



# THE KANSAS UNION FARMER

Organization

Education

Co-operation



VOLUME XXIII

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## A JOKER IN THE MARKETING ACT, SAYS RICKER

Address Delivered by A. W. Ricker, Editor F. U. Herald, St. Paul, at Annual Meeting of Kansas Co-operative Elevator Managers' Ass'n., at Kansas City, Mo., May 27th

Cooperation Must Be Substituted for Capitalism

The Farmers National Grain Corporation was the first national sales agency to be organized under the provisions of the agricultural marketing act.

It was the purpose of those who took an active part in the establishment of this national sales agency to make it a model for all national sales agencies which might thereafter be created for the handling of agricultural commodities.

In order to do this it became the task of those clothed with responsibility of writing its articles of organization and by-laws to construct these fundamental rules which would thereafter guide the conduct of the organization, that the established principles of cooperation might be effective and binding upon its members. There are some well established principles of cooperation none more clear and effective than those enunciated by the Weavers of England nearly a century ago and who gave birth to what is known as the Rochdale system of cooperation.

These principles may be briefly stated as follows:

**Principles and Rules of Cooperation**  
Patronage is the basis of cooperative business. Successful cooperation, therefore, depends primarily on conserving the benefits which result from patronage and passing these benefits on to the patron. The patron must be encouraged to become an owner of the business which he patronizes by becoming a shareholder. Capital is necessary to establish the business, but invested capital is powerless without patronage. The return to the share capital should, therefore, be limited to the current rates of interest, which capital may earn.

Out of earnings must be taken overhead cost of conducting the business. Something must be retained to spend on cooperative education. Interest must be paid on share capital to encourage thrift and investment. All other earnings must be paid to the patrons on the basis of patronage contributed.

Share capital should be issued to patrons in lieu of cash until each patron owns an established minimum of invested capital. In order to establish equality of control, voting rights must be restricted to one vote per member regardless of the amount of share capital held by the members.

These are the established principles of cooperation:

**Private Ownership or Cooperation**  
It may be pointed out in this connection that cooperation carried out under these principles would in time make of this old world a cooperative commonwealth in distinction to the so-called capitalist system which now prevails and which has made of this world at the present time a place of poverty and suffering.

It is the capitalist system as distinguished from the cooperative system which has produced the industrial depression where we find two per cent of our population owning ninety per cent of the wealth, where an abundance of goods goes begging for buyers while millions of people are underfed; where work of all kinds needs to be done and idle men stand ready to work with no one to employ them. An unrestricted private system of ownership of property has come to flower in 1931 with a privileged class (continued on page 4)

## ORGANIZATION NEWS

The Kansas Farmers Union and its membership is tremendously interested in educational and organization work.

Our members from one end of the state to the other, are sold on the fact that the Farmers' Union membership organization is basic and fundamental to the life, maintenance and permanency of our local and state-wide business associations.

The fundamental belief brings us to the point of determination and we pledge for our organization that we shall go forward.

Your state officials and leaders of all our departments are keenly conscious of this situation and recently definite steps were taken looking toward worth while accomplishments.

Many calls are constantly coming from various sections of the state, for educational and organization work. To adequately cope with the situation and possibly achieve the greatest amount of benefit the following tentative program was outlined.

Mr. E. L. Bullard, who has for many years been one of our Kansas organization's outstanding leaders, was put in complete charge of the organization work. At present his staff consists of the following men:

Mr. T. R. Wells, successful and outstanding Chase County farmer. Mr. M. M. Shook, another of the loyal Chase County farmers.

Mr. George Ludlam, home product of Woodson County and raised in the Farmers Union.

Mr. J. E. Shipp, who has done some effective work in the northern part of the state, over a period of several months.

It is Mr. Bullard's plan and purpose to concentrate the efforts and activities of this force, as such as possible. In keeping with this policy, the past few weeks has been spent in southeast Kansas, namely, in Neosho and Labette Counties.

Southeast Kansas has been hard hit the past few years and crops have been short. In spite of this fact, many new members were added to the Rolls and a revival of spirit was manifest in these communities. As a direct result, four teams of local people are contesting in a membership drive in their respective local and communities. Experience proves to us that the benefits derived from such a campaign do not always show up immediately. But we have reason to believe that in this section of the state, as elsewhere, the good people will carry on and that worth while results will follow indefinitely.

Mr. Bullard, with his co-workers, begin in Western Kansas, this week. The immediate place of action will be in the neighborhood of Quinter and the immediate communities surrounding.

Your state officials know and are acquainted with many of the members of this section of the state. We also know that worth while results will come in comparison to the support and cooperation given by the local groups.

Our organizers, who go out, are conscientious in their work. Give them your loyal support and we are sure that worth while results will follow.

This space is dedicated to organization publicity and we ask you to read it, from week to week and send in your suggestions.

CAL A. WARD.

## A SCOTCH WAGER

Two Scotchmen went fishing with an understanding that the first one to catch a fish was to buy the "soda". One got a bite that almost broke his pole, but refused to pull up. The other was fishing without bait.

## PAY YOUR DUES!

I will tell you about the grafting when you sold your corn and wheat, In the days before the Farmers' Union plan; How the grain men got together and although they would not cheat (?) You can bet they got their profits, every man; They would meet and fix the toll which you farmers had to pay, Every time you had a load of wheat for sale; They would greet you with a smile for they felt so bright and gay, O, they surely had you farmers by the tail.

CHORUS.

Pay your dues, Pay your dues, Keep aboard the good old Farmers' Union train; If you don't, you are a slacker and you surely will be dropped, Straight into the clutches of the gang again.

But those good old days are over, when the dealer fixed the price, Now, he has some competition in the game; Now, he has to pay the market for his fixing cuts no ice, And the way his profits dwindle, is a shame; For the farmers organized 'cause they got their dander up. If you listen you can hear the dealer whine; He is going 'round in circles like a mangy poisoned pup, For the Farmers' Union busted his combine.

CHORUS.

Then attend your local meetings, have your neighbors with you, too, Keep the true cooperative spirit bright; If you do, you'll see the finish of the old grain gambling crew, And the winning of the Union Farmers' fight. I have got a private box, and an opera glass to see, When at last you kick the gamblers out the door; I can hear an awful racket and it really sounds to me, Like the echo of the dying grafters' roar.

CHORUS.

A. M. KINNEY.

## WHO IS WHO IN THE FIGHT AGAINST THE AGRICULTURAL MARKETING ACT

If a Band of Coyotes Were Raiding Your Chicken Yard, and Your Watch Dog Should Join Them, What Would You Do to Your Watch Dog?

"Once to every man and nation comes the moment to decide, In the strife of truth with falsehood, for the good or evil side; Some great cause, God's new Messiah, offering each the bloom or blight, Parts the goats upon the left hand and the sheep upon the right, And the choice goes on forever 'twixt that darkness and that light."

In this fight that is being waged against the Agricultural Marketing Act, the farmers will do well to study very carefully the line-up of the opposition to this Act.

It is the same line-up which has always opposed the farmers in their attempts to market their own products; it is the same line-up which, because of their extortionate methods in dealing with the farmers, forced them to build their own cooperative elevators and creameries. And the pity of it is, that in this line-up, is found some farm leaders who are very fond of talking of the condition of the poor, down-trodden farmers, out at the cross-roads, but who, to further their own political ambitions, have joined hands with the racketeering high-binders, who have always sought to destroy the farmers' cooperative enterprises.

In the fore-front we find:

Julius Barnes and the United States Chamber of Commerce, of which he is president.

The American Association of Creamery Butter Manufacturers. This organization is the one which, in a single meeting about three years ago, raised over one million dollars to fight cooperative marketing.

Every Board of Trade and Grain Exchange in the country, every Grain Dealers' Association, every Live-Stock Commission man and every Live-Stock Agency, are to be found in the ranks of the opposition.

All of the Cotton Exchanges, and, in fact, every agency which has been supported by the profits from farmers' business, are shouting for the repeal and the destruction of the only direct legislation ever given to the farmer by Congress.

John Simpson, President of the National Farmers Union, Milo Reno, former President of the Iowa Farmers Union, and now dictator of its policies, and William Hirth, President of the Missouri Farm Association, with the remnants of the old Corn Belt Committee, are standing, shoulder to shoulder, with these destructive forces, trying to hamstring the program of national cooperative marketing, which the Farmers' Union has been working for, for the past twenty-eight years.

A. M. KINNEY

## 85,000 BACK FARM BOARD

Oklahoma City, May 30.—(A. P.)—The Oklahoma Agricultural Co-operative Council, representing more than 85,000 organized farmers, adopted a resolution here today demanding retention of the agricultural marketing act until "other and more effective legislation approved by organized farmers can be adopted."—Topeka Capital.

## PRESIDENT WARD HAS A BUSY WEEK

SALINA, Kans., June 1st.—President Cal. A. Ward spoke at a Farmers' Union picnic of the McPherson County Farmers' Union, at Canton, on Monday night, June 1st.

Tuesday, June 2nd, President Ward will spend in Wichita attending to some organization affairs. In the evening he will go to Conway Springs where he will address an open meeting of the Farmers' Union.

A stockholders' meeting of St. Marys Farmers' Union will be held Wednesday evening, June 3rd, and President Ward plans to be present at this meeting.

President Ward will attend a Directors' meeting of the National Livestock Marketing Association, of which Board he is a member, which will be held in Kansas City on Thursday, Friday and Saturday, of this week.

## CHANGE IN SCHEDULE FOR THIS WEEK'S FARMERS UNION HOUR

The regular weekly Farmers Union Hour, which is broadcast each Friday night from station WIBW, Topeka, at eight o'clock will be heard this week on Thursday night, June 4th, from 7:15 to 7:45 o'clock.

G. E. Creitz, State Manager of the Farmers' Union Royalty Company, will speak during this period.

## FARM PRICES REACH A NEW LOW LEVEL

The index of the general level of farm prices on May 15 was at 85 per cent of the pre-war level, 38 points below a year ago, and the lowest since 1910, according to the Bureau of Agricultural Economics, U. S. Department of Agriculture.

The general course of prices paid producers for individual agricultural commodities was downward from April 15 to May 15, except for minor upturns in farm prices of wheat, barley, rye, flaxseed, apples and lamb. Increases in prices of wheat, barley and rye were sufficient to maintain the index of grain prices at the April level, but indexes of farm prices for the other groups of commodities showed the following declines: Poultry and poultry products, 13 points; dairy products, 8 points; meat animals, 7 points; cotton and cottonseed, 4 points; and fruits and vegetables, 1 point. The price index (Continued on page 4)

## AMPLE STORAGE SPACE FOR THE NEW WHEAT CROP

No Unusual Congestion Expected in Handling of New Crop, Says Geo. S. Milnor, Gen'l. Mgr. of Farmers National Grain Corp.

Storage Space Controlled by Farmers National in Excess of Last Year

In spite of large carryover and prospects of a large wheat crop, there is no indication of any great shortage of storage space or any unusual congestion in handling the forthcoming crop, in the opinion of George S. Milnor, general manager of Farmers National Grain Corporation.

"New terminal and sub-terminal storage capacity throughout the country has been increased an estimated 40,000,000 bushels," said Mr. Milnor. "Assuming that the carryover June 30 will be between 275 and 300 million bushels, approximately that of last year, and that the new crop will be as large as the crop of 1930, it is obvious that, considering the new storage, there will be more storage space in proportion to wheat supplies than a year ago. It appears certain, also, that farm storage facilities have been materially increased during the last year.

"As everyone knows, last year's corn crop was approximately 600,000,000 bushels, an average of 1929, which, of course, means that less space is required both on the farms and in terminals for corn storage than was the case of last year. It probably is true that there will be less wheat on the farms and in country elevators in July 1 than a year ago and correspondingly more wheat in the terminal markets. If this actually is the case, then it must be obvious that more space in the country is available to the new crop."

"Fortunately, a very large part of the carryover will be in the hands of the Grain Stabilization Corporation on June 30, and, therefore, such stocks can and will be moved and placed throughout the country as may be advisable and necessary in order to avoid congestion. Car equipment available throughout the country is ample. Both milling and export demand will probably be good during the summer months."

Storage space controlled by Farmers National Grain Corporation is greatly in excess of that held by the corporation a year ago, Mr. Milnor said. The total likely will be well above 20,000,000 bushels.

Farmers National Grain Corporation has completed arrangements whereby additional storage capacity of 2,225,000 bushels is being added to the Missouri-Pacific elevator at Kansas City. This will give the corporation 7,775,000 bushels capacity in that market. Negotiations are under-

way for additional elevator space in Omaha, Minneapolis, Duluth, Chicago, Denver and Spokane, a large part of which will be available before the new crop starts to move. On the Pacific Coast arrangements have been completed for storage space as follows: Seattle, 2,250,000 bushels, Tacoma, 100,000 bushels, Portland, 2,000,000 bushels and Astoria 350,000 bushels.

## F. U. Membership Urged To Attend American Institute of Cooperation

SALINA, Kans., June 2nd.—President Cal. A. Ward, of the Farmers Union of Kansas, urged the membership of the organization to attend the meetings of the American Institute of Cooperation, which will be held in Manhattan, Kansas, June 8 to 13, inclusive.

President Ward said in an interview here, to day, "This will be a rare opportunity for any and all who are interested in the cooperative program to hear men of national reputation, who are leaders in the cooperative movement."

"It will be an opportunity," said President Ward, "to hear the Agricultural Marketing Act and its possibilities discussed from every angle, not only will government economists and statisticians be on the program, but such outstanding national men as Arthur M. Hyde, Secretary of Agriculture; James E. Stone, Chairman of the Federal Farm Board; C. B. Denman, Livestock Member on the Board; C. A. Ewing, President of the National Livestock Marketing Association; C. E. Huff, President Farmers National Grain Corporation; L. J. Tabor, Master of the National Grange; E. A. O'Neal, President of the American Farm Bureau Federation. And many other state and national leaders, in the cooperative work."

President Ward called attention to the fact that last week's issue of the Kansas Union Farmer carried detailed information relative to the Manhattan conference.

## F. U. HEADQUARTERS AT ALADDIN HOTEL

Beginning with this week's issue, the Aladdin Hotel at Kansas City is placing in the paper an advertisement giving some facts relative to rates, accommodations, and so on.

We wish to direct the attention of the membership to this hotel. It has been chosen as the official headquarters of the Farmers Union of Kansas, in Kansas City. Those stopping there will find it a pleasant, well-managed place to stay while in Kansas City and the rates are reasonable.

## DEPENDS ON THE SIZE

Girl's Father: Young man, are you able to support a family?  
Young Man: Yes, sir; how many are there of you?—Answer.

## WARD SPENCER RESIGNS AS JOBBING ASS'N. PRESIDENT

At a meeting of the Board of Directors of the Farmers Union Jobbing Association, held in Kansas City, Wednesday, May 27th, Mr. Ward Spencer, who had been President of this Board since the death of C. E. Brasted, tendered his resignation, which was accepted.

At the last directors' meeting of the Farmers Union Insurance Company Mr. Spencer was elected President of this Company. The duties of this office are so heavy that Mr. Spencer felt he could not continue in his office as Chairman of the Jobbing Association Board.

Mr. Spencer as President of the Board of Directors of the Jobbing Association, has been a very valuable man to that organization, and his resignation was accepted with much reluctance by this Board. For the present, he will continue as a Director of this organization. Judge E. A. Crall of Erie, was elected to fill his place as chairman.

## PUT COMPOUND INTEREST TO WORK FOR YOU

Life Insurance Is Simply Death Rates, Plus Compound Interest, Says Rex Lear, Salina, State Manager F. U. Life Insurance Co.

Radio Talk Over WIBW, Topeka, May 29th, 1931

In these few minutes that is given through the courtesy of the Capper Publications, to the Kansas Farmers Union I speak to you as a representative of the Life Insurance Department. Our former National President, C. E. Huff, once said, "Probably no organization in its field is doing as much for the farmer as the Farmers Union Life Insurance Department."

Roger Babson recently said in an editorial comment, "A business which does not set up reserves for depreciation and emergencies is headed for certain bankruptcy." I would ask you today, where under the present price of farm commodities are farmers headed for?

How can the farmer set up reserves for depreciation when he is not even getting the cost of production. It is a known fact that the products of our American farms were produced last year at a loss that ran into Billions of dollars.

With all the schemes and theories as to how to change these conditions there is only one organization that I know of that is actually working for the Farmers' interest and that is the Farmers Educational and Cooperative Union of America. They have the only solution and that solution is price—cost of production.

I have found out that many things enter into this cost of production. Taxes on land is one item. The taxes on the farm on which I lived from 1920 to 1930 have been about \$240.00 (Continued on page 4)

## O. K. ON THE FARM BOARD

Farmers' Union Managers End Meeting With Indorsement

Support of the Agricultural Marketing Act and the National Grain Corporation Also is Voted

Members of the Farmers' Union Managers' Association, a member cooperative organization under the federal farm board, pledged their allegiance and support to the agricultural marketing act, the National Grain Corporation, and the federal farm board, at the close of the 2-day meeting, today, at the Coates House.

There was no dissension in the ranks over the general program, and no threats of splits or other evidences of dissension.

The organization is composed of representatives of 140 elevators in Kansas which handled millions of bushels of wheat last year through the Farmers' Union Jobbing Association, the Kansas City unit.

One subject on which the members expressed disapproval was the so-called "joker" in the agricultural marketing act which will not permit loans to members at points where facilities are available for the purchasing or leasing of elevator property. A resolution was adopted urging that this clause be removed from the Act.

The members assert that most of the 200 million bushels of wheat now held by the federal farm board is stored in elevators owned by the grain trade. The storage cost is said to be 2 million dollars a month. The members believe that the government, through a different loan policy, could make more profitable storage facilities available to the association membership.

C. B. Thowe of Alma, Kans., is president of the association and was chairman of the meeting here.—K. C. Star.

## Several American Institute of Cooperation Programs To Be Broadcast

MANHATTAN, June 1.—Kansas radio listeners will have the opportunity to take part in the American Institute of Cooperation to be held at the Kansas State College, June 8 to 13. The general session of the institute will be broadcast each day from 9:30 a. m. to 12:30 p. m. from the college auditorium, over the new 1000-Watt radio transmitter that has just recently been installed at the agricultural college.

It is expected that some 2,000 leaders of co-operation will be present besides the scores of visitors who have been given a general invitation to attend. The broadcasts will be by remote control from the college auditorium and will be broadcast on the 580 kilocycle wave. The arrangement has been made possible through a division of time agreement with Station WIBW, Topeka, the station that shares time with the college station. The hour from 8:00 a. m. to 9:00 a. m. will be used throughout the week by WIBW, and KSAC will take the air at 9:00 a. m.

## DOES IT PAY?

CAL A. WARD

When we think of launching into a business venture, it is only businesslike, reasonable and logical to sit down first and intelligently study and analyze the project thoroughly.

The Nazarene one time said, in substance, before building a tower, it is first timely and in place, to sit down and COUNT THE COST.

We are builders in the Farmers Union program. More than a quarter of a century ago, a small group of farmers, possessed with living zeal and a determination that all men were created equal and that the farmers should stand and demand equality with other groups, counted the cost. They laid the foundation upon which this great farm organization should go forward. More than a quarter of a century has come and gone. Sometimes we have been on the mountain-tops in our experience, and sometimes we have been submerged deep into the valley.

Great leaders in the Farmers Union have come and gone. Business failures, as well as business successes, have been encountered. We have marked time and today, the Farmers' Union is the most militant, courageous and forward going, class-conscious farm organization in the country.

Our turn-over in business amounts to hundreds upon hundreds of millions of dollars each year. Our voice is heard in the legislative halls of the state and of the nation. Every part of this great organization is being properly fitted and put together. These accomplishments are attained because we are knit together through and by the principle of cooperation.

Does it pay to belong to the Farmers Union?

Do we, as members, look to the extreme limitations of our program? Do you not know that today, as never before, the cooperative movement is gaining ground and favoritism?

No one should be discouraged when we are fighting a righteous fight. Step by step, our whole program is being connected and united in a national way.

The Kansas Farmers' Union strives to arrive at the goal where all farm organizations and cooperatives will adhere more closely to each other, as one great army in demanding agricultural equality for the farmers of this country.

DOES IT PAY to pay your dues into such an organization? The Kansas Farmers' Union is a part of this big program. Your leaders take pleasure in leading the fight for better agricultural conditions. We can't hope to win as individuals, neither can we as small units but by paying our dues into an organization that has a national hook-up and then becoming militant in its service will bring, not in one day, or, possibly, a year, but as a long time program, will put the industry of farming on a basis with other industries and give to the farmer for his commodities, an American price, comparable to an American standard of living.

PAY YOUR DUES, NOW!



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Notice to Secretaries and Members of Farmers Union of Kansas. We want all the news about the Local 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.  
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SALINA, KANSAS, THURSDAY, JUNE 4, 1931

### A SPLENDID MANAGERS' MEETING

The Farmers Union Managers' Association of Kansas have just held a very successful meeting in Kansas City, Missouri, the past week.

This Association was unanimous in supporting the state organization of the Farmers Union, all of its business activities, the Agricultural Marketing Act and the Farm Board program.

We do not have a copy of the Resolutions at this time, but they will appear in the next issue of this paper.

In another column of this paper, you will find a speech by A. W. Ricker, of St. Paul, at this meeting. Other good talks were made and a fine spirit of cooperation was shown through all of its deliberations. We hope to have the full proceedings of the meeting and they will appear in the next week's issue of the paper.

### CONGRESSMAN STRONG GOES ON RECORD

Blue Rapids, Kansas, May 27 1931.

A. M. Kinney, Secretary,  
Kansas Farmers Union,  
Salina, Kansas.

My Dear Mr. Kinney:

I have the mimeographed letter sent out by E. J. Smiley, Secretary of the Grain Dealers Association to Mark W. Pickell of the LaSalle Street Herald, Chicago, Illinois.

Smiley has been Secretary of the Kansas Grain Dealers Association for so long a time that it is his single thought. A year or two ago he was having me make addresses at all his group meetings. Now he is "mad with me" because I voted for the Farm Marketing Act.

He met with me at Topeka and failing to convince me that I was all wrong he took a shot at me at his meeting in Marysville and again at Salina and evidently believes that because I am to be candidate for Congress in the First District that I will "trim my sails", but I am no trimmer.

I lost hundreds of votes talking for the Farm Board in the last election. I went to Salina to talk to the Lions Club and was warned to take another subject, which of course I did not do. I lost the farmer vote of Saline County and hundreds of other farmer votes who had been misled regarding the Farm Board. Now the farm organizations have realized that they must "give the Farm Board a chance."

The Act of course is not perfect but it is the greatest step any nation ever took in behalf of any industry and I believe under normal times would, with the support of the farmers, bring results.

Sincerely yours,

JAMES G. STRONG.

JGS:MJ (Dictated but not read by Mr. Strong)

Mr. C. A. Ward, President,  
Kansas Farmers Union,  
Salina, Kansas.

Dear Mr. Ward:

I am in thorough accord with the action of the Kansas Farmers Union and the Kansas Farm Bureau in the stand taken at Des Moines. Politics have no more place in farm organizations than they have in churches or lodges. I have never used my membership in the Farmers Union, the Farm Bureau, fraternal organizations, or the church to which I belong in my politics, and rejoice in the statement of the Committee that formed the National Committee of Farm Organizations that "our sole purpose is the betterment of agricultural conditions and no one's personal ambitions has any place in it."

If I can at any time be of any service you have but to call upon me.

Sincerely yours,

JAMES G. STRONG.

JGS:MJ

### OLEO SALES SHOW A SUBSTANTIAL DECREASE

During April, 1931, the sale of oleomargarine shows a decrease of 42.1 per cent over April, 1930, or 12,503,552 pounds less than was sold during the corresponding time, one year ago.

During the first four months of 1930, 114,664,685 pounds of oleomargarine were sold, and during the same period, 1931, only 83,711,950 pounds, or a decrease of 30,952,735 pounds, which is equal to a 26.9 percent drop in oleo sales.

These figures were taken from the statement of the Internal Revenue Bureau and were obtained from the monthly sale of stamps for tax-paid oleomargarine products.

### SMILEY'S HAND IS CALLED

E. J. Smiley's organization, the Kansas Grain-Dealers, held a meeting in Garden City, Kansas recently, and in this meeting, he seems to have slipped a little.

There were three cooperative managers in this meeting and Mr. Smiley insisted that one of them, Mr. W. G. Hopkins, manager of the Garden City Cooperative Equity Exchange and director in the Union Oil Company, act as Chairman of the meeting.

Mr. Smiley proceeded to lambast the Agricultural Marketing Act, and the Farm Board, with his usual intelligence and veracity, in speaking of these institutions.

Mr. L. E. Webb, a director of the Farmers' National Grain Corporation and president of the Kansas Cooperative Elevator Association, was in the meeting, and Mr. Hopkins, the Chairman, called upon him to answer Mr. Smiley's statements, which he proceeded to do.

Mr. Hopkins is a real cooperator, is a large handler of the Union Oil products and it seems as though Mr. Smiley picked the wrong man for Chairman.

Mr. Hopkins too, called Mr. Smiley's hand on every statement he made, and also said that if Mr. Smiley's program of destruction went through, "God help the farmer."

At this meeting they distributed buttons, with this slogan on them:

"Get the Government Out Of Private Business".

What they really mean, is to get the farmers out of the cooperative business.

### HAVE WE BEEN BOUGHT?

Some of the Farmers Union leaders who are fighting the marketing act say that the Farmers Union leaders of Kansas and of the Northwest division have been bought by the Farm Board.

They even accuse ye editor with being "bought".

Lest some one be unduly alarmed thereby, it may not be amiss to say that ye editor is paid a salary for his work, said salary fixed by his Board of directors and that his salary is neither more nor less than it was when the Marketing Act got into action and our business activities became eligible for loans from the revolving fund. And our own salary is still less than half of that of one of our chief critics.

They do not say that we have been bought individually with hard cash, but they say we have been bought with Farm Board loans.

Of course we are grateful that a national fund now exists, provided by Congress and from which we may obtain credit to carry on our marketing activities and at rates of interest which the co-operatives were never able to obtain from private bankers.

We are still, however, using the banks of St. Paul and at the flush of the grain season, borrow the extreme limit which under the banking laws these banks may loan to one institution.

But the banking limits are far short of our needs. We also use credit from the government Intermediate Credit Banks.

And then we have the revolving fund provided by the marketing act to reinforce the other loans.

The Terminal Association will do a business on the 1930 crop of more than \$25,000,000. That's a sizable business and takes some money to transact it.

If there is a crop this year we will be financing some 300 local elevators and that takes some millions of credit readily available to start the wheels operating about August.

The Federal Farm Board is administering the marketing act and the revolving fund has not discriminated against anybody in the co-operative world of America.

The first job of the Farm Board was to study the act, and make rules and regulations.

That's all any farm organization has to do to be aided by the Board, just comply with the rules and regulations. The reason why and the only reason why there are organizations and co-operatives outside the Farm Board agencies is because more organizations would not comply with the rules and regulations of the Board. When these organizations could not have their own way they turned enemies of the marketing act and now spend a large part of their time lambasting the Farm Board and President Hoover.

Possibly in 1932 there may come a change in administration. We may get a Democratic president. The Democratic president will then appoint members of the Farm Board when those now serving on the Board resign or retire because of expiration of terms of office.

In this event we venture the prediction that the rules and regulations established by the Farm Board as it is now constituted will remain as they are. The rules will be changed only when and if the marketing act is amended because the rules and regulations of the Farm Board must conform to the marketing act. The protesting co-operatives which have not supported the marketing act will find themselves no better off with a Democratic president than with Mr. Hoover, so far as the Farm Board rules and regulations are concerned.

It may not be clear to Mr. Hirth, Mr. Reno and Mr. Simpson, but it seems clear to this writer that at the present time and under the present circumstances the co-operatives and the farm organizations cannot afford to go into national partisan politics.

We have the marketing act, the revolving fund, and are making the beginning at least of a program of co-operative marketing on a national scale. Our chief concern should be to guard that program from the assaults of our enemies.

The national election of 1932 is not likely to be fought out on the question of the agricultural marketing act. You could not get a group of politicians to touch such a program with a ten foot pole.

The tariff, unemployment and prohibition will occupy the attention of the political fence-builders for 1932. If the depression continues into 1932, if labor conditions do not improve, if the disparity between what the farmer receives for his commodities and what he has to pay in taxes, interest and cost of things he must buy to farm continues, if these two things, both of which spell desperately hard times, continue, they will determine the election without speeches or argument. People will vote as they feel, regardless of what they think.

The marketing act is in no way responsible for the hard times, nor may it in the short space of time remaining between now and the election be the means of much improvement. It will take ten years to establish a national agricultural marketing program whereby the machinery of marketing will be transferred from private to co-operative ownership.

Farm organizations should exert the utmost influence they possess on both dominant political parties to the end that definite pledges may be obtained from these parties to support the program of co-operative marketing on a national scale.

This editor is not going to offend the friends of agriculture in either party by taking a partisan stand. Senators like Dickinson, Capper, Norbeck, Frazier, Nye and other Republicans are friends of agriculture. Progressive senators like Shipstead, LaFollette, Blaine and Norris are friends of agriculture. Democratic senators like Wheeler, Walsh, Dill, Barclay, Copeland, Costigan and many others are friends of agriculture. They divide in national political campaigns but they unite in Congress.

The year 1932 will not be like that of 1928. In 1928 we had nothing and were fighting to get something. Now we have the marketing act. We must fight to retain it whichever party triumphs in 1932.

There is only one thing that would justify the farm organizations in taking a partisan stand in 1932. That one thing is this—if either party declares for the repeal or the hamstringing of the agricultural marketing act, then and then only should we enter the contest with everything we possess and oppose the party which opposes the marketing act.

—A. W. Ricker, Editor F. U. Herald.

### The Insurance Corner

By CHARLES A. BROOM, Secretary

The windstorm, hail and grain writing season is upon us. Not often do we go to June 1st without at least one serious wind storm in some part of the state. As yet we have had none this year but you never can tell when the elements will destroy your home or other property. There is only one safe way to guard against this: INSURE, and of course in your own company.

Just received our first hail losses on grain crops this year. E. F. Simon and E. L. Taft of Natoma both report damage to their wheat. We hope the storm was not widespread and serious damage has not resulted.

Harvest will soon be here and in spite of the low price of wheat, you should protect your crops against fire, since the cost is so little. Two dollars will protect you for thirty days on \$1000.00 of grain. Three dollars will protect you for sixty days for the same amount. Grain can be insured as soon as ripe and policy will cover against fire, either standing or in the shock or stack, and as soon as binned, the wind will apply.

If insured for full value we pay market price for grain lost, and if insured for half value, we pay half the market price for grain lost.

We have just received notice of total loss of dwelling sustained by Elmer Jaderborg of Selden. No doubt this will be more costly to him than to your insurance company. As yet, we do not know the cause, but allowing the usual ratio to apply 85% of it could have been avoided by proper precaution, as about this proportion of losses by fire are avoidable if the insured uses the proper means of preventing these catastrophes.

### The President's Column

By CAL. A. WARD

#### OUTSTANDING EVENTS

The writer's attention has just been called to the series of meetings sponsored by the American Institute of Cooperation, to be held at Manhattan, June 8th to 13th.

This national Institute comes to Kansas because of the ardent work of several of the agricultural leaders of this state. The Kansas Farmers Union and its various state activities occupy important places on the program. Among others, the following topics will be discussed:

Development of Cooperation in America.  
Cooperative Purchasing.  
Cooperative Marketing of Livestock.  
The Cooperative Handling of Dairy and Poultry Products.  
Cooperative Marketing of Grain.  
Mutual Insurance Conferences.

The leaders of our various farm organizations and cooperatives, are charged with the responsibility of first, making these sessions a success and second, carrying this information back to our membership throughout the length and breadth of the country.

The Kansas Farmers Union is interested, especially, in the following: Marketing Cooperatively of Livestock, Grain, Dairy and Poultry Products and the Mutual Insurance program.

The Farmers Union of Kansas has a real livestock marketing program. Mr. George Hobbs is General Manager and in charge of the Kansas City house. The branch house at Wichita is efficiently managed by Mr. L. J. Alkire.

The writer comes in contact continuously with our membership throughout the state and it's very gratifying to know that all shippers seem agreed that these Houses are efficiently managed and operated and are rendering first grade service, in addition to the fact that they obtain the highest possible price for livestock.

Mr. Hobbs is carrying on some extensive field work and is building up the business very substantially.

In grain, with Mr. H. E. Witham as General Manager, in charge of the Jobbing Association at Kansas City, Mr. A. T. Riley, Manager of the Salina branch and Mr. C. S. Neely, Manager of the St. Joe branch, these men are keenly alert to the best interests of the producer and are constantly building up the efficiency of their service and forming new contacts which bring additional new business.

The Farmers Union Jobbing Association is outstanding in the accomplishment of cooperative marketing.

Mr. A. W. Seamans is General Manager of our Creamery program. Mr. Dave Thomas is the manager of the Wakeney branch. The management of this institution has a multiplicity of problems but the experience of the past five years fits them for carrying on the program in the best possible manner and this institution, as well as our others, will ultimately win if properly supported.

The Farmers Union Insurance Company of Kansas is well established. Over a period of a number of years, it has given insurance at the lowest possible rates and has saved for its membership hundreds of thousands of dollars. Mr. Charles Broom is Secretary-Manager and Mr. Ward Spencer is President. These men are experienced in their work and the Insurance company will continue to be one of our strong assets.

The above institutions all have a part in the Institute to be held in Manhattan.

The Farmers Union Auditing Association, which is efficiently managed by Mr. Thomas B. Dunn, is not officially represented on the Manhattan program. The writer calls special attention to the splendid work of this organization. Our contacts substantiate the fact that where Mr. Dunn's organization sets up and audits the records of our various cooperative businesses, along with practical business recommendations, that the chances of failure are reduced to a minimum.

Your state officials earnestly recommend that the many Boards of Directors throughout the state avail themselves of the services of the Auditing Association.

Mr. Rex Lear is State Manager of the Farmers Union Life Insurance Company, and is leaving no stone unturned in the development of this part of the program. Mr. Lear has associated with him a staff of workers who are carrying this worth-while program to the ends of the state.

Your state officials with other outstanding Kansas leaders, plan on having a conference at Manhattan with representatives of the Farm Board, relative to the marketing of the new wheat crop and a discussion of acreage control. It is hoped, at this conference, that a program may be initiated, under the provisions of the Marketing Act, that will give the grower a better price at threshing time, than now anticipated.

#### Meeting of Farm Groups to Be Called

Last week the writer, through these columns, referred to the meeting at Chicago, its purposes and accomplishments. Since the establishment of the National Committee of Farm Organizations at Des Moines, Iowa, some time ago, which made Ralph Snyder of Kansas President, and A. W. Ricker, of St. Paul, Minnesota, Secretary, various organized groups of farmers have come out openly and declared themselves in favor of the Agricultural Marketing Act.

Just Saturday, from Oklahoma City, comes the report that the Oklahoma Agricultural Cooperative Council, representing more than 85,000 organized farmers, adopted a resolution demanding retention of the Agricultural Marketing Act until other and more effective legislation, approved by organized farmers, can be adopted.

By the time the National meeting of farm groups is called, some time in June, we feel that, at least ninety percent of the organized farmers of the United States will have correlated their various organizations into one gigantic national organization, in defense of the Marketing Act.

The Kansas Farmers Union feels sure that the present official name approved at the Des Moines conference, namely, the National Committee of Farm Organizations, will be retained.

#### Marketing Act Gains In Favor

This office is happy to report that sentiment in favor of the Marketing Act is continuously gaining favor throughout the country, regardless of the opposition of a few farm leaders who have joined hands with those who have been the enemies of the cooperative marketing program.

The writer reiterates former statements made, that this is not a political issue and we dare not allow it to be made a political football.

The Marketing Act came to us under a Republican regime but in case of a Democratic victory in 1932, the Democratic party will inherit it. We ask that our membership be not misled on this question. And we also invite again all public officials and those who are aspirants to office, to come out in the open and state where they stand on this question.

The Kansas Farmers Union speaks in plain language on these issues affecting agriculture and it is to be hoped that we will not be required to resort to the "SMOKING OUT" process in order to get clear-cut, definite statements from our politicians and political leaders.

### KANSAS UNION FARMER WHEELS EXCHANGE

If members of the Union have anything to sell or exchange, they should advertise in this department. Rate: 5 cents a word per issue. If run 4 times 15c per word for the four issues. Count words in heading, as "For Sale" or "Wanted to Buy" and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

#### CLASSIFIED ADVERTISEMENTS

##### SEEDS AND PLANTS

SUMAC or Red Top Cane \$1.75 cwt. re-cleaned, bags free. Special prices in car-lots. Cedar Vale Coop. Co., Cedar Vale, Kans.

FOR SALE—1 LaCrosse 4-bottom tractor plow, 3 braker bottoms extra.—Frank Flaucher, Quinter, Kansas.

##### HOGS

FOR SALE—Used No. 2 Rumley Combline and 25-40 Rumley Tractor. Terms. Located Stafford, Kansas—Rex Lear, Farmers Union Bldg., Salina, Kansas.

##### WANTED

STAMPS WANTED, Bearing "Kans." or "Nebr." overprint. L. E. Moore, Little Rock, Ark.

**SAY** if you saw their advertisement in The Kansas Union Farmer when you write our advertisers. That protects you and helps us.

## THE MARKETING ACT SHOULD BE STRENGTHENED

Resolution in Favor of Marketing Act Passed by Oklahoma Cotton Growers' Ass'n., in Annual Convention May 25th, 1931

Action Seeking to Destroy or Weaken Act is Resented

Whereas the American cotton farmers have been struggling under the load of agricultural depression largely due to a lack of congressional recognition and lack of equality with other industries, and

Whereas, the agricultural marketing act is an answer to the request of the struggling cotton farmers, therefore be it

Resolved, that the Oklahoma Cotton Growers' Association assembled in Tenth Annual Convention this 25th day of May, 1931 endorse the agricultural marketing act and recognize it as one of the necessary steps toward curing agricultural ills, and be it

Further resolved that we endorse the action of the Federal Farm Board in their endeavor to put into operation the provisions of the agricultural marketing act, and be it

Further resolved that we endorse the American Cotton Co-operative Association and recognize it as a strengthening force in the cotton co-operative movement, and be it

Further resolved that we pledge our wholehearted support to any movement that is calculated to strengthen the agricultural marketing act and the co-operative movement in general, and that we recommend to our Board of Directors that they join hands with any worthy organization seeking to preserve the agricultural marketing act and the progress in general made by cotton co-operatives, and be it

Further resolved that we resent the action of any individual or group of individuals or organization seeking to destroy by repeal or amendments the effect of the agricultural marketing act, and be it

Further resolved that we consider it an unfriendly act for any organization to distribute literature which is for no purpose other than to create prejudice against the cooperative movement on the part of business and professional folk, or calculated to create doubt and suspicion in the minds of farmers, and be it

Further Resolved, that we urge our two members in the United States Senate and our eight representatives in Congress to oppose any movement made toward repealing the Agricultural Marketing Act or destroying its effectiveness by amendments.

### WORLD WHEAT ACREAGE REDUCTION IN PROSPECT

A reduction in world wheat acreage outside Russia and China for the 1931-32 season is definitely in prospect, according to the Bureau of Agricultural Economics, U. S. Department of Agriculture.

Indicated wheat acreage in nineteen countries, including the intended spring wheat acreage of the United States and Canada, is 181,865,000 acres for the 1931-32 season compared with 185,275,000 acres last year. These countries represent about three-fourths of the world wheat area outside Russia and China. Acreage reductions in Argentina and Australia, not included in these figures, are expected. These reductions are apparently owing to the generally low wheat prices of the past two years.

World crop prospects are reported as less favorable than at this time a year ago. The condition of winter wheat in the United States is rated as "excellent," but that of spring wheat in the United States and Canada as "less favorable." The condition of wheat in Europe is reported as "apparently poorer than a year ago." Russian sowings are reported to be much delayed as compared with last year.

Strengthening of world wheat prices during April and the first half of May is attributed largely to reduction of wheat stocks to a new low level in many European countries; some relaxation of importing and milling restrictions in certain of these countries, and somewhat unfavorable crop prospects in some parts of Europe and in the spring wheat regions of the United States and Canada.



## Junior Cooperators by Aunt Patience

### HOW TO BECOME A MEMBER OF THIS DEPARTMENT

Any boy or girl between the ages of six and sixteen, whose father is a member in good standing of the Farmers' Union, who writes a letter for publication, can be a member of this department, and is entitled to a pin. In order to receive a book, he must signify his intentions to study the lessons and send them in. We cannot send out books to those who do not intend to send their lessons. The address to which all Juniors should send their letters is: Aunt Patience in care of the KANSAS UNION FARMER, Salina, Kansas.

Hays, Kans., April 24, 1931.  
Dear Aunt Patience: I would like to join your Club. Please send me a book and pin, so that I can get my lessons in it. My father is a Farmers Union member. I go to Pleasant Ridge school. My teacher's name is Miss Stanton. I like her real well. We live one-half mile from school. I am 10 years old and in the fifth grade. My birthday is October 7th. Our school closes the first of May. I close my letter with love. Yours truly,  
Mary Frances Walters.

Care Adam Walters.  
Dear Mary Frances: I am so glad that you've decided to become a member of the Junior Cooperators, and I hope you'll like being one. Your pin and book will be sent this week. You're lucky to live so close to school, aren't you? Please write us again.  
Aunt Patience.

Tipton, Kans., April 27, 1931.  
Dear Aunt Patience: I have a little time now so I will write. I received my book and pin. Our school was out April 20. We were going to have a picnic at the creek. Monday morning it rained and we had to stay at the school house. We roasted wienies and marshmallows.

I will be in the 5th grade next year and my brother, Clifford, in the 2nd grade. There were twelve in our school this year.  
I am anxious to see the lessons.  
Your niece,  
Florence L. Houghton.

Dear Florence: It's too bad your picnic was spoiled but I imagine you had fun roasting wienies and marshmallows at the school house. We've had a lesson since you wrote—did you like it?  
Aunt Patience.

Grainfield, Kans., April 22, 1931.  
Dear Aunt Patience: I got my book and pin today. I sure think it sure is nice. I thank you very much for it. For pets I have a cat. Her name is Blackie. We milk six cows. There are ten that joined the Farmers Union Club from Grainfield, Kansas. Our school is out, today was our last day of school. I am going to be in the 6th grade next year. I hope I'll have a twin. I am 13 years old. I go to East Big Creek school. My brother, Robert, joined your Club and so did my sister. I enjoy to read the children's page. My father is a member of the Farmers Union.

Well, I guess I'll have to close because my letter is getting long.  
Yours truly,  
Helen Dreher.

Dear Helen: I'm glad you liked your book and pin. Ten from Grainfield—that's fine! That's enough to start a Junior Local. Do you always read all of our operators whose letters interest you? Write us again.  
Aunt Patience.

Ellis, Kans., April 29, 1931.  
Dear Aunt Patience: Well, how are you? I am awful sorry for not sending in the lessons but have neglected to do so because we didn't get our pa-

## NEIGHBORHOOD NOTES

### FIELD NOTES

By E. L. Bullard  
The organization work in South East Kansas has been under way the last few weeks and new members have been added to South Mound local, Kimball, Barney, O'Geise, Parsons and Henderson.  
It does the heart of a Cooperator good to meet and work with such people as L. M. Crooks, E. S. Valmer, F. H. Phillips, F. J. Gorwion, Pres. of Neosho Co. Union; Mgr. Johnston and others of that type at South Mound. Then up at Kimball, where we find Manager Verle Moyer always ready to do something to help along with such other old wheel horses as Charley Collins, Mr. Nelson, Mr. Dagget, and other live wires who helped to put Kimball Local back on its feet.

Tom Roberts at Barney Local with others who are real Cooperatives helped there and oh, we might go on naming them for a long time, such men as J. E. Volk, G. K. Robinson, at Galesburg, and others like of Culbertson's army Greens, who for years helped to hold the banner of Co-operation aloft. There is Earl Karstetter, president of Henderson Local and Mrs. Angie Karstetter, Mrs. Henry Epler, Cecil G. Clark, and W. E. (Billy) Adams down there in the Mound Valley neighborhood who also helped and are real co-operators. C. N. Stafford, the manager at Denison, is always ready to do his share and over at Strauss men like J. E. Judd, Chas. Ford and Mr. Merritt also are boosters for Co-operation.

Oswego at 101 have no lack of leadership so long as they have men like Joe O'Connell and Secretary Dove, Herman Hurst and others. Say, they have some real musical talent at 101 too, and they are not afraid to use it for the Farmers Union. And if we could do fancy finger work on the mandolin and guitar like that pair of professionals at Pioneer local west of Altamont, we would just play all the time. Not kidding at all, you just can't beat em. And D. R. White, the president of that local, while he spends most of his time working in his mill, is always talking Farmers Union.

And at Parsons, J. O. Chandler, president of Local, and J. P. O'Hara, secretary, also manager of the Parsons Elevator, with helpers like Mr. and Mrs. John Needs, Fred Thompson, Carl Wilson, A. B. Watters, F. E. Miller and a lot of others, keep spreading the Gospel of Co-operation.

J. W. Marnell and R. O. Ewing, "Jim's" helpers at the Parsons Elevator, were never too tired or too sleepy to help us at our meetings and Walter Detmer, County President of Labette County, just goes all the time to boost for the Union.

Our organization force, consisting of "Tom" Wells, Milt Shook, George Ludlam and J. E. Shippis and the writer want to thank the above named and many others whose names we did not get for your splendid help while in your territory.  
Cooperation is bound to succeed with such a force at work.

### EVERYONE HAS A DUTY TO PERFORM

Parsons, Kans., May 29, 1931.  
Dear Cooperators:  
Another week in Labette County with meetings each night for each of us. On Monday night was asked to give a talk to the 4-H club boys and girls, which I gladly attended. I urged these youngsters to make the best of their time in this work and boys, girls, parents, on these Kansas farms, each of us have a great duty to perform, one that calls for the best in each of us. We are to attain our proper level in the world, which is filled with every conceivable sort of competition. In your club work you will learn the fundamentals of economical production, which set of rules need be strictly adhered to, following with farmer owned and farmer controlled marketing agencies, will step us up in the competitive field with a voice strong enough to be heard throughout the world. I am particularly interested in our boys and girls and know our entire organization feels as I, that the things for which we are striving are for them. I want every 4-H club to feel free

to call on me at any time I am within reach and know of some organization and associated activities feel the same. Also on Monday night spoke a few moments at Spring Hill local following Mr. Bullard. Wednesday night at Parsons local No. 1304; Thursday night at Whittier school; Friday night South Mound. Many people down here, hospitable and watch them grow after we are gone. They know the job is big and are willing to pull off their coat and go. I know other counties who too, are right in there playing ball.  
Nuff said.

### SHIPPS.

### RIDGE AND VALLEY LOCAL HAS "COMMUNITY NITE"

The Kansas Union Farmer, Salina, Kansas:  
Wednesday evening, May 13, was "Community Nite" for the Ridge and Valley Local held at Elm Creek. About forty attended and enjoyed the program and refreshments. Wednesday afternoon, May 27, the Ridge and Valley Local met for their regular meeting at the home of Mrs. Tom Reddick. Twenty-two members and the following guests were present: Mrs. G. Hofer, Mrs. Steenboch/Mrs. Carl Kunish, Mrs. Amil Rypina, Misses Arlene and Louise Yost, Dorothy Taylor, Hazel and Helen Otte, Lucile Muck and Rebecca Worley, who added her name to our membership roll. The day was the anniversary of our fourth year of being a club. Mrs. Ed Boehner, president, opened the meeting. Mrs. Earl Taylor conducted the program. Roll call was "Advice" to our honor guest, Miss Nina Tetlow who was given a surprise shower of lovely gifts for her new home. A mock wedding during the social hour was enjoyed by all. Mrs. Fred Tetlow conducted a ten-minute parliamentary drill. Ice cream and cake were served by our refreshment committee, Mrs. Henry Muck, Mrs. Katherine Miller and Mrs. Kathryn Peters. Meeting adjourned to meet June 11, Thursday evening at Yost's grove for our regular meeting and our annual picnic. Next community night June 9 at Elm Creek school house.  
MRS. T. T. REDDICK,  
Publicity Chairman for W. P. F. A. Ridge and Valley Club.

### WILSONTON LOCAL MEETS

Parsons, Kans., May 26, 1931.

Dear Sir:  
The Wilsonton Local No. 1814 met at the Henderson school house for their regular meeting. Maybe some of the people over the state would like to know where Henderson school house is. It is about three and one-half miles west of Parsons on gravel road and is a very nice new school building (Standard). Our Local is not prospering so well this year as in previous years, the money proposition seems to be the main object. We have only six paid up members for the year so far, but are hoping soon to have some prospect for new members. J. E. Shippis from Belleville, Kansas, made us two good talks the past two weeks which we hope will help us have a better year.

Shippis is a very good talker and stated some real facts about Cooperating, and holding up for our rights. As we read the Farmers Union paper we feel we are only a small item and hope to grow and prosper better, but as the old saying is "Every little helps".

Our next regular meeting will be June 9, as we meet the second and fourth Tuesdays of each month.  
EARL KARSTETTER, Pres.  
MRS. HENRY EPLER, Secretary and Treasurer.

### HIGH SPOTS OF FARM PRODUCTS

At seeding time seed oats sold for 60¢ per bushel. Who bought it? The farmer. At planting time seed potatoes sold for \$2 and \$2.25 per bushel. Who bought them? The farmers. At corn planting time seed corn sold for \$1.75 to \$2.50 per bushel. Who bought it? The farmers. At millet sowing time German millet sold for \$1.75 to \$2 per bushel. Who bought it? The farmers.  
Now I am wondering what price they will receive at harvest time. Present prices are unusually bright at this time of the year for bumper crops. Shall they materialize it will probably spell another period of dull markets and very low prices on account of the overproduction, especially for wheat and corn since there is a large over-hold of both. Hopeful therefore of producing some farm have heretofore. Pop corn and millet have been the only two profitable crops and good prices have been obtained for them. Now if the farmers do not go too strong and cause an over production all is well and good. I am afraid it will be like the egg-poultry-cream and wheat business if we plant too much. Let's watch our step.  
J. D. Stosz, Beattie, Kan.

### OTTAWA CO. FARMERS UNION PLANS A PICNIC

The Farmers Union of Ottawa County will have a picnic at Marly Grove, Minneapolis, on Thursday, June 11th. The following program has been planned.  
Meet at grounds at 10 a. m.  
Dance by boys and girls and others, 10:30 a. m.  
Picnic or basket dinner at 12:00.  
Music by band.  
Welcome address by mayor, 1:00 p. m.  
Response by R. A. Rensnyder, 1:15 p. m.  
Program by locals, 1:20 p. m.  
Address by State President C. A. Ward, 2:00 p. m.  
Union ball game, Bennington vs. Brewer, 3:00 p. m.  
Dance in evening starting promptly at 9:00 p. m. at I. O. O. F. hall.  
Everyone invited to come and enjoy the day with us and hear our state president.  
Program Committee.

### "FARMER INSURANCE AT FARMER COST"

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  
The regular quarterly meeting of the Mitchell county Farmers Union will be held in Beloit in Chautauqua

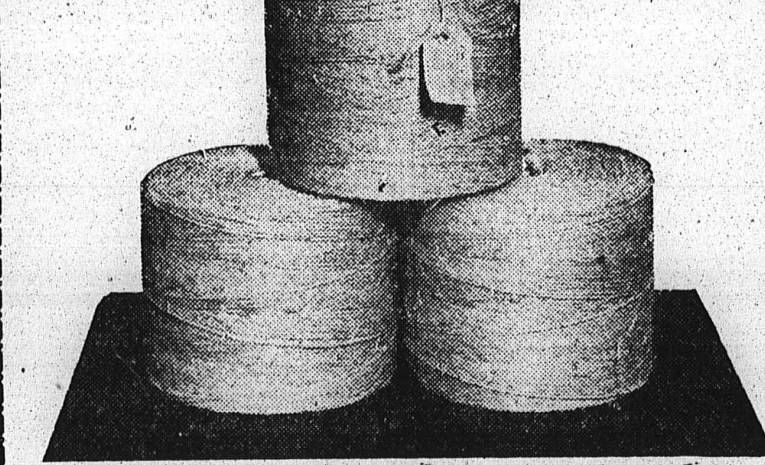
## Protect Your Home and Other Property

Against All Hazards  
CALL THE NEAREST AGENT  
of the

## Farmers Union Mutual Insurance Companies Of Kansas

Fire Lightning SALINA, KANSAS Wind  
Automobile Mercantile Hail

The regular quarterly meeting of the Osage County Farmers Union will be held on Thursday evening, June 11th at Overbrook. All Locals in the County are requested to send delegates. A cordial invitation to attend is extended to everyone interested.  
A good program has been planned and refreshments will be served.  
E. L. Bullard, President,  
William Broderson, Secy.  
(continued on page 4)



## PLACE YOUR ORDERS NOW FOR Binder Twine

From present indications Kansas will use a large volume of twine this season. DEALERS should be prepared to furnish their customers with FARMERS UNION twine. Wheat growers in every part of the State should be able to buy this product in a Farmers Union Store or Elevator in his territory. Prices are right and the quality is guaranteed by The State of Kansas to meet all requirements of Standard Trust twine.

Place your orders NOW and be assured of satisfactory delivery.

## The Farmers Union Jobbing Association

1140-46 Board of Trade Branch Offices  
915 United Life Building Salina, Kansas 1004 Corby Building St. Joseph, Mo.

## Ship Often

With the warm weather setting in, it is essential that your cream be shipped often. This will preserve the quality and in these times of low price quality must be given first consideration.

## Farmers Union Co-Operative Creamery Association

Kansas City, Mo. Wakeeney, Kansas

## Price List of Local Supplies

Application cards .....	20 for 5c	Farmers Union Song Leaf	lets, per dozen .....	10c
Credential blanks .....	10 for 5c	Business Manuals, new 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. M. KINNEY Box 51, Salina, Kansas.

## 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

## Ladies' Auxiliary

The following article taken from the writings of D. D. Collins of Minnesota we think is worthy the consideration of our readers:

What Can the Auxiliary Do?  
"Busy women! Busy with a thousand cares, the home, the children, the chicks, the clothing and washing, three meals a day, sometimes five. Then there is church work, club work, and social work. Well, women night finally comes, the average farm woman is weary enough to re-lapse into restfulness and ask for nothing more to undertake. Then why add a task heavier than moose just mentioned?"

"Because—  
"First: The thousand tasks upon the farm women have thus far accomplished very little to prevent her children and her husband from slowly becoming economic and chattel slaves.

"Second: The human side of farm life peculiarly interests the thought of the farm women.  
"Third: There has been, is now, and always will be some work that only women can perform.

"Fourth: Agriculture shall be saved only when human convictions are stirred to white heat. Farmers will only get a fair deal when the human valuations and rights have been elevated above money privileges.  
"These heavy tasks are now at the door of the farm women and demand attention. Farmers and farming, drifting into the present condition unconscious of what was happening, who was making it happen and what would result if the farm business was taken away from the producer. While this destruction was being prepared and forced upon agriculture, the men folks were trying to prevent the crisis by raising money and better stuff. The women attended to their husbands. The collapse of agriculture is upon us. Why? The farmers were too busy to know what was going on. Now that the crisis is upon us most farmers are too busy to know what to do about it. The men on the farms need someone to help them, somebody to inspire them, somebody to stir them into action, somebody to challenge their convictions, somebody to call a halt upon this human destruction. Who can help these farm men?"

"How?"

"1. Every Farmers Union Local ought to have a Ladies Farmers Union Auxiliary."

"2. Every County Farmers Union ought to have a Ladies Farmers Union Auxiliary."

"3. Every County Auxiliary ought to belong to a State Auxiliary and every State Auxiliary to belong to the National Ladies Farmers Union Auxiliary."

"How can this be done? Easy. Take your next regular meeting night of your local and invite all the wives and daughters out to a special occasion. Then when the women are present, elect a committee to get every lady within the Union to join the Auxiliary. If there is a State Ladies Auxiliary (and there is one in Kansas), send for the constitution and by-laws. If you need an application blank use one like this:

"Place .....

"Date .....

"Believing a Ladies Auxiliary can be of material benefit to the Farmers Union Local .....

ers Union Local .....

"When the committee has secured at least ten women, then proceed to elect officers as provided for in the Constitution and By-Laws."

"Then what? Start with an Educational Committee. Let this committee also be the head of the program committee."

Get in touch with the state office of the Farmers Union if you need help and we will do all we can to help you.

Follow the suggestions that are outlined in this Department from time to time as a help in formulating your program. Get your best talent to work and you will be surprised at the good that can be accomplished.



7206. Misses' Dress.  
Designed in Sizes 16, 18, and 20 years. An 18 year size requires 2 1/2 yards of 36 inch material. For facings of contrasting material 3/4 yard will be required. Price 15c.

6907. Child's Play Suit.  
Designed in Sizes 1, 2, 3, 4 and 5 years. A 3 year size requires 1 1/2 yard of 36 inch material. For suspender, belt and pockets of contrasting material 3/4 yard is required. 35 inches wide. To finish with binding requires 4 1/4 yards 1 1/2 inch wide. Price 25c.



# A JOKER IN THE MARKETING ACT SAYS RICKER

(continued from page 1)

—privileged by unrestricted ownership of property in control of the capital of the nation so invested by means of bonds and stocks that these owners are able to levy tribute on labor and agriculture to the point of absorbing wealth as fast as it is produced. Not only do they levy tribute on labor and agriculture to the point of absorbing wealth as fast as it is produced, but in the process the purchasing power of the masses has been so lowered that the wheels of industry are slowed down to the point where goods produced can not be sold because of lack of means to purchase them. And not only this, but so long as the capitalist system continues there must be recurrent depressions.

When we emerge from the present state of misery called the great depression, we are certain to enter another one at a later date. The only way the people of the earth will ever attain security, the only way the masses of people may ever be able to secure for themselves a share in the wealth of the world, is by substituting cooperation for private capitalism. It is the knowledge of these fundamental principles that makes the writer such a confirmed advocate of the agricultural marketing act.

Its fundamental principles are sound, because it provides governmental aid to quicken and encourage development of the machinery of ownership of the machinery of marketing farm commodities.

## Private Ownership of Grain Marketing

One of the most profitable of the many branches of the so-called capitalist system has been the private ownership of the machinery used in marketing farm commodities. Since we are discussing grain, let us analyze the ownership and management of grain marketing machinery. It begins out in the country with a local elevator to which the farmer brings his grain to be graded, docked, weighed and stored.

The next stage in grain handling is at the terminals, where the use of another kind of elevator is necessary. Here we find the big terminals with equipment for cleaning, drying and mixing so as to prepare the grain for milling.

At the terminals also are great exchanges where rules are made for buying and selling of grain. Here we find a wholly fictitious means of price making has been established called a futures market.

The futures market is made that it establishes a differential between present and future months with a spread between large enough to guarantee carrying charges on grain in storage in terminal elevators. The whole system is worked out on a basis whereby the private grain trade takes no risks and the farmer takes all hazards. The farmer has faced this loaded gun for years.

The farmer's part has been to produce a crop, bring it to the railroad station and turn it over to the private grain trade, for distribution. Under this system the farmers' bushel of wheat becomes a sack of flour. The sack of flour becomes about 60 loaves of bread. The bushel of wheat now brings the farmer about 50 cents and the consumer pays about four to five dollars, depending on kind and quality of bread baked.

In between the 50-cent bushel of wheat out in the country and the four-dollar bread in the city stands the private grain trade with its ownership of marketing machinery, the most important of all being the terminal elevator with its processing machinery.

## Cooperative Ownership of Grain Marketing

When the Farmers National Grain Corporation was organized, its function became one of providing the means whereby the grain growers might become owners of all of the machinery of marketing down to the point, at least, where the grain is finally taken by the flour mills to be ground into flour. This, of course, does not complete the cycle of cooperation, but it carries cooperation about as far as the farmer may go with it himself.

The lack of acquiring ownership of the grain marketing machinery is enough at present for the farmers to undertake, and will occupy them for some years to come.

The Farmers National Grain Corporation was created by bringing together what existed in the way of farmer-owned grain marketing machinery and federating these cooperative marketing, local and regional units, into a national organization.

The set-up of the national organization was made by representatives of these various organizations and the master hands which built this organization understood cooperation.

Many individuals and organizations contributed to the creating of the Farmers National. There is no saying that cream rises to the top because it is cream. Look at the Farmers National today and you will see who is cream.

Cream rises to the top. On the executive committee are Huff, Thatcher, Manley, Settle and Steward. They are not all there at the start, but they are there now.

Huff learned by hard experience out in a frontier town where he tried to establish co-operation and ran up against the handicap of an entrenched grain trade, lack of credit and lack of understanding on the part of farmers.

Thatcher learned his auditing country and terminal grain elevators, where he gained an inside view of the unequal struggle which the farmers elevator sustained, financed by the grain trade, and made a pawn in the great grain trade game.

the express purpose of furnishing a source of friendly credit with which to acquire facilities and carry on the processes of marketing.

Let no one think that the Farmers National Grain Corporation was born without travail. It is not set up as some people wanted it set up. It is not set up as the members of the Farm Board wanted to set it up. It is the one national sales agency which has come into being and which has been set up and it is set up so well, its foundation so established that it will take more than casual efforts to unset it.

It was set up on a firm foundation at the start and it is now better safeguarded by amendments to its original by-laws. Dangerous elements which might at the start have jeopardized its existence fortunately remained aloof.

We Escape Our Enemies In 1929 when the Farmers National was organized, all grain states were organized, all grain states were organized. These associations were composed of local farmers elevator associations and of independent owners of elevators. Practically all of these state grain associations were dominated by grain commission companies at the terminals.

We shudder to think what might have happened had these associations dominated the Farmers National set-up, as indeed they might have done, for the private grain trade because of hostility to the marketing act, prevented these state associations from active participation in the set-up of the Farmers National. We were thereby almost miraculously saved from our enemies.

Being saved from our chief enemies, we were able to set up the Farmers National with organizations like the Farmers Union Terminal Association, the Kansas Farmers Union, the Oklahoma Wheat Pool, and other old and experienced cooperatives, some of which were the outgrowth of membership in educational organizations like the Farmers Union and the Indiana Farm Bureau.

Those familiar with the history of the early days of the Farmers National will recall that we had to resist the efforts also of some enemies of the marketing act, who sought to upset the existing grain cooperatives and supplant them with Farm Board created regionals.

We withstood most of those efforts to change or destroy existing organizations. The dominant leadership within the Farmers National withstood assaults in without also, and today the Farmers National exists as a grain organization, as it was planned in the beginning by men like Huff, Settle and Thatcher.

A Federation of Cooperatives As a result of hard work and great firmness, the Farmers National is a federation of cooperative grain units, each being considered on its individual merits with equal opportunities to all and special privileges to none. It is still made up of different types of cooperatives, but as all of them are free and equal, and opportunity, the type of cooperatives fitted to survive will grow, while those least fit to survive will disappear. Some have already disappeared, but with no loss to the grower and no lessening of strength to the Farmers National.

The Farmers National is an achievement to which we may point with pride, the Federal Farm Board, as well as the farmers.

We are not intimately familiar with all of the national sales agencies created by the Farm Board assistance, but we may safely contrast one of them with the Farmers National. We refer to the National Livestock Marketing Association.

The Livestock Set-Up In setting up a national sales agency for livestock, the founders thereof did not encounter like difficulties met by those who set up the grain corporation.

No private or semi-private sales agencies were involved. The Farm Board had to deal only with cooperatives. But these livestock cooperative sales agencies on the terminal market were rivals in many instances, with all the jealousies and bitterness involved in such rivalry. When called together to set up a national sales agency they carried their rivalries and jealousies into the meeting.

Again the Farm Board came with a preconceived plan of organization, a plan which the oldest and best established cooperatives were not willing to accept.

Head-on collisions resulted, with the Farm Board as stubborn as were the objectors to the plan proposed. In fairness to both sides to the controversy, it must be said that both were to blame and perhaps equally to blame.

No program for livestock marketing on a national scale had a reasonable chance for success with part of the cooperatives left out of the picture. As matters stand, we have two national associations with two heads absorbing resources and with neither of them rendering any substantial benefits to livestock growers.

Moreover, failure to organize the livestock co-ops, in one national sales agency has created splits within the ranks of organized farmers and furnished an excuse for the enemies of the marketing act to make of it a political question.

In the Northwest we have gone along with the Farm Board on the livestock program believing it better policy and one more likely to help solve the problem than to oppose the Board, thus placing ourselves without the pale of influencing future decisions.

If cooperatives are to stop cooperating because mistakes are made, we will never achieve cooperation because mistakes are after all experience.

The Ideal System Turning now once more to cooperative grain marketing and its development, let us think for a moment what is ideal and practical. Grain marketing starts out in the country and at the railroad track where in order to start grain on its long journey into and through the channels of consumption, there must be a local elevator.

What are the functions of a local elevator? A local elevator is a place where the farmer unloads his grain. At the terminal where it may be dried, it may be to have the grain spoiled. Such grain should go as quickly as possible to the terminal where it may be dried. At the big terminal elevator grain may be mixed with very dry grain and thus the extra moisture distributed. The quality of the wet grain is raised, but the quality of the extra dry grain is not impaired if the moisture in the moisture is absorbed than permitted by U. S. standards for moisture.

For years have been docked at the local elevator for moist grain by the grain trade. The grain trade has conditioned this wet grain at the terminal, brought it up to standard and pocketed the difference in price.

The Farmers National by ownership direct of terminal elevators or through its regionals, will in the future save the conditioning charges and profits on damp grain for its grower member.

And now back to the local elevator. The farmer may come in with grain full of dockage. If the elevator has no cleaning machinery the grain just as it is, full of dockage, some of it of course valuable, must be sold. The elevator ships the grain, dockage and all; the cost is paid by the grower and then down at the terminals the dockage is removed, sold and the profits on dockage have gone into the pockets of the grain trade.

The ideal local elevator should have cleaning machinery so that freight will not have to be paid on dockage at grain rates. With cleaning machinery the dockage may be removed at the local elevator, shipped as dockage, or that part which is fit for feed sold at home. The matter of dockage is an important one in the Northwest where millions of dollars have been lost by the farmers and made by the mills and terminal elevators at the terminals.

The local elevator should be large enough to provide some storage as well as be equipped with cleaning machinery. There should be one, or if more than one local elevator at the loading station, both or all should be owned by the growers in the community, who, while we are still in competition with the private grain trade had best be tied to each other with a growers contract binding each and all to market all marketable grain through the one cooperatively owned elevator association.

All local earnings in excess of reserves, and educational funds as described in the section relating to co-operation, should be distributed on a patronage basis, share capital being retained by the local association until each patron is an owner of shares in the elevator and so nearly as possible on an equal basis.

The local elevator association should be tied to the regional by contract and by patronage—patronage dividends being retained by the regional in the local elevator. So that the farmer has acquired so far as possible equal ownership in the facilities and other property of the regional. The regional should acquire ownership of the Farmers National in the same manner that the grower attains ownership in the local elevator and the local elevator association in the regional.

Now this to me seems to be the ideal structural set up on which to build a cooperative grain marketing system nation-wide. It involves the cooperative ownership of all the facilities for marketing grain which include local elevators, terminal elevators and a national sales agency to finance and market in an orderly manner the annual grain crop of the United States.

With such ownership of facilities, we may save for the grower every penny involved in processing, by which is meant cleaning, drying and mixing. The private grain trade has not made its millions out of commissions. The money has been made from cleaning, drying, mixing, storing and speculating.

Cooperative ownership of the grain marketing machinery will save these millions for the grower. The revolving fund provided by Congress was intended to be used to help the farmers acquire ownership of marketing machinery. Unfortunately many millions of this revolving fund have been used by the Farm Board for stabilizing the price of wheat at pegged prices.

It is said that the Stabilization Corporation will own something like two hundred million bushels of wheat at the close of stabilization.

Where is this wheat? Most of it is stored in terminal elevators owned by the private grain trade. At what cost of storage? One cent per bushel per month.

How much is that per month? Two million dollars. Who gets the storage money, again we ask? The answer is, this same private grain trade which has so gloriously exploited the farmers year after year.

Some of the grain fortunately is not stored in grain trade elevators. Four millions of bushels are stored in terminals owned by the Farmers Union Terminal Association. Aside from these four millions of bushels, very little more is stored in farmer-owned terminals.

When stabilization was decided on, why did not the Farm Board empower the Farmers National with credit or buy or build terminal elevators sufficient to store at least half of the stabilization wheat so that the storage charges might have been paid to the cooperatives instead of to the private grain?

Were not the members of the Board asked to do this? The answer is yes, they were implored. But the only answer that I may make is that the marketing act contains a joker. The joker is in Section 7, subsection C-3 and reads as follows:

"(3) No loan for the construction, purchase or lease of such facilities shall be made unless the board finds that there are not available suitable existing facilities that will furnish their services to the cooperative association at reasonable rates; and in addition the preceding limitation of loan for the construction of facilities shall be made unless the board finds that suitable existing facilities are not available for purchase or lease at a reasonable price or rent."

This section came from the House of Representatives and evidently es-

caped the attention of the agricultural committee of the Senate, also the watchful eyes of the farm leaders.

This joker in the marketing act should be taken out. It is of such importance that farm organizations may well afford to place political candidates on record with respect to this joker in an otherwise splendid piece of legislation. This joker has confounded the Farm Board attorneys and abates in the face on every facility loan sought.

Despite this joker in the Act, we are making progress in acquiring facilities. We have found ways and means to get around it, but our speed is lessened and our objective farther off than would be the case if section 7, sub-section C-3 were not in the Act.

The Farmers National made earnings of nearly three-quarters of a million dollars in its first year of operation. We should make greater earnings this year and along with these earnings and our capacity to obtain credit, acquire more facilities. The marketing act, however, deficient, is more than we have ever had for agriculture at the hands of the government of the United States.

We must guard and preserve it with the utmost care and press steadily onward with all possible insistence for more help from a government which has aided industry and even labor for a century, but has never before done anything of substantial value for agriculture. If the marketing act is to be changed or amended, we must insist that the changing be done by its friends instead of its enemies.

## PUT COMPOUND INTEREST TO WORK FOR YOU

(continued from page 1)

each year. The first year 100 bushels of wheat paid the taxes, two years ago it took 240 bushels of wheat, last year 480 bushels and this year it looks like it would take about 600 bushels to pay the taxes. The efforts that are supposedly being made to place farming on an equality with other industries seems to be working like a charm.

At the present contract price it takes 3,000 bushels of wheat to buy the same size and make of tractor that two years ago 1,000 bushels would buy. Will restriction of acreage or restriction of marketing secure production? Not necessarily, no doubt it would help, but under our Capitalistic system money or finance is all powerful. It is more powerful than law, justice or even the government. You have heard that, might makes right. In our country money is right.

The farmer to make his cooperative machinery work must also control his own money. How can he acquire this? By stopping letting the other fellow make use of his money. Build up all powerful institutions. Place that all powerful, all consuming, never sleeping force called compound interest to work in his behalf.

Milo Reno, President of our Farmers Union Life Insurance Company, recently addressed a Sunday School class in Indianapolis, Iowa and made the statement that it would take a sphere of gold larger than this earth to repay the amount of one cent put at 6 per cent compound interest at the beginning of the year 1, D. 1 and allowed to accumulate to the present time.

Professor C. W. Emmons a noted professor of mathematics at Simpson College undertook to check up on Milo Reno and found that a Sunday School class in Indianapolis, Iowa made the statement that it would take a sphere of gold larger than this earth to repay the amount of one cent put at 6 per cent compound interest at the beginning of the year 1, D. 1 and allowed to accumulate to the present time.

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Life Insurance is simply death rates plus compound interest. The man who says he can beat life insurance as an investment does not know what life insurance will do. In a Mutual Legal Reserve Life Insurance Company such as the Farmers Union, compound interest is in harness with the policyholder and back equally to its policyholders.

The present Capitalistic system in this country is based on interest, profits and taxes, such a system run to its final conclusion means ruin. By this we mean that under this system we must like the earlier settlers of this country fight fire with fire.

Who owns America? Who will own America fifty years from now? There is not over one hundred billion dollars in the Mutual Legal Reserve Life Insurance in force. This amount is being increased by the purchase of nearly twenty billions of new life insurance annually.

Each man, woman and child in the United States is thus protected to the extent of \$900.00 or each family in the land is protected to the extent of \$3600.00. The records indicate that in America more than 80 per cent of all estates left to dependents and heirs is life insurance.

The Reserves that are deposited in approved securities guaranteeing the payment of this amount of insurance in force total almost twenty billions of dollars, the main reservoir of funds for the country. But the very fact that this is cooperatively owned, that it does not belong to one individual or one group of individuals is the safe guard. It represents the deposits that 68 million people have set aside for themselves in their old age or their loved ones in case death overtakes the insured.

Some people fear because Life Insurance Companies loan part of these Reserves on farm mortgages that since we farmers are under this system we must like the earlier settlers of this country fight fire with fire.

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to eventually wipe out the farm mortgage through life insurance.

The Life Insurance Company of the Farmers Union was launched with the thought in mind of building a financial institution that some day would be able to finance the farmers' need for farm loans. Then too, by insuring only the lives of farmers a savings can be made on the cost of the protection, because farmers are preferred risks for life insurance in that they live longer than people in the crowded cities.

Farmers are realizing more and more the value of life insurance and the accumulations that compound interest make possible. I know of many farms which would not sell for more than \$50.00 per acre on which the taxes are \$1.00 per acre. According to the Bankers' interest tables, one dollar per annum in advance compounded at 5 per cent will amount to over \$50.00 in a little less than twenty-five years. In other words the taxes you pay in twenty-five years will buy the farm.

Under our present system the young farmers would better rent the farms they till and build their estate through life insurance. The taxes they would save on the life insurance estate would pay for the policies and in case of death they have a clear estate instead of a mortgaged farm.

The main job of Life Insurance is protection. Protection is a cherished word. It brings Hope, Cheer and Comfort. It implies supreme strength and safety. The absence of protection, where dependents are involved signifies risk and danger, perhaps a costly loss—least profound uncertainty.

The long record of Legal Reserve Life Insurance in this country justifies all the fine attributes of this word protection. Its strength has proven impregnable; its practices benevolent; its payment certain.

To death and taxes must now be added the certainty of life insurance. In many years no important life insurance company has failed and not a single policyholder has lost a dollar because of a company's inability to pay. Through war and pestilence and repeated cycles of business depression, life insurance has always emerged stronger and stronger. This is a safety record unmatched among American financial institutions.

Why is legal reserve life insurance supremely safe?

Because it is based on an exact science, compound interest and the law of averages fixed by long and accurate experience.

Because it is based upon perfect diversification of its invested funds, diversified according to type and geographic location, affording a wide distribution of risk, which is the basis of principle of all insurance. So that a life insurance policy is in effect a first mortgage on the productive wealth of the Nation.

Because it is based upon perpetual institutional management which eliminates the risks of individual judgment or private manipulation.

Because it is a policyholder's premium dollar is not only collected by the State and Federal government, under enlightened laws designed and enforced to protect every interest of the policyholder.

Life Insurance is a cooperative enterprise. It is a policyholder's premium dollar is not only collected by the State and Federal government, under enlightened laws designed and enforced to protect every interest of the policyholder.

The Farmers Union Mutual Life Insurance Company issues all standard forms of policies on the old line legal reserve level premium basis. We have recently issued a Farmers Special Protection Policy that is especially adapted to the varying conditions of farmers. For instance it permits the withdrawal of the accumulation fund or savings account without reducing the face amount of the policy or interest charge while you are using this fund.

I would urge all my listeners whether farmer or not, if you do not now have this hired man "compound interest" working for you, that you hunt up the representative of a good Mutual Legal Reserve Life Insurance Company and make arrangements to start this force working for you.

## FARM PRICES REACH A NEW LOW LEVEL

(continued from page 1)

for fruits and vegetables on May 15 was the only index above the pre-war level.

The group indexes of May 15 farm prices were below those of a year ago by the following amounts: Fruits and vegetables, 74 points; cotton and cottonseed, 45 points; meat animals, 43 points; poultry and poultry products, 33 points; dairy products, 32 points; and grains, 31 points.

Prices of butterfat made the most striking decline of all farm commodities from April 15 to the middle of May, when the farm price averaged only 21.2 cents per pound, or 20 per cent less than on April 15, about 42 cents per pound. But the lowest figure reported during the period covered by the record (1921-1931). The decline in butterfat prices has been due primarily to continued heavy production with relatively small increases in consumption of butter.

Lower farm prices of butterfat and other dairy products have been reflected in the farm price of milk cows which averaged only \$54.00 a head on May 15 compared to \$57.00 a month earlier, and \$80.00 a head a year ago.

NEIGHBORHOOD NOTES (continued from page 3)

LIBERTY LOCAL 782 Liberty Local 782 of Waterville, Kansas, held its regular meeting May 27. A large crowd attended with a fine representation from the Cottage

## To the Membership

By John A. Simpson, President, National Farmers Union

### DENMARK

This chapter of my series of articles covering a report of investigations I made while in Europe, was sent to Denmark. I have no hesitancy in telling you that agriculture has reached its highest point of efficiency and prosperity in the little country of Denmark. Denmark is about half the size of the state of Oklahoma. Yet in production of dairy, poultry and most products it ranks first in quality and near the top in quantity.

The overhead organization of the Farmers' Union and the co-operatives of Denmark were host to Mrs. Simpson and me while we were in that country. They let us see what we wanted to see, and then they put us in the car and took us to view the things we had requested to see. We visited cooperative packing plants, co-operative creameries, co-operative produce plants and many farm homes, both small and large. Ninety per cent of the farm products of Denmark are marketed through farmers' co-operative institutions. About the only product that is marketed by private institutions is whole milk. They sometimes call it creamery milk, but I found that these private institutions were whole milk distributors. One packing plant I visited had been in operation thirty-seven years. I found the manager in charge as manager, thirty-seven years before.

We were the guests at dinner of the manager of the packing plant. The guest book he showed us where Governor Frank A. Lowden of Illinois and Mrs. Lowden had visited them. Also where Senator Robert M. La Follette had been their guest.

Eighty-five per cent of the farms of Denmark are operated by the owners of the land. There seems to be no such thing as a mortgage on a farm, except where the purchaser still owes on the purchase price. Eighty-five per cent of the farms in Denmark are equipped with electric lights, telephones and radio. There is no such thing as a shack on a farm in Denmark, nor even a shack hog house or poultry house. The buildings are made of stone or brick and the roofs are tile or thatched. I thought the thatched roof would be short lived, but I found out they last about thirty years, which is at least ten years longer than our shingle roofs last in this country.

It was in the home of a farmer who owns forty acres. It was in several whose

farms run from eighty to one hundred acres. And I was in one farm home of eight hundred acres. I doubt if there is such a home in any city in the United States of not more than one hundred thousand population—and I mean not only in size, but in elegant finishing and furnishing. This home had twenty-five rooms. Three of those rooms were at least thirty by fifty feet in size, and as elegantly furnished as they were large. This farmer was engaged in dairying and hog feeding. He was milking two hundred cows and has on hands at all time in his feed pens about eight hundred head of hogs. He told me he had no other source of revenue except from his farm. He also told me that he was able to maintain the kind of a plant from the profits of his farm.

All farm products sold through the co-operatives are guaranteed by the farmers who sell them to the co-operative, are guaranteed by the co-operative which handles them, and also by the government itself. This guarantee means that the product shall be of the standard set in an egg packing plant the producer's stamp on each egg, the co-operative's stamp on each egg, and the government's stamp on the case.

About seventy-five years ago these Danish farmers were without help on a very low standard of living, and financially bankrupt. From that condition they have reached the position described. From the standpoint of education they head the list of nations. There is no illiteracy in Denmark. Any illiteracy found there comes from foreigners who have moved in. While they have a king in Denmark, the Prime Minister is an old socialist. The members of both houses of their legislative body are practically all farmers and members of the Farmers' Union. It is a great pleasure and glad to show a stranger the things they have accomplished.

I write this I am attending Farmers' Union picnic in Wisconsin. I have just been from my own home in Washington and Oregon—clear across the north side of the United States, now in Wisconsin. Just a few days left in the first half of the year. I beg of you members who read this to do your part in bringing about the best conditions in this country by getting that member of your local who has not paid his 1931 dues to do so and by leading the non-union neighbor you have into the membership of your local.

### Hill Local.

The house was brought to order, the minutes of the last meeting were read and approved. Mr. Tranelle then gave a fine talk on the good of the order.

Mr. Henry Weber, who is one of the directors of the Farmers' Elevator, gave an interesting talk, insisting the farmers support and be loyal to their own elevator.

The next in order was the election of delegates to attend the second quarterly meeting at Marysville, Kansas, June 3. The following were elected:

Irvin Rahe, Gene Norris, George Livergood and Jno. Tommer.

Our president gave a fine poem entitled: "Be a Booster." Let us all be boosters for the Farmers Union. The reporter then read his report of the last meeting. This being all the business, we then enjoyed the following program:

An accordion solo, Evelyn Linquist. Songs with guitar accompaniment, H. B. McCord.

Vocal duet, Lyle Wilkinpleck. Song, Silver Coon Male Quartet, Jacobson Bros., Mr. King, Mr. Koepke. Recitation, Dale Norris.

Vocal duet, Aletha Spunagie and H. B. McCord. Vocal duet, Twila Beaser and Lyle Wilkinpleck, with piano accompaniment by Mrs. F. Blaser, followed by an address on Education and Cooperation by Irvin Rahe.

At the close of the meeting refreshments were served consisting of sandwiches, cake and coffee. Our next meeting will be June 24. Each lady is requested to bring a cake.

Mrs. Jno. Tommer, Reporter.

### GREENWOOD COUNTY FARMERS UNION

The second quarterly meeting of the Greenwood County Farmers Union will be held at the Seelye school house on Thursday, June the 11th. With an all-day meeting with a basket dinner at noon, all in all please take notice and come and enjoy the day. There will be a speaker at the afternoon session.

CHAS. A. ROBERTS, County Sec'y-Treasurer.

### RUSSIA LAGS IN GRAIN SOWING

Russia is falling far behind in its grain sowing schedule this spring, according to cable dispatches received by the Foreign Service of the Bureau of Agricultural Economics from Agricultural Attache Steere at Berlin.

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