helping to develop a National Chain of co-operative oil companies. We are glad indeed to welcome this group of operators for there is no better in the United States than the leaders of the Kansas Farmers Union. They have accomplished results which are outstanding in the field of co-operation, and we know that their assistance and co-operation will be of great value to the members of the Union Oil Company in developing the National Chain.

C. E. Huff, president of the Kansas Farmers Union, is also president of the National Farmers Union. He presided at the meeting referred to above. During recent months, Mr. Huff has rendered outstanding service to American agriculture. He is serving Agriculture with credit to himself and honor to the Farmers Union.

"Our Profits Are Your Dividends" is a new booklet which has just come off the press. It is a nutshell story of the plans and purposes of the Union Oil Company. In ten minutes reading one can get the whole story of a young but interesting and promising co-operative. A copy will be mailed to anyone on request.



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C. E. HUFF, Editor and Manager

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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.

Communications and Questions—Communications are solicited from practical farmers, members of the F. E. & C. U. of A., are at liberty to ask questions on any phase of farm work. Answers will be either published or mailed.

THURSDAY, AUGUST 22, 1929

## THE CO-OPERATIVE SYSTEM

(Dayton News)

In England, in the middle of the last century, some working people found there was a saving in buying sugar or potatoes by the sack instead of by the pound. They combined their tiny sack of sugar and a whole sack of potatoes.

These were doled out to the members of the group as called for. Each one paid for his pound of sugar or potatoes the market price then prevailing. When the supply had been sold out, a saving, the difference between the wholesale and the retail price, was left. This was then divided among the group in the proportion to their purchases. Or, more likely, it was left in the common fund to buy more sacks of potatoes and sugar and extend the method to other needed supplies.

The enterprise which thus began with a bushel of potatoes or a sack of sugar has grown till now the co-operative societies of Great Britain do about one-third of the business of the country. Because they began at the bottom, training their members by painful degrees in the spirit and methods of co-operation, they constitute one of the most stable economic structures in all the world.

There have been efforts, especially among farmers, to develop a co-operative system in this country. Progress has been slow, as it was in England. Co-operation requires a mental as well as an economic development, and minds grow and change very slowly. There have been many failures, usually the result of going too fast.

Fast-moving America requires miracles. This building a co-operative agriculture from the ground up is too slow for us. We can't wait for men's motions. So now we have a national farm board handing down a national co-operative system from a national Sinai.

There is to be a Farmers' National Grain co-

poration and a National Chamber of Agricultural Co-operatives, all decreed and subsidized from above. Thus a national co-operative garment is draped over the form of national agriculture, a vast majority of which hardly knows what co-operation is, and if it does know, has not caught the spirit of co-operation.

A co-operative system without co-operators has a top-heavy look. Perhaps agriculture will grow up to its co-operative clothes; and perhaps agriculture's co-operative clothes, with all the office holding and the politics that goes with them, will smother agriculture. You can never tell.

In ancient times nations used to try to make Christians in the same way. Emperor Constantine could order every subject, on pain of the torch, to be a Christian, and a Christian he was—on the outside of the platter. The making of Christians from the inside out has been a totally different matter. . . . So with co-operators.

## OLD LINE CREAMERIES VIOLATE LAW IN NEBRASKA BY REBATES

Old line creameries have offered to pay the same rate of dividend paid by the cooperatives, in communities where cooperatives operate. Nebraska holds that this is a violation of law. It is not honest, and it ought to be stopped. The Nebraska Union Farmer says editorially:

"Attorney-General Sorensen is courageously right in holding that rebates paid by old-line creameries only in localities where co-operative creameries pay patronage dividends are in violation of the state anti-discrimination laws, and that to be legal these rebates must be paid to all of their patrons in the state.

Co-operators have always maintained that the old-line creameries were guilty of discrimination in paying rebates in some places and not in others. The old-line creameries have a perfect right to give back part of their profits, but not just in spots to undermine co-operative creameries.

This ruling, if it can be enforced, will make it more difficult for the old-line creameries to tempt weak-kneed co-operators. Co-operators with vision have always spurned these rebates and stuck to their own creameries. They have been fully aware that such rebates were not made in any spirit of generosity, but were in fact baits offered for the purpose of destroying co-operation."

## FARM BOARD TO PLAY NO FAVORITES

That the Farm Board is to play no favorites among farm organizations and cooperatives is already evident. The general recognition of various groups is not only commendable but we believe absolutely essential to the success of the board's efforts.

It is gratifying that the President sought and weighed carefully the advice and suggestions of all principal organizations and cooperatives in making his selections for the board. Probably not all the appointments were the unanimous choice of all groups. This would have been too much to expect perhaps.

The Farm Board in turn need not be expected to function for the Farmers' Union alone, or for the Grange alone, or for the Equity alone, or for the Farm Bureau alone, or for any other particular group. Neither may it be expected to adopt the

pooling program to the exclusion of the Farmers' Elevators or vice versa. Rather the new bill provides the occasion for the new board to serve as a correlating agency in bringing farm marketing groups together.

It is probable that the new Board will so use its influence as to make it still more imperative that farm organizations as well as local cooperatives gravitate toward each other in larger and more effective groups and reap the benefits of united action in the manner now enjoyed by industry through mergers and consolidations.

To American agriculture is being flung a challenge. It is time to forget differences and unite under the banner of our common welfare as producers and marketers of our own products.

The new board seems disposed to recognize all groups alike, to start with cooperatives as they are, to encourage greater support and provide the stimulus for more rapid consolidation of local and more effective commodity control by growers through their own organizations. In the words of President Hoover in speaking to the board, "success lies in strengthening the foundations and initiative which we already have in farm organizations."

This should serve to strengthen the confidence of every American farmer. To accept this challenge he should lose no time in immediately giving his wholehearted and positive support to his own commodity cooperative and farm organization. —South Dakota Wheat Pool Magazine.

## OUR INSTITUTIONS ARE SERVING AND PROSPERING

No doubt you have followed closely the showing made by our business units. It is most heartening. Two years ago the Jobbing Association had a deficit of \$26,000. It had a big load of loss to carry at the closing of the bank. Both deficit and loss were paid before the end of 1928, and a surplus balance of \$4,615.40 set up. At the end of July, 1929, the profit account was just under \$35,000, and with the surplus makes a total of \$39,580.95 "to the good."

The live stock has increased its business, not only in per cent of yard receipts but in actual handlings. Profits average now \$5.00 per car for the year. We can increase that by a further increase in the business, for after the overhead is paid every additional car provides clear operating profit.

The Insurance Companies are in stronger position than ever before and have more business on their books. Growth is steady, vigorous. Some new coverages are being provided which will increase the value of our insurance service and considerably extend its scope.

The Auditing Assn. is doing work for a larger and larger number of cooperatives, and is being recognized and employed by cities, counties and business firms more widely. As the volume of business increases the actual net cost to member organizations decreases. The helpfulness of the Auditing Assn. to our business units has been one factor in their success.

The Creamery is setting new marks in handlings, has the most efficient organization in its history, and has before it a program of expansion to cover the entire state. It proposes to establish regional plants for cream and poultry products in the near future, and has already the figures in hand showing the possibilities of each such plant. It is a practical program and a large one.

These institutions are growing because they are serving. Congratulations to managers, directors and members. Cooperation pays.

## ALL ORGANIZING PERMITS CANCELLED

All Organizing Permits which have been issued in the past by The Kansas Farmers Union are hereby cancelled. We are going this in order to have a record in the future of those who are holding permits. Everyone who is holding a permit, should make application at once for a new permit.

By order of the Board  
A. M. Kinney, Secretary

## STAFFORD COUNTY PICNIC

Mr. Charles Broom, Mr. Ward Spencer and the writer, spent all day Wednesday, August 14th at the Stafford County Farmers Union picnic held in Brother James Rhooms' fine grove Southeast of St. John.

This was one of the best picnics I have ever attended; I estimated the crowd to be well over two thousand, and talk about a picnic dinner, after Mr. Broom and I had each eaten almost a whole fried chicken, we concluded that we had just as well die. Just as we finished the chicken, Mr. B. G. Waters came over with an arm full of Rocky Ford cantaloupes and after we had finished them we went back for the fifth time for pie and cake and all the rest of the trimmings. Will say that we are alive at the present time, but rather low in vitality.

After the dinner the crowd adjourned to the grand stand, and listened to some very fine selections from the band, then the different local groups put on a fine program consisting of music, singing and readings.

Mr. Blaine O'Connor, the chairman of the day, introduced Mr. Teagarden, the county agent who made a fine talk. Mr. Broom explained what the Farmers Insurance Company was doing, and then Mr. C. E. Huff, our State and National President, made one of his splendid talks on farm problems.

Several athletic events were held during the day, among them a terrapin race. I had never seen one of these races before, and I have always been a little afraid that one of these armored denizens of southwest Kansas might overtake my model A flivver and run over it; but from now on I shall not worry.

I am sorry to say, that Mr. Huff got there too late to get any of the chicken, and that is a calamity to one who has been following the profession of minister as Mr. Huff has for so many years.

A. M. K.

ITEMS FROM ST. JOSEPH

On August 13, Mr. E. G. Oltjen of

## Clippings From the Co-Operator

### TOPS HONOR ROLL WITH FOURTEEN LOADS

But, Frankfort, Winner, Is Crowded Closely by Gothenburg, With Twelve Loads.

MANAGERS ARE ACTIVE

Regarded As Light M. . . July inds Associations Doing Lots of Good Business.

Although July was regarded as a light month at the stock yards, the shipping associations delivered the goods as usual, many of them placing on the honor roll, and some placing up new records. The Farmers Union Live Stock Shipping Association of Frankfort, Kansas, with Glen Leopold at the controls, soared to another victory in the association race, with a total of fourteen loads during the month. This Frankfort outfit just can't be stopped, it seems.

Crowding right up close, though, was the Gothenburg Shipping Association, of Gothenburg, Nebraska, piloted by Paul Poggenrod. This association shipped in twelve loads during July. One noteworthy feature is the fact that the twelve loads were all straight loads of hogs.

Third place was split two ways by the Randolph (Kansas) Farmers Union Co-Operative Association, managed by E. Samuelson, and the Laredo Shipping Association, Laredo, Mo., Don E. Page, manager, each shipping nine loads during July. Fourth place was split wide open with two associations registering eight loads each. They were the Lyndon Shipping Association, Lyndon, Kansas, with Wm. Lyons in charge, and the Farmers Shipping Association, Newton, Mo., managed by E. F. Judd.

Fifth place on the Honor Roll is in the undisputed possession of LaHarpe (Kansas) Shipping Association, W. C. Roberts, manager. This association shipped in seven loads during the month.

Five associations were here with six loads each. These four were the Farmers Shipping Association, of Lowry City, Mo., L. C. Cleveland, manager; Osgood Shipping Association, Osgood, Mo., Chas. Jewitt, manager; Farmers Union Co-Operative Association, Alma, Kansas, C. B. Thowe, manager, and Chase County Farmers Union Co-Operative Shipping Association, Cottonwood Falls, Kansas, R. J. Barrett, manager.

Six shipping associations registered five loads each for July. These six were: Blaine (Kansas) Farmers Union, M. H. Tibbets, manager; Cedarvale (Kansas) Co-Operative Co., B. Cable, manager; Osburg Farmers Union, Osburg, Kansas, E. D. Sam- uel, manager; Walsburg Farmers Union Shipping Association, J. E. Rosell, Leonardville, Kansas, Manager; Farmers Shipping Association, Brownsville, Mo., G. M. Boyd, manager, and Farmers Shipping Association, Hannuville, Mo., J. T. Crawford, manager.

Shipping Associations having four loads in July are located as follows: Blue Mound, Kans.; Centralia, Kans.; Erie, Kansas; Greentown, Kans.; Cygne, Kans.; McCune, Kans.; Pomona, Kans.; Portis, Kans.; Washington, Kans.; and Gilman City, Mo.

A large number of shipping associations got here with three loads or less. Each month we will publish in The Co-Operator the names of the associations which ship four or more loads during the month. Several already have gone past this number for August, and they will be on the honor roll next month.

ESTABLISHED A NEW RECORD FOR EARNINGS

Five Dollars Per Car Load Is Average

Net Earnings for First Seven Months in 1929.

CATTLE DEPARTMENT GROWS

Substantial Increase in Receipts in Face of Decrease in Receipts On Yards Here

With average net earnings of \$5 per car of live stock handled during the first seven months of this year, the Farmers Union Live Stock Commission Co. is establishing another new record. The average net earnings per car last year, for the entire year, were \$3.86.

The total number of cars handled, including purchases and drive-ins received to carload, for the seven months' period ending July 31, 1929, is 3,368. The corresponding total for the entire year of 1928 was 5,657. The total number of head of live stock handled before August 1, this year, is 217,487. The total for the entire year of 1928 was 386,072.

The total valuation of the live stock handled during the first seven months of this year amounts to \$6,785,460.17. The net earnings for the period mentioned are \$10,837.18. The net earnings for the entire year of 1928 were \$21,453.79.

The number of head of live stock handled each month this year, together with the total valuation for each month, are shown below:

Month No. Head Valuation  
January 40,605 \$1,239,601.12  
February 27,588 838,317.60  
March 21,875 819,802.69  
April 28,271 985,035.52  
May 35,659 1,011,859.62  
June 29,453 932,031.37  
July 29,453 932,031.37

Totals 217,487 \$6,785,460.17

The growth of our cattle department is reflected in the fact that in the face of a decrease in cattle receipts on the Kansas City stock yards amounting to 60,655 head for the first seven months of this year as compared with the same period last year, our INCREASE for the same period in 1929 head.

The good showing made by this firm is due not only to the efforts of our salesmen, yardmen and office force, but to the consistent co-operation of the shippers out in the country. Every stockholder is a booster, and many are boosters who are not stockholders—yet. Every customer should be a stockholder and be eligible to participate in the patronage dividends which will be paid back at the end of the year.

FALL INTO LINE AND GET RELIEF

Mr. W. L. Maxwell, who lives at Scott City, Kansas, and who writes Farmers Union Mutual Life Insurance, writes that he often "bumps up against" farmers feeding carload lots of live stock who still ship to old line firms because they feel that the old line firms can get better prices than can be obtained by the Farmers Union.

With the sales records being made each week by the Farmers Union and brought to light through The Co-Operator and the Kansas Union Farmer, Mr. Maxwell says he is going back over his territory and that he is going to "get the hair on some of those elephantine calamity howlers." Mr. Maxwell goes on to say, "Why should the rank and file cry for help? If they would only fall into line with the brave boys who are leading the way, they would be getting relief in the largest way. I am with you boys at the yards, strong as horse-radish!"

MR. AND MRS. CHAS. SIMPSON ATTEND THE FUNERAL OF MRS. JOHN HUBER

Dear Mr. Editor: This letter is much different than most of our previous letters. On last Tuesday, the 6th, we received the sad news of the death of one of our best friends, Mrs. John Huber.

Mrs. Huber's home was in Sheridan county. She passed away in St. Elizabeth's hospital in Lincoln, Neb., on Wednesday morning. We received the message that the funeral would be at Douglas, Neb., so we headed for that place on Wednesday evening in order

### JOBGING ASSOCIATION HAS RECORD BUSINESS

Handled 1,500 Cars of Grain on Consignment During Month of July

TERMINAL ELEVATOR NEXT

August 13, 1929.

The Farmers Union Jobbing Association handled the largest volume of business in July in its history, for one month. Approximately 1,500 cars of grain on consignment between the Kansas City office and Salina office. We know that we have been the source of a lot of good to the elevator and farmer in regard to grades and conditions that prevail here.

We are looking forward to a Terminal Elevator in this market that will belong to you, for I know that this will be a great advantage to the farmer in having his own lines of elevator here, for instance. Just recently we had a car of corn that came in here and graded sample heading. We got a Federal grade on this and found that there was only one-twentieth of the car that was out of condition. Now if we had our own Terminal Elevator the shipper could find out the condition of the grain before it came to my elevator and put it in condition, then offer it for sale, which would have been very easy and very little expense.

That man had to take 10c a bushel less for that car because of two wagon loads in the car that was out of condition, whereas it would have taken about two or three cents a bushel to put it in condition.

Our merchandise department is gaining in volume every day. We are handling one of the best lines of mixed feed there is on the market. In fact, anything that we put out is sold under absolute guarantee and we can save you some money. If your own organization is not shipping to the Farmers Union Jobbing Association or patronizing us on our lines of merchandising we think it is your duty because there is no end to the good we can do if we would all pull together. If all of the Farmers Union people will patronize their own organization they can have any of the good things that are going in the grain business.

This Terminal Elevator will be an easy matter and won't cost you a cent if your own local organization will just give us the business they would send to the other fellow that have no interest whatever in their business only the commission they are making out of it. You build Terminal Elevators for the other fellow every day, why not build one for yourself and get the title to it.

FARMERS UNION JOBBING ASSN. Per H. E. Witham, Secy. Kansas City, Mo.

Comment: The above is taken from the Co-Operator, a paper published by the Farmers Union Livestock Commission company of Kansas City. Mr. George Hobbs, manager, is to be congratulated, not only upon getting out this fine paper, but upon the showing he is making in the business of the company.

He has cut expenses nearly five thousand dollars, increased the business, and has practically one third of the commissions saved to patrons of this company.

I can't understand why any farmer should ship to an old line concern, when we have such a splendid farmers commission company of our own.

SHIP YOUR STOCK TO THE FARMERS UNION LIVESTOCK COMMISSION COMPANY. —A. M. K.

to be there to attend the funeral on Thursday morning.

Mr. and Mrs. Huber always were very kind and courteous people to all who stopped at their home.

We can hardly realize that Mrs. Huber is gone, in fact she is not gone; she has left the spirit of her past life that will always bloom in the community in which she has made her home for so many years. She was a loving wife, a faithful mother and a kind neighbor, respected by all.

We cannot find words to express our appreciation of the kindness Mr. and Mrs. Huber have shown to us, and it gives us comfort to think she is not dead—she has just gone away, and she will never be forgotten.—Mr. and Mrs. Chas. Simpson.

The life of a fence post may be doubted by proper treatment with creosote. Soak the butts for 2 to 6 hours in creosote heated to a temperature of 220 degrees Fahrenheit. Allow to cool. An old oil barrel will serve for the job.

ORGANIZERS WANTED

We can use several men who are capable of organizing in the Farmers Union. If you wish to go to work, write me and tell me your qualifications.

A. M. Kinney, Secretary.

BUSINESS MANAGERS

If you are in the habit of paying your member's dues out of their patronage dividends, and if you have not done so for this year, it might be well for you to notify this office and furnish us with a list of who are entitled to have their dues paid. If you have such a list we will not take those names from the mailing list of the Kansas Union Farmer. Otherwise the names of all who have not paid their 1929 dues will be taken off the list in a few days.

## NEIGHBORHOOD NOTES

### THE COMMITTEE OF FARM ORGANIZATIONS

Meeting called to order by Chairman Ralph Snyder at 1:30 P. M., August 6th in the Press Room, Jayhawk Hotel, Topeka, Kansas. The Secretary being absent, C. C. Cogswell was unanimously elected temporary Secretary.

The Chair then stated the purpose of the meeting was to discuss tax matters and decide on the policy to be pursued by the Farm Organizations.

The first order of business was the election of officers for the ensuing year.

Nominations for chairman were then in order. C. E. Huff and Ralph Snyder were placed in nomination. Upon vote by yeas and nays, as provided by the By-Laws, a tie vote was declared. Mr. Salina, Kans.; Haven suggested that the sentiment of all present be ascertained, which showed majority for Ralph Snyder.

Another roll call resulted in the vote. The voting members then re-vote. The voting members then re-vote. The voting members then re-vote.

Moved and seconded that we favor a personal income tax. Carried.

Moved and seconded that we favor a tax on non-essentials. Carried.

Moved and seconded that we favor a tax on non-essentials. Carried.

Moved and seconded that we favor a tax on non-essentials. Carried.

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Moved and seconded that we favor a tax on non-essentials. Carried.







## UNCLE ANDY SAYS:



"Twix optimist and pessimist  
The optimist the doughnut sees  
The pessimist the hole."

By the action of the big board at Chicago farmers are in doubt as to whether they are offered the "doughnut or the hole."

Talking with our Kansas men who were at Chicago by invitation of the Farm Board things don't look good at all. But by hard fighting led by our Kansas delegates a pretty fair committee was secured.

This committee of 16 is to organize a grain corporation to buy and sell on the markets with power to stabilize prices, and control surplus. That is if the big board will let them.

The big board seems to be ultra conservative and fearful of disturbing the existing order.

For fear of offending bankers the board is proposing to pass the money provided by Congress through the Intermediate Credit Banks. To cost cooperators 6% while the Government charges only 4%.

They also appear to fear raising grain prices because of offending consumers. Well if that's all the backbone they've got God help the farmers because the board either can't or won't.

That's the trouble with having an indefinite law, not specifying definitely what's to be done. The Board's the whole thing. If it don't or won't take action favorable to better prices the whole thing is nullified. Just as well have no marketing law at all.

The appointment of McKelvie of Nebraska as the grain man on the big board was a sore disappointment to the cooperatives and farmers of the middle west.

As owner of the "Nebraska Farmers" he has bitterly opposed all plans of legislation proposed by farm organizations and has been unsympathetic toward farm relief.

The cooperatives and farm organizations uniformly opposed his appointment. His only backing was old line grain men and big business interests including Gov. Weaver.

Our Kansas candidate for the place, Harry Hartschorn, was endorsed by every cooperative and farm organization in the State, and in addition had the endorsement of cooperatives in nine midwest states and also the National Farmers Union. The entire Kansas delegation of congressmen and senators unanimously gave him endorsement.

In the face of all of that are we to conclude that Hoover is playing the game of big business. That he won't trust even one farmer on the board who is sympathetic with farmers' interests.

Banish the thought that McKelvie was a Hoover man and Nebraska a doubtful state, and Kansas always a sure thing. Can it be possible it was a political appointment?

If so somebody has fooled Mr. Hoover, he has been badly advised. The Nebraska Democrats are sure tickled over it.

We fear we are seeing only "the hole" in the doughnut. Lord knows we hope we are all wrong in our surmises, and that everything will work out all right. That a good grain corporation will be formed to buy up the surplus, stop speculation and help the market generally.

## NATIONAL WOOL MARKETING COUNCIL CONFERS WITH FEDERAL FARM BOARD

Officials of the National Wool Marketing Council and of other wool marketing organizations have had several conferences with the Federal Farm Board. They asked for the immediate formation of a commodity advisory committee for wool, and discussed unofficially the question of financial aid to wool cooperatives by the Board.

It developed in the conference that of this year's clip of about 800,000,000 pounds some 20,000,000 pounds are handled by members of the National Wool Marketing Council, about 7,000,000 pounds by cooperatives who are not members of the Council, about 35,000,000 pounds by farmer-owned warehouse companies in Texas, California, and New Mexico, and about 5,000,000 pounds by local cooperative pools in western states. This total of about 70,000,000 or 85 per cent of the total wool clip of the nation represents actual or potential wool which might be handled by cooperative marketing associations.

It is apparent that one of the major problems confronting the wool associations is a need for the coordination of their selling efforts. In order to improve this situation, it was agreed that sometime early in October the Federal Farm Board would invite all producers' cooperative wool marketing associations in the United States, together with all producer-owned

warehouse associations, to meet with it in Chicago for the purpose of discussing and if possible, developing definite plans for a national cooperative wool sales agency, which shall include in its membership all of the various types of wool cooperatives now engaged in handling the product. It was further agreed that out of the group of wool associations which participate in the Chicago meeting, the Board will at that time consider the selection of a wool advisory committee.

The National Wool Marketing Council is a trade federation of wool cooperatives. Its membership consists of The Ohio Wool Growers Cooperative Association, The Pacific Cooperative Wool Growers.

The New York State Sheep Growers Cooperative Association.

The Wyoming Wool Cooperative Marketing Association.

The Montana Wool Growers Cooperative Marketing Association.

The Utah Wool Marketing Association.

The Idaho Wool Growers.

The Minnesota Cooperative Wool Growers Association.

There are other cooperatives and wool pools in Nevada, South Dakota, North Dakota, Colorado, Iowa, and Kansas, which are not today affiliated with the Council, and there are many producer-owned warehouse companies in various States which operate independently in storage and sales.

It was the opinion of the wool delegation which appeared before the Board that all of these wool cooperatives should find a way to come together under a common tent, and with this opinion the Board agrees. Among those who participated in the conference with the Board were I. B. Palmer and J. F. Walker of Ohio; J. E. Walton of Wyoming; R. A. Ward of Oregon; F. R. Marshall and J. A. Hooper of Utah; Senator Thomas of Idaho; and Mr. O'Daniels of Texas.

## FARM GRAIN STORAGE A RELIEF FOR MARKETING ILLS

W. C. Kaiser, Agricultural Engineer, a mile-long row of trucks waited at the siding. They were loaded with wheat, rushed from the field to the market. The line lengthened. Already terminal elevators were filled to overflowing. Box cars jammed the siding. But there were not enough cars. The wheat could not be moved away fast enough. The market was temporarily glutted. Back in the field the combines and their crews labored. The harvest could not be halted now. The grain was ripe. But where to put it? The trucks must be unloaded. And they were on the ground.

The scene is typical of many communities throughout the grain belts of America. It has been repeated the last four or five harvests. There seemed little the farmer could do but grin and bear it. But was there?

I remember Duffy's complaints two years ago. He had been hard hit. Ten thousand bushels of wheat on the ground. No place else to put it. The market was saturated. Terminals were filled. The stuff couldn't be moved. Besides, there was the usual car shortage. That year he took his loss. Grumbled about it but got busy.

When I was on his place again the next year things were different. He'd built himself two concrete storage units of four tanks each. While the scene of the year before was being repeated at the siding his wheat was going into these tanks. He held it. Waited until the market was right, and marketed on the protein value of his crop.

Adequate grain storage facilities on the farm and at the shipping point as well as at the terminal are a fundamental necessity in any successful system of marketing grain. While mammoth elevators dot the grain terminals, largely because of the growers' failure to provide adequate storage on their farms, they are at best sadly inadequate and incapable of handling the nation's grain crop in the sudden rush to market. The remedy of this marketing ill is not in larger terminal elevators but in adequate farm storage.

The grain farmer who can store his crop or a part of it on the farm avoids the necessity of disposing of it, usually on a gorged market, as soon as it is threshed and harvested. He can market his crop according to its present value and not at a temporarily deflated price.

The combine in meeting one farm ill has created another. Grain cannot be rushed from the spout of the threshing machine to the market with out additional farm storage no successful system of cooperative marketing, orderly marketing or farm relief measures can be properly developed. The present plan of overloading elevators and railroad facilities is decidedly unsatisfactory. The grain grower cannot expect to pile his crop on the ground and then secure a satisfactory return. Storage on the farm is necessary if he is to secure efficient returns on his crop.

As H. M. Bainer, director, southwestern Wheat Improvement Association, has summarized:

"Adequate farm storage will help stabilize the wheat growing industry. It will assist in establishing a system of more orderly marketing. It will make it possible for the country elevators to handle wheat in a satisfactory way. It will help solve the car shortage problem. It will make it unnecessary to dump wheat on the ground. It will tend to prevent congestion of the July-August market, and thus help to stabilize prices. It will spread the farmer's labor, income and marketing period over a greater length of time. It will assist in getting the grain away from the combine or thresher more quickly and make it possible for the grower to harvest and market his crop with less labor. It will make the grain grower more independent and will enable him to use his own judgment in handling and selling his crop. Above all, additional storage will provide a splendid opportunity to dispose of the crop at such prices as its protein content and other qualities will justify."

Not all farmers grow enough grain to justify the building of granaries or elevators on the farm. It is generally recognized, however, that wherever a farmer or a group of farmers grow a large enough acreage to justify the use of a combine, they can afford adequate storage facilities on the farm.

## READ THE ADVERTISEMENTS

I hope every member of the Farmer's Union will read the Gold Medal advertisement in the Kansas Union Farmer, and then when he buys flour or feed ask for the Gold Medal Brand.

The Washburn-Crosby Milling Company has played the game fair with the Farmer's Union. It is the only flour and feed connection which the Jobbing Association has had which has proved satisfactory. ASK YOUR MANAGER FOR GOLD MEDAL FLOUR AND FEED. —A. M. K.

Construction of the small elevator for individual or group use has its problems. It is evident that many of the advantages obtained by the use of concrete in giant storage structures may also be obtained by a similar practice of construction in the smaller types. The obvious advantages are fireproofness and freedom from grain rot and the ravages of rodents and weevils. This type of construction is, moreover, permanent. Speed of construction, low building cost, low maintenance cost and adaptability to expansion further mark the concrete storage unit as economical.

Fire safety alone is sufficient warrant of concrete construction even though the other elements were not present. A large percentage of the annual loss of food and foodstuffs is caused by fire, and normal fire conditions are further aggravated in the case of the grain storage house by the presence of explosive and inflammable dust. The fire resistant qualities of concrete give this type of elevator a preferred insurance rating for the life of the building, which is an item of saving worth remembering.

Rot, the ravages of rodents and insects are additional factors which cut into the annual grain supply in no inconsiderable proportions. It is the reaction to this loss that has led to concrete construction in every large grain elevator and storage unit erected in America since 1910. It is estimated that a farm elevator with a capacity of 2,400 bushels could be built of concrete at a cost of from \$1,000 to \$1,500. Such a structure would be permanent and require a minimum of maintenance and at the same time afford the best possible storage facilities. It would include mechanical equipment for elevating the grain from a pit into the different tanks or bins and from the bins into a truck or wagon. It would include a battery of four tanks, each holding 800 bushels of grain, with one kept empty for use in reconditioning grain that happened to be damp. While it is entirely possible for the farmer to build such a structure himself it would seem more advisable to make use of the experience and service of a competent contractor.

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Construction of the small elevator for individual or group use has its problems. It is evident that many of the advantages obtained by the use of concrete in giant storage structures may also be obtained by a similar practice of construction in the smaller types. The obvious advantages are fireproofness and freedom from grain rot and the ravages of rodents and weevils. This type of construction is, moreover, permanent. Speed of construction, low building cost, low maintenance cost and adaptability to expansion further mark the concrete storage unit as economical.

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