



# The Kansas Union Farmer



VOLUME XXV

ORGANIZATION

EDUCATION

COOPERATION

SALINA, KANSAS, THURSDAY, APRIL 20, 1933

NUMBER 35

## A STATEMENT BY CAL WARD BEFORE SENATE COMMITTEE

President of Kansas Farmers Union  
Advocated Plan Similar to Simpson's Cost of Production Plan of Farm Relief

### MUST RELIEVE FARMER

Must Get Away from Large Bureaucracy of Many Employees to Put Any Plan into Operation, and Must Deal with Other Countries

Readers of the Kansas Union Farmer will be interested in the testimony given by Cal Ward, president of the Kansas Farmers Union, before the Senate Committee on Agriculture and Forestry on March 28, in Washington. D. C. John Simpson, president of the National Farmers Union, testified extensively before the same committee. Mr. Ward and Mr. Simpson had been in conference before Mr. Ward gave his statement, and Mr. Simpson concurred with Mr. Ward's ideas. The statement may be found on page 298 in the report entitled "Hearings before the Committee on Agriculture and Forestry, United States Senate, on H. R. 3835." The statement follows:

Mr. Chairman and gentlemen of the committee, I want to say that I am happy to be here to represent the membership of my organization and those who are affiliated with the various Farmers Union activities in Kansas, numbering approximately 50,000, that we have in our various activities. We have something over 800 cooperatives in the Farmers Union in Kansas, and I want also to state this fact that Kansas is the biggest wheat-producing State in the Nation and we are proud of that. In 1931 we produced something like 230 to 240 million bushels of wheat, and as president of the organization, my contacts have brought me in touch with the majority of the farmers of Kansas as well as to a considerable extent in some of the other States.

I want to say to this committee that by experience I know farm life because I was born on a farm, and I lived on a farm until the time I was drafted as president of my organization and I am now serving my fourth term as president of the Farmers Union of Kansas. I think I have a profound sympathy, I am sure I do, for the distressed condition of American agriculture as at this time. I am no wiseman, but I have come to the position in this thing that, as was stated yesterday, we are facing a very grave situation unless something is done to rehabilitate the main and leading industry of this Nation. I think that more men are coming to the conclusion all the time that we have got to begin to recognize fundamentals and look toward a solution of this national problem beginning at the grass roots. To my mind we have been hanging too much from the top and now if we are to save this Republic from a total collapse, may I say, we must reckon with the main key, which in my judgment will unlock the situation, which is agriculture.

Therefore, I want to be broad enough in my thinking to give heed and cooperate with any plan which will result in national legislation that will bring to the American farmer the cost of production. The Farmers Union has gone on record many times as favoring that type of national legislation. We feel that the farmer, if he is to survive, is entitled to cost of production, just as is the electric power company that furnishes that light, and if we are to maintain anywhere near the present standard of living, we must lift up American agriculture. Its buying power must be restored or else we will be compelled to go back to the days of wooden shoes, to the horse and mule and the single shovel and all that means.

I have been of the opinion that it is impossible to lift up the price level of agricultural commodities to a point that we can continue to sustain somewhere near the present standard of living and be able in addition to pay the debts which were incurred

back over the years when times were good.

I want to say that I am in favor in the main of this bill and I want to speak for just a moment or two relative to wheat. Other witnesses are giving testimony in behalf of the other commodities.

Senator Norris. When you say this bill you mean the bill as it passed the House?

Mr. Ward. Yes, sir; that is what I mean, Senator. There are two things to be recognized and reckoned with if we are to maintain an artificial price and which we must provide in my judgment to take care of the overproduction. You cannot do that simply by asking the farmers to do it voluntarily. We tried that back in the early days of the Farm Board and one farmer planted less and the other planted more and the net result was that there was no reduction. So then we must have a lever or a legislative club, if you please, placed over us to bring our production in line or more nearly in line with domestic requirements until, if ever, we can establish world markets. I do not want to disturb the provisions of the present bill but I do want to suggest this as a suggested amendment, and that is that we establish a minimum price for these farm commodities based upon cost of production for the amount used for the domestic requirements and that we handle the surplus in the following manner:

Let us take wheat, for example. The surplus of wheat on an average of years is something like 200,000,000 bushels. We consume about 600,000,000 and we produce 800,000,000. The way the plan would work would be as follows: The farmer would bring in, we will say, a hundred bushels of wheat. He would get this cost of production for 75 bushels of it, if the requirements, and he would not get anything for the 25 bushels. The point I want to make in that connection is this, that 25 bushels could go to the credit of the Federal Treasury. You know some of the opposition to the present bill is that it will take a vast army of men and women to administer it and that it will cost a vast sum of money. Now if this 25 per cent can go to the Federal Treasury, the Federal Treasury will be reimbursed by the producer himself to the extent that at least a large per cent of the administrative expenses and charges can be paid for from that and it is also a fundamental lever against overproduction.

There are two or three points I want to make. We do have overproduction. In the years from 1921 to 1928 the world carry-over was something like 350,000,000 bushels, excluding Russia and China, of course. At the present time I understand that our carry-over in the United States is about 350,000,000 bushels. This surplus that the Government gets in its charge might be handled in the following manner or some of the following ways: You know today there are world markets to which we could go if credit could be made available, but they are without gold today and we are not on a balanced medium of exchange and that is one of the reasons we can't go there.

The second reason and place we might go is this: I think that we can do nothing greater to reestablish international relationships and outlets for our surpluses than to practice the principle of the Golden Rule, so then we might, as I term it, make missionary sales to some of these countries like China and certain provinces in Africa or so on, or we might barter with them, exchange wheat for some of the things we need in this country. And third, we might be able with the surplus to be in a position where we could enter into the international quota system, which we haven't been able to do in the past. Then the producing countries of the world, those which have an overproduction, could sum up countries that do not produce enough for themselves and they might work out an equitable quota as between nations.

I am simply offering that for what it is worth but to me the greatest possibility of it is that it does away with a large bureaucracy of hundreds and thousands of employees, necessitating a large sum of money, and that is one of the things that has drawn public disfavor. Naturally in our State legislatures as well as in the National Government, we are trying to work out a program of State and National economy with the merging

(continued on page 3)

## A. W. SEAMANS IS ASSISTANT MANAGER OF BIG COOPERATIVE

Former Kansas Farmers Union Cooperative Leader Has Office in Chicago as Assistant to P. L. Betts, General Manager

### RESPONSIBLE POST

Was Manager of Farmers Union Cooperative Produce Assn. in Kansas for Number of Years and Has Been Power in Co-operation

A. W. Seamans, former general manager and secretary of the Farmers Union Cooperative Produce and Creamery Assn. in Kansas, is now assistant manager of the Dairy and Poultry Cooperatives, Inc., with headquarters in Chicago. Mr. Seamans was elevated to this position but recently, and took up his duties on April 1.

Mr. Seamans' family for the present continue to reside in Kansas City, Kansas, where the children are in school.

Mr. Seamans is associated with P. L. Betts, general manager, whose of-



A. W. SEAMANS

fices are also in Chicago. Most of the former Kansas manager's duties will be of the nature which will keep him in Chicago, although he will no doubt be called on to make a number of trips out through the territory. The work had become so extensive in the manager's office in the great

## WHEELER BILL GAINS

In the U. S. Senate, Monday, April 17, free coinage of silver as proposed in the Wheeler Bill, and which would provide a necessary inflation in our monetary system, lost by the narrow margin of 43 to 33. It was proposed as an amendment to the pending farm bill. Administration forces did not want it to be a part of this particular bill.

This measure has been advocated and endorsed by the Farmers Union for a long period of time. Both Kansas senators, Capper and McGill, voted for it Monday. The vote shows rapidly growing sentiment for the Wheeler Bill.

cooperative regional handling dairy and poultry products, that it became necessary for Mr. Betts to have an assistant. The duties of that assistant, of course, would require a man who is thoroughly conversant with the entire cooperative structure, and who is able to put his knowledge into practical use. Such a man is A. W. Seamans.

Mr. Seamans' thousands of friends in Kansas congratulate him on being chosen for this work, and they are certain no better man for the place could have been found in the entire United States.

Mr. Seamans was associated with the Farmers Union Cooperative Creamery Association from its beginning in 1925, until the time of his resignation last October. He was at the head of the cooperative, and it was largely through his untiring efforts that it became a cooperative power in Kansas.

Since his resignation last fall, Mr. Seamans has regained his health which had become impaired. He has never lost his enthusiasm for the success of Farmers Union cooperative development. He is a valuable man in an influential position. He will continue to be a power in the development of cooperative marketing.

## COST OF PRODUCTION WINS GREAT VICTORY

The United States Senate voted to include the so-called Simpson plan of grain bill. This is considered an important Simpson victory. It calls for a fixed price for farm commodities based on cost of production, for that part of crop consumed domestically. It calls for licensing of purchasers of grain or other commodities. As voted by the senate, it is optional with the administration of the act as to whether this plan is used or not.

## REDUCE INTEREST AS WELL AS WAGES INSISTS MR. LEAR

Criticizes Action Taken Thus Far in Behalf of Agricultural Legislation, and Says Money Changes are Still in Control

### NEED RELIEF NOW

Points out Futility of So-Called Relief which would Make Us Wait for Period of Many Years; Cites Holiday Movement

"I had hoped that the New Deal promised us last November would by this time be working for the farmers' benefit, but such is not the case," said Rex Lear, Kansas manager for the Farmers Union Mutual Life Insurance Company, in his talk over WIBW, Topeka, last Thursday evening. Then Mr. Lear said that the new deal "apparently is only a new dealer, and the cards are still stacked against the producers of this nation. Mr. Lear's opinion seems to be that farmers still have a long way to go before they get any beneficial legislation. His talk continues:

The Associated Press is whooping it up, telling us to have courage and confidence—that we "turned the corner" and business is on the upgrade, etc. But as a matter of fact we have more closed banks, more hungry people, more unemployed than ever before. Those that are employed have had their wages cut. The "Forgotten Man" was remembered just long enough to cut 15 per cent off his wages.

This Government has hired a million workers and has agreed to pay them a certain wage. It has also borrowed nearly 21 billions of dollars for which it had agreed to pay a certain wage or interest. This interest Uncle Sam is paying amounts to almost two million dollars per day. Now this "New Dealer" in the name of economy makes a "cut". Does he cut the interest, most of which goes to New York bankers? No, he does not; he cuts the wages of our mail carrier, the soldier, the navy boys, all of Uncle Sam's workers. Apparently in the eyes of our "lawmakers" dollars are more sacred than human beings.

A large part of this 21 billion dollars indebtedness was incurred at the same time we mobilized 4,000,000 men and sent 2,000,000 of them to foreign shores. We even conscripted any man we did not conscript any man to win the war. There was plenty of profit in the bonds that were floated by the millions in every

hamlet and township in the United States, but there was no profit to be made by the individual soldier who braved the dangers of exposure and combat in the front line trenches.

Now this new administration economizes by taking from those that labor and have labored, by taking from those who are disabled and will be disabled, but does not take one solitary cent from the interest charges on the bonds that are now, fifteen years after the war, held by a comparatively few people that own and control four-fifths of the wealth of the nation.

There has been considerable discussion in recent days about prewar wages and the wage scale in many places are now lower than prewar days.

What was the interest rate paid on government bonds in prewar times? It was 2 per cent on all government bonds, except a small issue of Panama Canal bonds that bore 3 per cent. If interest on Government bonds in prewar days was sufficient at 2 per cent then in the crying hour of need in this crisis, for economy to balance the budget, Congress is justified in reducing the interest on every bond held against the Federal Government to 2 per cent.

This would make a saving of over 287 million dollars per year. Will this be done? No! Why? Because this country is not being run by Congress, nor by President Roosevelt, but by a small group of financial buccaners. They term themselves International Bankers. International Butchers would be a better name. With their bony skeleton grasping hands of greed, they are slowly gaining the title to the entire wealth of the nation.

Roosevelt Talked People's Language On the 4th day of March, 1933, on the east steps of the Capitol, President Franklin D. Roosevelt delivered the greatest inaugural address ever heard by the American people. He talked the language of the people and every person could understand. He denounced these money changers in no uncertain terms, as follows: "Practices of the unscrupulous money changers stand indicted in the court of public opinion, rejected by the hearts and minds of men. True they have tried, but their efforts have been cast in the pattern of an outworn tradition. Faced by failure of credit, they have proposed only the loaning of money, money, money, the lure of profit by which to induce our people to follow their false leadership, they have resorted to exhortations, pleading tearfully for restored confidence. They know only the rules of a generation of self-seekers, they have no vision, the people perish."

President Roosevelt knows what is causing our trouble. He knows we are the richest nation on the face of the earth. He knows we have even more physical wealth today than we had four years ago. He knows we have everything for the needs of mankind, except a medium of exchange. He knows we need more money, not less money. Yet during the last three weeks, the Federal Reserve Banks have taken out of circulation more than \$1,000,000,000 of actual money. My authority for this statement is the remarks made by Mr. Potman one week ago today on the floor of the House and recorded in the Congressional Record, volume 77, page 1346. On top of this, during the last month, banks have closed holding deposits of the people amounting to \$6,000,000,000. This is a deflation of \$7,000,000,000. (continued on page 2)

## RADIO SCHEDULE WIBW

The schedule for the regular Farmers Union broadcasts over WIBW, Capper Publication Radio Station at Topeka, includes the following:

April 20, State Office (Substituting for Royalty Co.)  
April 27, Union Oil Co. (Cooperative)  
May 4, State Office.  
May 11, Farmers Union Cooperative Creamery.  
These programs begin at 7:30 o'clock each Thursday evening.

## Kansas Goes on Record

The voice of Kansas was raised in the United States Senate recently in favor of the proposed farm emergency bill, through the mediation of Senator Arthur Capper. Speaking on the floor of the Senate, Mr. Capper introduced the resolution passed by the Kansas legislature, memorializing Congress to pass farm relief legislation "as now proposed by President Roosevelt" in special message of March 16, 1933, in order that agriculture and industry may be rehabilitated and labor given employment.

Following the introduction of this resolution, the Kansas Senator introduced a telegram which he had received from the Committee of Kansas Farm Organizations. This telegram was endorsed unanimously at the recent annual meeting of the Committee in Manhattan, on April 7. The telegram:

"The Committee of Kansas Farm Organizations consisting of the Kansas Farmers Union, the Kansas Wheat Marketing Association, Farmers Union Jobbing Association, Cooperative Commission Co., Cooperative Grain Dealers, Equity Union, Kaw Valley Potato Growers Assn., and Washington County Creamery Association, assembled in annual meeting, unanimously endorse the emergency farm relief measure as passed by the House and as it now stands in Senate, and urges its speedy enactment. We collectively and individually offer our support to its administration in any way in which we may be of service."

Mr. Capper then said, in part:

## PROGRESS OF BILL IS HARD TO FOLLOW IN OUR U. S. SENATE

Peculiar Condition Is that Extreme Radicals and Reactionary Forces Both Oppose Farm Bill, while Great "Common Herd" Says It's Only Thing

### RICKER FAVORS IT

Northwest Farmers Union Leader, However, Says without Farm Law to Help Agriculture, Only Thing Left is Holiday Move

The progress of the farm bill in the Senate of the United States is being watched with more intense interest by a nation of people than any other such measure has been watched for years. It is being featured in the daily press every day. It is the subject of conversations on the streets and on the farms. Local Farmers Union meetings and county Farmers Union meetings discuss it whenever they meet.

Developments seem to move quite rapidly, but senators are senators, and insist on talking over this thing at great length; so it is taking a lot of time to get it through. Perhaps this is a good thing, for anything as far-reaching, and as important to America as is farm relief and rehabilitation of America's basic industry, should not be rushed through hurriedly. At any rate, it seems difficult for common people to keep up with what is going on simply by reading the daily or weekly papers. Perhaps that is because some of the writers who strive to tell us the news are a little confused themselves as to the facts.

Then, there are a lot of people giving advice. Some are saying the bill is a good thing. Some say it will not work. Confusion results. A most peculiar condition has arisen. Some of the most outstanding and most radical farm leaders oppose the bill because it doesn't go far enough in their estimation. Some of the most reactionary of forces, including the big industries, the processors, the speculators, are also opposed to it because it goes too far in their estimation.

Then there is the great cross section of average people, who are of the kind which usually keeps America's feet on the ground, and which keeps this country facing the front, who say that the proposed farm emergency bill is the only thing which will work. Many of this class admit, or even insist, that the bill is not perfect, but that it is the only thing which can be worked out under existing circumstances.

Ricker's Opinion Editor A. W. Ricker, of the Farmers Union Herald published in St. Paul, Minn., covered this point most effectively recently in a radio address. The address was subsequently published in the Herald. The Kansas Union Farmer here publishes a part of the address which discusses the point at hand. Mr. Ricker in the first part of his talk reviewing the agricultural situation, pointing out the fact that under the present conditions the average farmer cannot pay his taxes and interest, because of the tragically low prices of farm products, and because of the extremely high price of the American dollar. He speaks of the cessation of organization work in the Farmers Union, and says the more serious question involves keeping the organization that already has been established. He also spoke of the Holiday movement, and declared that it exists because of present conditions, and that it will continue to exist as long as conditions are right to as soon as conditions are right to (continued on page 3)

## Co-op. Loan Commissioner

Announcement was made today (April 11, 1933) by Henry Morgenstern, Jr., Chairman of the Federal Farm Board, who has been designated by the President to be Governor of the new Farm Credit Administration, that he has selected Francis W. Peck, of St. Paul, Minnesota, Director of Agricultural Extension of the University of Minnesota, for appointment as Cooperative Loan Commissioner in the Farm Credit Administration.

The Executive Order of President Roosevelt consolidating various farm credit functions of the Government in the Farm Credit Administration will become effective on May 27. Under its terms, Mr. Morgenstern, as Governor of the Farm Credit Administration, will assume on that date all of the present functions of the Farm Board in administering the Agricultural Marketing Act. The position for which Mr. Peck has been selected will be that of assistant to Governor Morgenstern, in direct supervision over the present Farm Board functions, which have to do with assisting farmers' cooperative marketing enterprises. Other divisions of the Farm

Credit Administration will deal with Federal Land Banks, Federal Intermediate Credit Banks and the emergency loan functions of the Regional Agricultural Credit Corporations and the Crop Production Loan Division of the Department of Agriculture.

Mr. Peck is forty-eight years old and a native of St. Paul. He was reared on a farm, was graduated from the College of Agriculture of the University of Minnesota in 1912 and obtained the degree of Master of Science from the same institution in 1917. From August, 1912 to February, 1919, he was a member of the staff of the University of Minnesota, rising from the position of instructor in Farm Management and Investigator to that of Associate Professor of Farm Management, in Charge of Farm Management Investigations. From February, 1919, to June, 1921 he was in charge of Cost of Production Studies and Farm Business Analysis in the Bureau of Agricultural Economics of the U. S. Department of Agriculture. Since July, 1921, he has been Director of Agricultural Extension at the University of Minnesota.

## "Everybody's Awfully Busy These Days."

Spring work is here now, and on the farm that means there is plenty of WORK to do. Many Farmers Union members have a tendency to neglect Farmers Union affairs as soon as the rush of work overtakes them. This is only natural, and they cannot be criticized. However, when farmers generally realize that organization among themselves, and the cooperation which comes out of organization, is as much a part of their necessary work as is any other chore or kind of work, in the fields or any where else, they will continue to pay attention to Farmers Union work throughout the entire year.

## MOST KANSAS FARMERS

have received as much benefit from the work of the Farmers Union this year, considering the great good the organization accomplished with the Kansas legislature, helped by other farm organizations, as they have received from the work they have done on the farm.

## YOU MUST REMEMBER

that the future of Farming as a profitable industry depends on what we can gain through organization and cooperation. In other words, no matter how hard you work, if you neglect your organization, your work will, in the long run, be of little help to you.

## SO

to make your farm work effective, it will pay you to sprinkle a little Farmers Union work in with it. Attend your local meetings, and PAY YOUR DUES.



## THE KANSAS UNION FARMER

Published every Thursday at Salina, Kansas, by THE KANSAS BRANCH of the FARMERS EDUCATIONAL & COOPERATIVE UNION, 119 South Seventh Street, Salina, Kansas.

Entered as Second-Class Matter August 24, 1912 at Salina, Kansas, Under Act of March 3, 1872

Acceptance for Mailing at Special Rate of Postage Provided for in Section 1003, Act of October 3, 1917, Authorized July 30, 1918

Floyd H. Lynn.....Editor and Manager  
Subscription Price, Per Year.....\$1.00

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

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SALINA, KANSAS, THURSDAY, APRIL 20, 1933

### ROOSEVELT THINKS RIGHT

The following paragraphs taken from a presidential message to Congress show what is in President Roosevelt's mind with respect to some matters most pertinent to farmers, which are lower interest rates and higher farm prices:

"That many thousands of farmers in all parts of the country are unable to meet indebtedness incurred when crop prices had a very different money value is well known to all of you.

"The legislation now pending, which seeks to raise agricultural commodity prices, is a definite step to enable farm debtors to pay their indebtedness in commodity terms more closely approximating those in which the indebtedness was incurred, but that is not enough.

"In addition, the federal government should provide for the refinancing of mortgage and other indebtedness so as to accomplish a more equitable readjustment of the principal of the debt, a reduction of interest rates, which in many instances are so unconscionably high as to be contrary to a sound public policy, and, by a temporary readjustment of amortization, to give sufficient time to farmers to restore to them the hope of ultimate free ownership of their own land. I seek an end to the threatened loss of homes and productive capacity now faced by hundreds of thousands of American farm families."

### Some Cry "Failure"

We believe that President Roosevelt means what he says. All that he has done thus far, considering the obstacles he meets with, indicates that he really believes in the things referred to in the above quoted paragraphs.

We do not believe it is dangerous, therefore, to grant him broad powers which will enable him to whip farm relief measures into law and get them into action and actual operation.

Further, we do not think much of the opinion of those few who already are branding the new President as a failure, even before he has had an opportunity to put his policies into effect. To some men, unfortunately, a president is a "failure" if he fails to believe just as they do in every particular. To some he is a "failure" because he does not perform down-right miracles. To have everything straightened out and working smoothly within this short time after taking office would be nothing less than a miracle.

Some things the President has proposed do not coincide exactly with our views. But he perhaps has a far better idea of what things he can get done, being in the position of the man who must get them done, than we have. It would be rank foolishness, then, for us, or any other in-

dividual, to say the President is "all wrong" and that he is a failure.

Some people apparently take the attitude that the promised "new deal" was a myth or a mere political promise designed to get votes. They take this attitude for no other reason than the fact that at this time, less than seven weeks after he took the reins of government, Roosevelt has not brought back full prosperity.

Give the man a chance—far, after all, he is only a man. It might be well to remember, too, that no matter what laws Congress passes, nor what rulings the President makes, nor what the success of any farm legislation will depend on the cooperation and support given it by the farmers themselves.

### Those Who Criticize

Much of the loudest and most severe criticism of proposed farm legislation comes from men who have the least right to say anything at all. The Farmers Union has been fighting for the proper farm legislation. It has been fighting for refinancing of farm indebtedness on the basis of much lower interest rates, reduced principal in some cases reduced taxes, an equity or parity as between farm product prices and money values, cost of production, and other beneficial legislation. Here in Kansas, the Farmers Union has been a leader in a fight for a program, which has actually been accomplished, which actually saves Kansas farmers millions of dollars, and which actually saves virtually every Kansas farmer many times the cost of the Farmers Union dues.

Yet we hear, and you hear, many farmers saying there is no such thing as a square deal. You hear farmers denouncing everything that has been done. You hear farmers denouncing the government, and organizations because "nothing has been done." And you see enemies of Agriculture encouraging this attitude among farmers.

The farmer who fails to help himself to the extent of joining his own militant class organization has absolutely no right to make any criticisms. If he shows the proper spirit of co-operation by joining the Farmers Union and by patronizing his own Farmers Union cooperative marketing institutions, then he is in a position to "holler" if he wishes.

In the meantime, let's all get in the Farmers Union, and then let's give a lot of support to a President whose honest trend of thought causes him to say: "I seek an end to the threatened loss of homes and productive capacity now faced by hundreds of thousands of American farm families."

Agriculture can forge ahead only by means of organization. The Farmers Union offers this means. Use it.

## PRESIDENT'S COLUMN

CAL A. WARD

President Kansas Farmers Union

### CONGRESS MARKING TIME ON FARM BILL

A great fight is on at Washington. Soon after President Roosevelt's inauguration he told Congress by message that he wished passed a farm bill that would raise farm commodity price levels and restore to the American farmer purchasing power. Some time later he appeared before Congress and asked that a law be passed refinancing farm mortgages at cheaper interest rates. Up to date this bill has not been passed into law.

Hearings have been conducted before the committees, and the members of Congress are well aware of both the support and opposition to this farm bill, which is broad in its scope. It is apparent now that a lot of the members of both branches of Congress who represent the great centers of population of the east are not inclined to warm up to the President's proposal for farm relief. All of this has caused a considerable delay on this measure. The writer is of the firm conviction that the President will be able to force his program through within the next few days. Press reports substantiate this opinion at the present time.

### Union Has Done Duty

As stated previously in the columns of this paper, the Farmers Union has not shunned its duty. It has not failed to carry on the fight to help our farmers. Our national president has been in Washington continuously. Several of our state leaders, including many laymen of our organization, have made the trip to Washington and have joined in the fight. The writer, with other leaders, has contacted a majority of the Senators and many of our Congressmen. We have done everything humanly possible to dramatize the picture of a distressed and down-and-out agriculture.

We have told Congress at the committee hearings that this nation could not go on indefinitely under present conditions. We have told Congress that the farmers of America would not stand by and allow their homes and farms to be taken from them without protest. We have testified that only immediate action would prevent serious trouble within the bounds of our country. The President of the United States is fully aware of this condition, and the writer firmly believes he, the President, is doing all he can to correct the same.

The proposed bill is broad in its scope and gives the administration and the Secretary of Agriculture great leeway in working out and administering the principles of the bill. The law will probably carry three provisions which are more or less optional with the Secretary of Agriculture looking towards higher price levels.

The Farmers Union, headed by our national president, John Simpson, and many other supporters, has had the bill amended with the cost of production plan. Another provision of the bill is the leasing of acreage feature. Still another provision is the allotment idea. From these various plans, we believe it is possible to evolve a workable policy which will give our farmers an American price comparable to the American standard of living, for the amount of the commodity used in this country. The bill seeks to push farm product prices up to a pre-war purchasing parity. Nothing less than a price level which will permit our people to pay their debts on a basis on which they were incurred will be satisfactory.

Success Depends Upon Administration

We usually measure and appraise anything by results obtained. Therefore, if we expect results from this law, a lot will depend upon its administration. It has been announced publicly that immediately after the passage of this bill into law, that hearings will be conducted by the Department of Agriculture and that the representatives of farmers and their organizations will be heard. The Farmers Union should and probably will have a place at these hearings. It is our responsibility to assist in working out a plan of administration which will be simple and practical. Thousands of high paid employees under the department for the administration of the bill will defeat its purpose. In the judgment of the writer all of this will be unnecessary. County committees composed of practical farmers to serve at a minimum of expense will be one of the first recommendations to the Secretary. This committee should be the executive committee of the county and should direct the work of administering the bill. The primary motive in this whole scheme should be more dollars in the farmers' pockets and less bureaucracy. In the administration of this bill no discrimination should be tolerated as between farm

organizations. Each and every group should have an even break. If fairness is exercised, its success will be much more evident.

### Lower Interest

The second provision of the bill is the lower interest rate plan. The Farmers Union is still hammering away for the Frazier Bill. Almost every farmer in the country from one end to the other has heard about it. It proposes to refinance farm mortgages at a cheaper rate of interest: 1½ per cent interest and 1½ per cent on the principal over a long period of years. The total farm indebtedness is something like twelve billions of dollars. The Roosevelt plan calls for the issuing of bonds through the Federal Land Banks bearing 4 per cent interest. These bonds may be used to make new loans or to exchange for present mortgages. The Government guarantees the interest and, of course, this will make it easier for farmers to get their loans refinanced. Under the Frazier Bill Congress would authorize the issuance of treasury notes or currency in the sum of two billion dollars. Then, instead of paying this eighty million dollars in interest annually to the banker gang and non-taxable bond holders, Congress could appropriate eighty million dollars per year to be placed in a sinking fund and the whole issue would be retired in 25 years and the Government would save all these loan interest payments. At any rate, we will never give up the fight until our Government ceases the issuance of interest bearing bonds which interest goes directly to the Capitalists and Money Kings of the country.

Of course, if our farmers can have their loans refinanced from one and a half per cent to two per cent less than they are now paying, it would help a lot; and the writer has been of the opinion that we had better continue our fight from within in a constructive manner. It seems to be the law of the ages that we make progress through compromising and by going slow. I suppose present times are no exception. The farmers of the country and the Farmers Union will never be satisfied until we have adjusted economic conditions in a way and on a basis that our class has equal opportunity with other classes.

Pre-war purchasing power means a price high enough so that a bushel of wheat will buy as much in the things we use as a bushel of wheat bought before the war. If the price of the things the farmer buys goes up, then the price of wheat must go up also. There are at least two things that the farmer can do with the products he raises. He can pay debts with them or buy the things he needs. When we speak of equality for agriculture, we mean a price that will enable us to pay back what we borrowed and no more, and that will enable us to buy as much of non-farmer goods as we used to buy.

### Need Some Inflation

It is evident that we must have some type of controlled inflation. We must have a cheaper dollar either through the devaluation of the dollar, the remonetization of silver or the issuance of treasury notes. Our high priced dollar stands in the way of trading with most of the other nations. This country must work out trade agreements with other countries. We must barter with them, exchange our surpluses for theirs. This calls for an equitable medium of exchange known to all as money.

The Farmers Union is leading this fight. Our organization is not subsidized in any way or manner. Through our many years of existence which many times have been filled with bitter experiences, we have developed a courageous militant organization which appeals to dirt farmers when once they know of our program and work.

Through our efforts along legislative lines we have saved to the American farmers literally millions of dollars. This is fact and can be proven. No farmer should attempt offering an excuse for not belonging to such an organization. We are appealing now to the members of the Kansas Farmers Union who read these notes to join hands in this fight. PAY YOUR DUES and ask your neighbor to pay his, that the work may be carried on. The future security of your boys and girls rests upon your willingness to go along in this worthwhile program of which no one need be ashamed.

## PARAGRAPHS FROM WASHINGTON

W. P. Lambertson

April 15, '33

The high intelligence and doggedness of John Simpson of the Farmers Union put the "cost of production" amendment in the Farm Bill in the Senate. Senator Norris sponsored it on the floor.

David Reed of Pittsburgh, the ablest regular Republican of the Senate, says that he regrets that he voted for the R. F. C. as an emergency measure and has been very sorry he did and has repeatedly said so, publicly. Everybody concedes the guarantee of bank deposits should become an act but there are so many obstacles to

be surmounted that its realization is remote. How to handle the small state banks is the perplexing problem.

L. J. Tabor, Master of the National Grange, and his board went to the White House last week and made a plea for inflation. It is getting to be only a matter of how much longer the advocates of the high and dishonest dollar can hold the reins.

The purpose of the thirty-hour-week labor bill is to distribute the work among more people. Labor hopes that the weekly earnings will not be decreased and the employer says he cannot afford a double shift. It is going to be difficult to work out but it is sound in principle as an emergency measure and has a lot of support.

Twenty-one legislators memorialized Congress to pass the Frazier Bill. The Speaker of the House held it was not germane to the Administration Bill because it carried inflation. They were afraid to let it come to a vote. These were the same tactics employed three years ago against the debenture by another House organization.

Ramsey MacDonald's conference with the President of the 21st as a preliminary to the World Economic Conference is particularly important. An agreement with England on trade, money and peace would be our best international contact and our most probable, dependable one.

Some historic and notable decisions may be expected from the Supreme Court within the next year. The constitutionality of the Beer Bill has been repeatedly attacked by Borah. The constitutionality of the Farm Bill with its price-fixing feature has been viciously denounced by eastern senators. Doubt as to the constitutionality of the Thirty-Hour-Week Bill has been raised. The Court is now classified as four liberals, four conservatives, with Chief Justice Hughes holding the balance of power.

Vice President M. L. Beckman and wife of the Kansas Union answered the call and came to Washington to help push the Cost of Production and the Frazier Bill. Mr. Beckman was one of five chosen from the group to confer with the President.

## REDUCE INTEREST AS WELL AS THE WAGES INSISTS MR. LEAR

(continued from page 1)

000,000,000 in actual money and credits during the last four weeks.

There is only one conclusion and that is that our President is either being controlled by these money changers or else he has joined them. Again I quote from the Congressional Record, this time remarks by Mr. Swank: "I warn the great money powers of the United States to take heed the temper of our people. They have come to the realization of the fact that the Constitution of the United States put in Congress the power to coin money and regulate its value and that right is not given to the money interests by their basic law. Let me warn them to stop, look and listen; go over the hill at their homes—hundreds of thousands of them turning to look for the last time as they go over the hill at their homes which they had hoped to enjoy in their old age. Their rights can not much longer be trampled underfoot by these who 'toil not neither do they spin'. The non-taxable securities of the rich can dwindle in value the same as the homes of our people."

Congressman Swank then continued with a speech for the remonetization of silver. He concluded by saying "It is time to act—to call the attention of our people to the true facts causing this depression and to those who are responsible for its continuance. If Congress does not act, the people will."

### The Iowa Situation

I have just returned from six weeks work in Iowa. I have seen the farmers in action, under the impetus of the Farmers Holiday movement that is sweeping the country. I saw 4,000 farmers in Des Moines march on the Capitol Building, heard them tell the Governor and General Assembly to pass laws that would redeem their pre-election campaign pledges or else come home and go to scattering manure where they belonged.

Those farmers seemed to have the idea that laws, constitution and protection of human rights.

They told those law makers that this is the people's Government and should be administered for their welfare and happiness. The Administration now in power at Washington, before the election, made certain pledges to Agriculture. The National Farmers Union, under the leadership of John Simpson, maintains that the six-yearly purpose in the carrying out of those pledges can be determined by two fundamental propositions.

First—Any measure proposed for the relief of Agriculture that does not recognize the farmers' fundamental right to production costs is not sincere and is only another make-shift to confuse.

Second—Any financial legislation that proposes to leave the authority to inflate or deflate in the hands of those financial "butchers" who have brought society to this deplorable condition is unthinkable, as far as any farm relief is concerned.

The present farm bill now before Congress embodies neither of these fundamental principles. It is not a bill to help farmers but to control them.

(Since this talk was delivered, John Simpson's cost of production legislative measure was accepted by a senatorial vote of 47 to 41.) Secretary Wallace in today's paper states that he is not in favor of the Cost of Production amendment. I have here in the studio a clipping taken from the Topeka Capital. It is an Associated Press item dated March 18 in which Secretary Wallace warns "Farm Plan Will Take Time. Hopes for Price Parity After Ten or Fifteen Years."

Must Have Relief Now

Farmers! Listen to me tonight, in the name of High Heaven, I ask you what good is such a bill if we must wait ten or fifteen years for farm prices to rise to where they were in

## UNCLE ANDY SAYS



"Heaven is not gained at a single bound; But we build the ladder by which we rise From the lowly earth to the vaulted skies, And we mount to its summit round by round.

We rise by things that are under our feet; By what we have mastered of good or gained;

By the pride deposited and the passion slain, And the vanquished ills what we hourly meet."

—Holland.

President Roosevelt and the Congress are plunging ahead with great rapidity. The farm bill to raise farm prices is being debated in the Senate and will doubtless have become law before this reaches readers.

Our farm leaders who helped formulate the bill tell me that its most important provision is that it provides for issuance of certificates (which are a Government obligation) to sellers of wheat, hogs, dairy products and tobacco to bring prices up to an equivalent with industrial production on the proportionate part for use as a home consumption.

It is believed that such certificates, being equivalent to money, would go into circulation and produce what is called a controlled inflation. This would further increase prices, quicken the tempo of the economy, and consumption, all of which is very desirable and might well be the positive factor of an upward trend toward general prosperity.

Congress is also at the President's order, working on a bill to issue two billions of 4 per cent Government bonds to assist in taking up distressed mortgages. The interest rate not to exceed 4½ per cent to the farmer. Bonds, to be of low denominations to suit the small investor and to have real estate mortgages for security interest guaranteed by the Government.

Of the two billion dollars of Federal Reserve bank notes ordered printed by the President and Secretary of the Treasury, less than 15 millions have been taken up by the banks. To the contrary, bank reports show that over 250 million dol-

lars have been retired, taken out of circulation—deflation to that extent.

It seems hopeless to expect the banks to increase currency or credit. They either cannot or will not do so. Farmers have (in hope of better times and to save themselves) borrowed from banks all they ought to or can borrow. Prices have fallen so low that security is exhausted or annihilated. There is a deadlock in business. Just how to get money and bank credit back into circulation is the problem.

We may rest assured that there can be no general prosperity until bank credit resumes its normal volume. Security values can't improve until there is a loosening up of money and credit. Bankers can't loan on poor security. The less is loaned, the poorer the security. Contrarywise the poorer the security the less is loaned. Right there is the deadlock.

As we see it, the Government is the only power big enough to break the deadlock. If in place of borrowing huge sums, the Government would pay out money direct into the hands of consumers for pensions, salaries, relief measures and for material in public construction, and forbid banks from taking it out of circulation, it might start the ball rolling, and lead to prosperity.

Government crop reports only 59 per cent of a wheat crop. Nearly 200 million bushels less than last year. It will not be enough to feed people for a year. The much-touted surplus will disappear. Then what will the market apologetics have to say if wheat doesn't go to \$2.00 a bushel as it should do? The threadbare howl of overproduction will fall flat as it should do.

I can't believe that I'm naturally mean, but I just would like to see the people of our large cities hanging their tongues out for want of bread and meat and howling for us to produce more at our own price. Of all the fool things, it is city people howling "over-production of food" and shouting, "cut down acreage," cut down production. This old world never had enough of bread and meat, and probably never will. It is all a matter of distribution.

It is a disgrace to our civilization to have to depend on some natural disaster to get living prices. How about the thousands of farmers who are victims of abnormal weather conditions and will have nothing to sell? Must we forever live on this dog-eat-dog plane? Must we forever rejoice in our neighbor's misfortune as being our opportunity?

### PLENTY FAT CATTLE LATER

Present indications are to the effect that the safest move for stockmen is to market 1,100 pound steers and risk holding only the light steers and plain cattle not finished up to early May, says Vance M. Rucker, Extension Marketing Specialist, Kansas State College.

During December, 1932, and January and February, 1933, stock and feeder shipments from 12 markets back to 7 principal feeding states were 21 per cent larger than a year ago, indicating that there will be plenty of fat cattle later this summer. Stockers and feeders are too high priced for the average feeder, with corn at 30 cents a bushel.

## 100 Per Cent Locals

Below are printed the names of the locals, together with the counties in which they are located, with membership paid up 100 percent for 1933. Watch the list grow—and HELP THE LIST GROW.

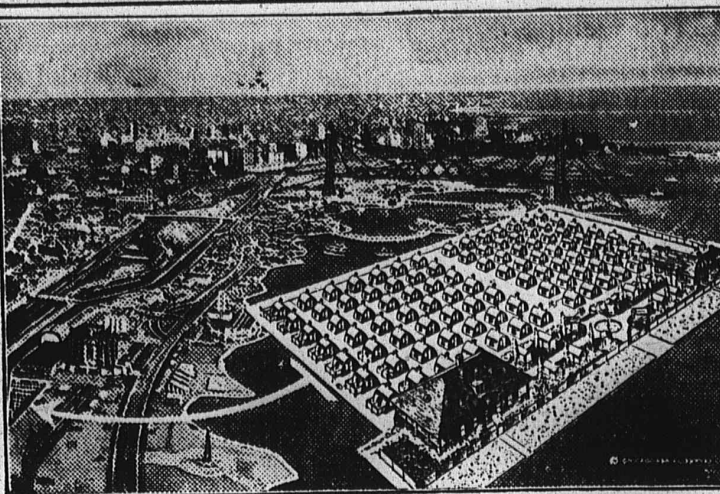
Local	County
Fairview—2154	Allen county
Champion Hill—705	Phillips county
Swanson—1191	Clay county
Lone Willow—1083	Thomas county
Cottonwood—317	Cloud county
Collyer—941	Trego county
Fairdale—927	Thomas county
Livingston—1984	Stafford county
Pleasant View—833	Washington county
Barrett—1071	Marshall county
Fairmont—967	Marshall county
Pleasant Hill—1175	Nemaha county
Adams—1255	Lyon county
Heart of America—2164	Wyandotte county
Sunny Slope—1861	Wabunsee county
Liberty—883	Nemaha county
Brightside—1655	Jackson county
Trivoli—1001	Ellsworth county
St. Joe—2182	Cloud county
Spring Valley—1725	Miami county
Stone—792	Rooks county
Four Mile—1128	Clay county
Sunny Knoll—1377	Nemaha county
Redman—1624	Sumner county
Sunrise—1238	Marshall county
Kelly—1268	Nemaha county
Johnston—749	McPherson county
Prairie Dale—370	Russell county
Allen Center—2155	Allen county
Fairlawn—2658	Allen county
Silver Leaf—2156	Allen county
Hopewell—809	Marshall county
Pleasant Hill—1292	Riley county
Osgood Valley—1682	Miami county
Cummings—1837	Atchison county
Dew Drop—454	Lincoln county
Rural Rest—2133	Saline county
Hustlers—691	Gove county
Little Wolf—1376	Ellsworth county
Three Corners—769	Russell county
Antioch—1121	Marshall county
Liberty—1988	Stafford county
Richland—968	Marshall county
Ross—1124	Clay county
Sand Creek—804	Rush county
Bethel—1969	Crowley county
Lincolnville—404	Marion county
Dist. No. 28—753	Trego county
So. Verdigris—1498	Greenwood county
Lena Valley—1538	Greenwood county
Cottonwood Grove—1604	Wabunsee county
Lone Cedar—1864	Wabunsee county
Axtell—1792	Marshall county
Scrubby—1031	Washington county
Ark. Valley—2195	Sedwick county
Obendorf—1275	Nemaha county
Sunflower—1181	Thomas county
Crooked Creek—1205	Riley county
Vesperline—1817	Douglas county
Custer—366	Mitchell county
Stony—2066	Cherokee county
Summit—992	Ellsworth county
Fairview—1663	Crawford county

(continued on page 4)



## EGG LAYERS IN CONTEST

International Competition at A Century of Progress.



Courtesy American Poultry Journal

An aerial view of Chicago Century of Progress which will include an International Egg Laying Contest. The artist's sketch in the right foreground shows the detail of the Poultry Exhibit. Here 3,000 of the best birds of the laying breeds, specially fed and housed, will compete for individual and pen honors every week for 5 months—May 28th to October 29th, 1933.

Millions of city folks along with millions of their country cousins will have the opportunity to see at first hand the operation of modern poultry plants at the Century of Progress Exposition at Chicago, May 28th to October 29th.

More than 3,000 of the best producing hens in the country will be entered in an International Egg Laying Contest under the auspices of the National Poultry Council.

The American public is not consuming the number of eggs annually that our Canadian neighbors are, according to the poultry officials. Harvey C. Wood, Manager of the International Egg Laying Contest at the Century of Progress, states that Canadians eat 88 more eggs per capita than do U. S. citizens.

"One of the purposes in conducting this exhibit," says Mr. Wood, "is to make millions of new friends for the poultry industry. Also we want to demonstrate in a practical way what good quality in eggs really means."

In this effort to prove the producing ability of hens kept under proper conditions and fed according to proper feeding methods the Official Rules Committee of the Contest has decided upon an Official Egg Laying Mash and Scratch Grain which must be fed to all birds entered. After an exhaustive search for a feed that would meet all requirements the committee selected Purina Breeder Egg Chowder and Purina Hen Chow.

Thus the exhibition of the poultry people will not only be recreational but informative, and as such

will be one of the most valuable of exhibitions at the Fair. One of the best spaces on the ground has been reserved for the exclusive use of the poultry men. Over 100 modern poultry houses each divided into two pens, housing a total of 26 females and 2 males each will form the Poultry Exhibit. At the very entrance to the Poultry Colony will be exhibition pens in which will be housed unusual breeds of chickens so that every visitor can become acquainted with the many varieties and breeds of barnyard biddies.

Every week a model hatchery will produce more than 5,000 baby chicks on regular schedule. These will be packed and shipped to any point in the United States via Uncle Sam's Parcel Post Service. The wisdom of getting offspring from known producers at the Contest will be apparent.

A Broiler Plant where chickens are fattened for market will produce special fries to be sold to visitors. It is more than a Poultry Show that is getting under way now at top speed for the Century of Progress. It is a demonstration of the value of accumulated research headed by our Agricultural Schools and turned into practical commercial service under the untiring direction of the research division of commercial feed mills.

The same feeds that will be available to the country's best hens at the Century of Progress International Egg Laying Contest are available in exactly the same form to poultry raisers in every part of the country.

## THE NEW ROOSEVELT SALAD

The new Roosevelt salad was born on President Roosevelt's inauguration day in the United States Senate Restaurant in the Capitol at Washington and was the salute of Chef George Baumgartner, who has cooked for many Presidents, United States Senators and other notables in all walks of life. It was a hit on the printed Senate menu.

Here is Chef Baumgartner's recipe for the new Roosevelt salad: 1 cup chopped celery; 1 cup shredded white and red cabbage; 1/2 cup green peppers; 1 cup diced carrots; 1 cup mayonnaise and 1 cup French peas. Mix thoroughly and serve on crisp lettuce.

The fact that people are naming new salads and colors and other things in honor of President Roosevelt augurs well for the new administration in its time of trial. The new Roosevelt salad and the new Eleanor blue for dresses, named in honor of President and Mrs. Roosevelt are an

expression of optimism and confidence which everyone hopes will be warranted.

The new Roosevelt salad, made from common garden vegetables in all parts of the United States at the slight cost, is sweeping the country and promises to become nationally popular this spring and summer, just as Eleanor blue is gaining in popularity with the ladies.—National Industries News Service.

## CORN TRADE PROSPECTS

United States corn will meet less active competition in world markets this year because of prospective short supplies of Argentine corn and the marked reduction in the South African crop. It is expected by the Bureau of Agricultural Economics.

The Argentine corn crop is forecast at 284,000,000 bushels against 293,000,000 bushels produced in 1932, and the record harvest of 420,000,000 bushels in 1931. Stocks of old crop corn are low with supplies for export estimated at approximately 8,000,000 bushels as of March 1, says the bureau. Shipments during March were about 7,600,000 bushels.

The bureau says that shipments during the next Argentine crop season beginning May 1 will have to be drawn principally from the new crop. The quality of the new crop is reported as satisfactory although rain interrupted harvesting in some areas.

Stocks of old corn are reported materially reduced in the Danubian countries, with available exports estimated at about 23,980,000 bushels as of April 1. Russia is offering small quantities of corn, but the United States is said to be the only important country which still has a relatively large surplus.

Supplies of corn in the United States are reported as being materially greater than a year ago although farm consumption is reported as being heavy.

## A STATEMENT BY CAL WARD BEFORE SENATE COMMITTEE

(continued from page 1) together of boards and bureaus and departments, and I think it is fundamental that we recognize this fact in this time of emergency when we pass farm legislation of this kind.

I just want to say this in conclusion, that the mental attitude of the farmer is strained to the breaking point. Over in my State the farm leaders have so far attempted to turn thumbs down on the national holiday movement, but I want to say that I am receiving hundreds and multiplied hundreds of letters criticizing me for that attitude. Just as sure as we are here today, my friends, unless we can relieve this situation, we will be in a worse situation not in 2 or 3 years hence but in the very near future.

I want to say something else, just a word that slipped my memory, on this idea which I have suggested. I talked it over last night with our national president, John Simpson, of my organization. He concurred in this idea, that he was perfectly willing for

the surplus to be handled in that way, if on the other hand we were to go along with him in this, I think it would be the lever that would bring the production in line with our requirements.

Senator Norris. Wouldn't you give the farmer anything for this surplus? Mr. Ward. Under this plan, I think I would not give him anything. I think it would be the lever that would bring the production in line with our requirements.

Senator Norris. How would you get it? Would you go to his farm and get it? If he wasn't going to get anything for it, he wouldn't bring it in town, would he? Mr. Ward. Well, he would get cost of production for the pro rata part used for home consumption.

## PROGRESS OF BILL IS HARD TO FOLLOW IN OUR U. S. SENATE

(continued from page 1)

the extent that the farmer is assured of a square deal. He spoke of the "north way" and the "south way." The north way, he says, is the Farmers Union way, which is the way of further strengthening our cooperative organizations.

The south way, he says, is the way of the south, which is to further strengthen our lines of defense and get ready to defend our homes "from the law." To go north way, which is by far the preferable way, we must have, says Mr. Ricker, a marketing law which will force upward the prices of farm commodities, and refinancing plan whereby farm indebtedness would be scaled down, interest rates reduced and a longer mortgage period provided.

Speaking of the farm bill developments in Congress, Mr. Ricker said: "For the moment we are greatly interested in the marketing bill prepared by Secretary of Agriculture Wallace, endorsed by the President, passed by the House of Representatives without change and now in the Senate."

"The essential thing about this marketing bill is that it gives to the President and the Department of Agriculture a grant of power to use any one of a half dozen different methods of dealing with farm commodities in an effort to raise the price level of these commodities."

"Our national president, John Simpson has appeared in the Senate and opposed the passage of this bill. He says give him the power and he will take that responsibility. At least we will get action in place of inaction and in my judgment we are more likely to get results from action than from continued inaction, and, in a way, this may be the most practical program yet suggested in Congress for dealing with the ills of agriculture."

Farm Organizations Have Known For one thing, this measure deals with realities; this measure faces facts; it gets down to brass tacks, so to speak. It is based upon a realization of actualities, actualities which until now only the farm organizations, the farm leaders, some economists, and a few who have been known as "the farm bloc" in the Congress for the last 10 or 12 years have known to be facts.

The pending measure, this program for restoring farm prices and purchasing power, lays down the flat proposition that to restore agriculture, to bring the farmer back into the buying market, to make farming pay, it is necessary to bring about a parity in exchange of products between agriculture and industry. And that proposition goes to the heart of the problem of civilization.

It probably is safe to say that man—and mankind—needs just about 7 things to assure his material well-being. His other wants and desires and comforts and progress rest upon these basic needs. They are: Food; shelter; clothing; fuel and transportation, including communications; a medium of exchange; and reasonable security for life and property.

It has been more or less accepted in our civilization that if Government furnishes a reasonable security for life and property and controls the medium of exchange and transportation, then individuals can be trusted to provide and exchange among themselves the necessary food, shelter, clothing, and fuel, and in the process obtain each his fair share of the comforts and luxuries of life. But somewhere along the line we have fallen down.

Today we have a Nation of 120 million persons with plenty of food, enough shelter, plenty of clothing, plenty of fuel, plenty of transportation—plenty of these five fundamental requirements. With plentiful supplies of food, however, we have bread lines; with

shelter, we have millions of homeless; there is plenty of clothing, but millions only partly clothed. With immense resources of fuel, during the winter many suffered from cold.

And with all our wonderful systems of transportation—by rail, by highways, by water, by air—necessities are not being moved to where they are needed.

Why? There are many suggested answers to that question. I am not going to try to give an answer and say it is the answer. But I will suggest a few points that I think have an important bearing on the subject.

Money System Faulty In the first place, Government has fallen down on its job of furnishing and regulating an adequate medium of exchange. Our monetary system is grievously faulty.

In the second place, Government is not furnishing the reasonable security of life and property, which our 120 million are entitled. Reasonable security of life and property, as I see it, means that those who produce food and shelter and fuel and clothing, and the many services that go with these, are entitled to exchange their products for other commodities and services on a fair basis of exchange. In other words, they are entitled to a parity of exchange values in the exchange of their commodities and services.

One of the facts this measure takes into account is that over a period of time the group of our people who year after year, are on the short end of the exchange of the things they produce for the things they have to get from others in the end is going to go broke. When it does, it no longer affords a market for the products of the other groups.

For this reason it is the long-time interest of all groups of the community that each group is enabled to trade its products or services for other products and services on a fairly even basis. From the national viewpoint this has always seemed to me to be particularly true of agriculture. It embraces a large part of our population. It furnishes the best market for the products of other industry. A stable and prosperous agriculture can and will keep alive the civilization of which it is a part for a long span of time.

Exploiting Agriculture From my casual reading of history it seems that every civilization of the past instead of maintaining parity of exchange with agriculture has insisted upon exploiting agriculture. Other industries, centralized in centers of population, organized in large units, have inevitably gained greater bargaining power than the farmers, have exploited the farmers, have ruined the agriculture of that civilization, and thereby ultimately committed suicide.

That is a foolish policy to follow. But it is the policy we have been following in this Nation.

(Then Mr. Capper went into some detail with reference to arriving at the cost of production, as attempted by government bureaus. He pointed out that agriculture and industry have not exchanged their products on a parity basis. He spoke of the necessity of bringing about a parity, based on the parity existing in the pre-war period of 1909 to 1914—which, he said, came somewhere near being a real parity. Then he continued:)

I might say in passing that in my judgment there will have to be monetary reform before this can be accomplished and the parity attained. But this bill does go a step in the right direction. We are not, however, discussing the monetary problem today; we are discussing the farm problem and this bill, which attempts to deal directly with the production and marketing angles of that farm problem. It may not be out of place for me to add that in my judgment we are going to have to come to the stabilized or "compensated" dollar, as some prefer to call it; in other words, a dollar of constant purchasing power with respect to all commodities.

The March report, shown in the Agricultural Situation, shows that the farmer's buying index is 104, or 4 percent higher than in the pre-war period. On the other hand, the March report shows that the farmer's selling index was 49, or 51 percent lower than in the pre-war period. His buying price was 104 cents on the dollar, compared to the same pre-war period. Divide 104 into 49, and we get forty-seven one hundredths, which represents the farmer's purchasing power today. Stating it another way, instead of exchanging farm products for industrial products on the basis of a dollar for a dollar, the farmer is exchanging on the basis of paying \$1.04 in exchange for 49 cents.

Mr. President, that is the farm

problem, exchanging on the basis of paying \$1.04 for 49 cents. Is it any wonder that agriculture is bankrupt? Is it any wonder that industry, whose best customer in agriculture, is practically bankrupt also? Is it any wonder that labor, which is the best market for farm products, but whose job depends upon markets for both farm and industrial products, is unemployed to the amount of 14 million?

We have defined the just laws of economics. This bill attempts to restore at least a measure of justice. Mr. President, I have not presented the entire picture, by a good deal. Other groups of our people, especially in the ranks of labor, can show deplorable conditions, decreased buying power, lowered standards of living, complete demoralization, desperation, and despair.

Shall Civilization Fail For 10 years the farmer did business at an annual loss of 15 percent. It may be said that is impossible, but I say it is true. How did the farmer do this impossible feat of doing business for 10 years at an average annual loss of 15 percent? He did it by borrowing, by mortgaging his farm, mortgaging his home, mortgaging his cattle, mortgaging his farm machinery, mortgaging his work stock, finally, in the last few years, too frequently by mortgaging his growing crops.

There is the pitiful story of American agriculture. There, unless we do something to correct the situation, is the tragic story of a chapter in the decline and fall of the United States of America. And the fall of the United States of America very likely would be accompanied, perhaps followed, perhaps even preceded, by the collapse of the white man's civilization. These are not idle words, Mr. President. I fear they are words that are only too true.

Mr. President, these are the facts, this is the situation which justified President Roosevelt in asking the Congress to enact this kind of legislation, giving unheard-of powers to the Secretary of Agriculture to accomplish the purposes set forth in the declaration of policy in the pending bill.

These are the facts and this is the situation which justify me in voting for the pending measure, supporting it, and urging the Senate and the country to support it and to cooperate with the administration in carrying it out. It is a drastic piece of legislation, it is a desperate remedy; but we face a critical situation, brought about largely by a lack of balance be-

tween agriculture and industry, plus a defective monetary system and false conceptions of merchandising and finance.

What Offer 1. Policies for all ages, 1 day to 65 years. 2. Child's policies with Waiver of Premium, Benefit and Optional Settlements at Maturity. 3. Ten Year Term to protect the mortgaged home. 4. Ordinary Life, 20 Payment Life, Farmers Special, Endowment age 65, 10, 15, and 20 Year Endowments. 5. Single Premium Policy and the One Year Endowment investment policy. 6. Premiums payable Quarterly, Semi-Annually or Annually. 7. Cash, Loan, Paid-up and Extended values at end of second year.

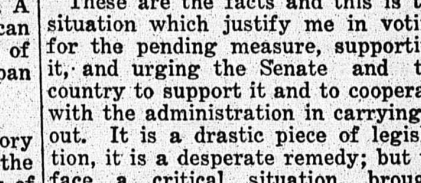
For information on any policy write, Rex Lear, Salina, Kans.

## Farmers Union Mutual Life Insurance Co.

Des Moines, Iowa  
Legal Reserve Life Insurance  
Safest Investment Known

## WE MANUFACTURE—Farmers Union Standardized Accounting Forms

Approved by Farmers Union Auditing Association  
Grain Checks, Bank Checks, Store, Office Equipment Printing



## Every Penny Counts

When you market your live stock, it is absolutely necessary to get every cent possible for every hoof sold, and to keep the marketing expense as low as possible.

THAT'S WHAT YOUR OWN FIRM IS FOR—Make use of it. It sells your live stock AT COST. Any profit resulting from handling your stock goes back to stockholder customers. One Dollar makes you a stockholder. Ask about it.

## Farmers Union Live Stock Commission Co.

Stock Yards Kansas City, Mo.

## NOPCO 10 REASONS for BUYING NOPCO COD LIVER OIL

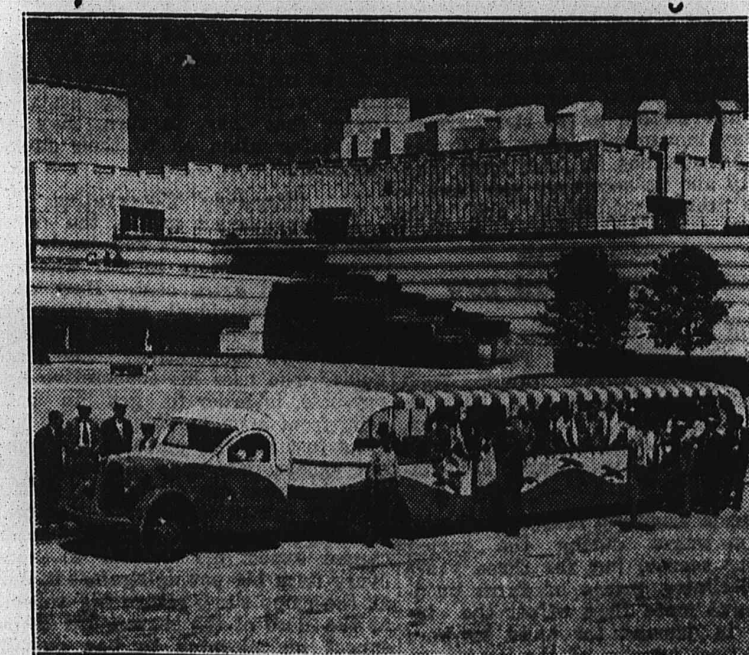
1. Increase Egg Production
2. Eliminates soft shelled eggs
3. Helps to Eliminate Blood Spots
4. Improves Hatchability
5. Produces Stronger Chicks
6. Builds Rugged Bone Structure
7. Promotes Growth
8. Reduces Mortality
9. Gives a Better Moult
10. Conditions and Protects against Disease

Buy NOPCO from your local Farmers Union Store or Elevator

## The Farmers Union Jobbing Association

1140 Board of Trade Phone L. D. 64 Kansas City, Mo.

## NEW TYPE BUSES TOUR GROUNDS



Modernized buses will carry millions of visitors through Chicago's 1933 World's Fair this summer. The Greyhound corporation's first buses of the fleet of sixty already have carried thousands of pre-Fair tourists through the grounds. Each bus seats fifty-two passengers. The two longwise seats face outward so all can view the passing wonders. The picture shows one of the blue and silver semi-trailer buses, with a load of pre-Fair guests, in the great courtyard of the Hall of Science.

## The Farmers Union Mutual Insurance Companies of Kansas

SALINA, KANSAS

Offers you insurance protection against the hazards of Fire, Lightning, Windstorm, Tornado, Hail, as well as Automobile and Mercantile Insurance.

WATCH THIS AD FOR THE NAMES OF YOUR HOME AGENTS

This is a partial list of our agents by counties Another list will be published next week.

- |  |  |   |  |   |
|--|--|---|--|---|
| HARPER COUNTY<br>E. I. Hull, Harper<br>Hunter Yowell, Anthony<br>H. E. Blouey, Anthony | JACKSON COUNTY<br>C. A. Detweiler, Halstead.<br>HASKELL COUNTY<br>Mrs. Cora Williams, Sublette.<br>Mr. E. L. Williams, Sublette. | JEWELL COUNTY<br>C. H. Davidson, Denison.<br>J. B. Simecka, Delia.<br>J. B. Swank, Mayetta. | JEFFERSON COUNTY<br>J. W. Ijams, Grantville.<br>Frank L. Mangold, Meriden<br>Fred Michael, Perry.<br>E. W. McHenry, McLouth. | LABETTE COUNTY<br>S. A. Evans, Chetopa.<br>W. E. Adams, Parsons.<br>E. S. Volmer, Parsons.<br>Herman Hurst, Oswego.<br>C. D. Lynd, Parsons. |
|--|--|---|--|---|

Any of the above agents will be glad to help you with your insurance problems. CALL THEM UP.



7836. Girls' Dress Designed in Sizes: 8, 10, 12 and 14 years. Size 12 requires 2 1/2 yards of 86 inch material. 3/4 yard of elastic banding is required for the sleeves. Price 15c.

7500. Ladies' Dress Designed in Sizes: 34, 36, 38, 40, 42 and 44 inches bust measure. Size 38 requires 3 1/2 yards of 89 inch material if made of one material. To make as illustrated size 38 requires 2 1/2 yards for skirt, belt, cuffs and lower portions of the waist, and 1 1/2 yards for the sleeves and upper portions of the waist. Price 15c.

Send 12c in silver or stamps for our UP-TO-DATE BOOK OF FASHIONS FOR THE FALL OF 1932. Order patterns from Aunt Patience, Box 48, Salina, Kansas.



## PAGE FOUR

## Farmers Union Live Stock Sales

Below is published a representative list of sales of live stock marketed during week of April 10 to April 14, 1933 by Farmers Union Live Stock Commission Company, of Kansas City.

L S Leckhorn—Dickinson Co Ks—46 Sheep, 70	7.25
Wm. Lyons—Washington Co Ks—18 Sheep, 61	7.00
E L McCann, Mgr.—Neosho Co Ks—28 Sheep, 90	6.75
E L Leckhorn—Dickinson Co Ks—28 Sheep, 90	6.75
C A Lynn—Nemaha Co Ks—164 Sheep, 15	4.65
H R Keltner—Jackson Co Mo—70 Sheep, 83	4.50
C C Kelly—Anderson Co Ks—10 Sheep, 79	4.50
C A Lynn—Nemaha Co Ks—18 Sheep, 81	4.50
C A Lynn—Nemaha Co Ks—11 Sheep, 72	2.85
Clarence Hausman—Douglas Co Ks—11 Hogs, 231	3.50
Lyndon Ship Assn.—Osage Co Ks—18 Hogs, 215	3.40
W W Thompson—Phillips Co Ks—74 Hogs, 219	3.50
Robt. Wittig—Henry Co Mo—17 Hogs, 182	3.50
E L McCann, Mgr.—Neosho Co Ks—12 Hogs, 195	3.50
Henry Hatesohl—Washington Co Ks—34 Hogs, 182	3.50
B A Hammond—Douglas Co Ks—11 Hogs, 190	3.50
Less Scoggins—Henry Co Mo—8 Hogs, 196	3.50
C E Kunkel—Osage Co Ks—7 Hogs, 222	3.50
F U S A—Marshall Co Ks—22 Hogs, 222	3.50
L C Cleveland, Mgr.—St. Clair Co Mo—100 Hogs, 216	3.50
Green Coop. Assn.—Clay Co Ks—24 Hogs, 233	3.50
J E Shields—Marion Co Ks—7 Hogs, 205	3.50
Simon Christner—Marion Co Ks—6 Hogs, 203	3.50
D M Sherwood—Clay Co Mo—8 Hogs, 181	3.50
August Warner—Purnas Co Mo—12 Hogs, 245	3.50
F U C M A—Thayer Co Mo—9 Hogs, 245	3.50
Glenn Small—Coffey Co Ks—18 Hogs, 188	3.50
Geo. J. Dedonder—Lyon Co Ks—18 Hogs, 188	3.50
Walter Brehm—Dickinson Co Ks—10 Hogs, 195	3.50
Ernest Schmale—Schuette Co Mo—6 Hogs, 246	3.50
Carl Smith—Osage Co Ks—8 Hogs, 198	3.50
A L Ingersoll—Osage Co Ks—11 Hogs, 234	3.50
Arthur Kelly, Mgr.—Labette Co Ks—11 Hogs, 186	3.50
Alva Stryker—Marshall Co Ks—24 Hogs, 176	3.50
F U S A—Marshall Co Ks—25 Hogs, 172	3.50
J O Siemers—Clay Co Ks—9 Hogs, 272	3.50
August Warner—Purnas Co Mo—17 Hogs, 254	3.50
F U C M A—Thayer Co Mo—9 Hogs, 245	3.50
F U E A—Nuckolls Co Mo—6 Hogs, 220	3.50
P Thomas—Linn Co Ks—21 Hogs, 232	3.50
Robt. Wittig—Henry Co Mo—12 Hogs, 178	3.50
Ora Hodgson—Linn Co Ks—8 Hogs, 178	3.50
E L McCann, Mgr.—Neosho Co Ks—18 Hogs, 210	3.50
Schutte Bros.—Lafayette Co Mo—28 Hogs, 230	3.50
H W Williams—Lyon Co Ks—5 Hogs, 272	3.50
Ed Genger—Cloud Co Ks—10 Hogs, 263	3.50
W C McClelland—Cloud Co Ks—28 Hogs, 294	3.50
Farmers C R A—Osage Co Ks—19 Hogs, 194	3.50
Hemphill Bros.—Clay Co Ks—6 Hogs, 276	3.50
Lyndon Ship Assn.—Osage Co Ks—26 Hogs, 230	3.50
B A Hammond—Douglas Co Ks—3 Hogs, 218	3.50
E M McGee—Linn Co Ks—24 Hogs, 228	3.50
Forrest Thorman—Washington Co Ks—14 Hogs, 200	3.50
Mulcoy and Swazy—Anderson Co Ks—11 Hogs, 202	3.50
R L Eiker—Carroll Co Mo—8 Hogs, 235	3.50
Vassar L S A—Osage Co Ks—43 Hogs, 249	3.50
H R Bates—Dickinson Co Ks—10 Hogs, 180	3.50
Frank Moore—Miami Co Ks—13 Hogs, 250	3.50
L Barnes—Franklin Co Ks—5 Hogs, 217	3.50
Joe Moll—Johnson Co Ks—16 Hogs, 227	3.50
H E Butts—Linn Co Ks—8 Hogs, 220	3.50
U G Rontie—Wabunsee Co Ks—35 Hogs, 249	3.50
Carl Ashlund—Osage Co Ks—8 Hogs, 181	3.50
W B Browning—Johnson Co Ks—18 Hogs, 184	3.50
W M Johnson—Johnson Co Ks—12 Hogs, 202	3.50
Frank Oler—Labette Co Ks—20 Hogs, 205	3.50
F S A Morris—Clay Co Ks—12 Hogs, 216	3.50
Osage Ship Assn.—Sullivan Co Mo—55 Hogs, 216	3.50
Carl Knapp—Dickinson Co Ks—17 Hogs, 221	3.50
Otto Meyer—Lafayette Co Mo—15 Hogs, 196	3.50
Carl Grier—Bates Co Mo—17 Hogs, 251	3.50
Hy Temple—Lafayette Co Mo—24 Hogs, 240	3.50
Fred Holmquist—Woodson Co Ks—9 Hogs, 176	3.50
Carl Prizemler—Clay Co Mo—37 Hogs, 219	3.50
A L Taylor—Atchison Co Ks—24 Hogs, 221	3.50
Henry Temple—Lafayette Co Mo—20 Hogs, 252	3.50
Wm F Wagner—Lafayette Co Mo—24 Hogs, 240	3.50
J G Henry—Henry Co Mo—8 Hogs, 268	3.50
Lyndon Ship Assn.—Osage Co Ks—9 Hogs, 220	3.50
Virgil Day—Linn Co Ks—8 Hogs, 235	3.50
Emil Samuelson Mgr.—Riley Co Ks—44 Hogs, 224	3.50
Palmer Ship Assn.—Washington Co Ks—30 Hogs, 237	3.50
E C Wehrman—Lafayette Co Mo—19 Hogs, 214	3.50
E V Roberts, Mgr.—Wabunsee Co Ks—11 Hogs, 226	3.50
Mrs. Keith A. Walden—Sullivan Co Mo—7 Hogs, 220	3.50
Warren Smith—Miami Co Ks—6 Hogs, 228	3.50
C H Young—Chase Co Ks—12 Hogs, 166	3.40

## + NEIGHBORHOOD NOTES +

## DEMAND FARM MEASURES

Milan, Kans., Apr. 11, 1933  
The Kansas Union Farmer.  
Salina, Kans.

At a regular meeting of the Dixon Center Local 1438 of the Farmers Educational and Cooperative Union of America, the following resolution was adopted:

Resolved that the Dixon Center Local 1438 of Sumner Co., Kans., is in favor of the passage of the following bills: The McNary bill No. S. 507 which will give the farmers cost of production for their products. The Frazier bill No. S. 457 and the Wheeler bill No. S. 70.

We demand that you give these bills your support.

Yours fraternally,  
W. C. Kline, Pres.  
Wm. Hebbard, Sec.-Treas.  
M. H. Ross  
Vernon C. Smith  
Bert Shaffer,  
Committee.

## STONE LOCAL MEETS

Farmers Union Local 792 met at the O. C. Oederkerk home, Thursday evening, April 7th. A nice crowd was present.

Several topics were discussed, one of them being the Farmers Holiday

Assn. After the business meeting the ladies served cake, coffee, doughnuts, cocoa, milk and coffee.

The next meeting will be held at the Ben McCauley home, Thursday, April 21. Every farmer is invited to attend and join with us.

## THANKS TO SIMPSON

We are sure that letters of the following nature are a source of real help to our National Farmers Union president:

Brazilton, Kans., April 8, 1933  
Mr. John A. Simpson,  
Cavalier Hotel,  
Washington, D. C.  
Dear Sir:  
Fair Oak Local No. 450 extends its hearty thanks and appreciation for the splendid and efficient work you are doing for the betterment for the farmer of today.

## It's Up to You

You are interested in the Kansas Farmers Union, and you want it to continue to be a power in the affairs of this agricultural state.

## MILLIONS OF DOLLARS

were saved to Kansas Farmers because of the efforts of organized agriculture in Kansas, during the recent session of the Kansas legislature.

## THE COST

of Farmers Union dues for every farmer in the state would not approach the total of money saved to Kansas farmers.

## YOU CAN'T AFFORD

not to join the Farmers Union—and you can't afford not to preach it to your neighbors at every opportunity.

## DON'T FALL DOWN

on the job. There's work for all of us to do. Talk this over with the other members of your local. Let's get things started.

We extend our sincere wishes and cooperation for future undertakings.  
Cordially,  
W. W. Coester, Pres.  
H. F. Nix, Sec.  
D. Bardenhagen,  
Geo. H. Hamm,  
Committee.

## ANDERSON CO. MEETING SCHEDULED FOR WELDA

The Anderson County Farmers Union will meet at Fairview school house, Friday night, April 21. This school house is three miles northeast of Welda.

George Hobbs, manager of the Farmers Union Live Stock Commission Company of Kansas City, will be present and will address the meeting. Pie and coffee will be served. All farmers are invited.

Francis R. Riley, Co. Sec.

## MEETING IN MARQUETTE TO BE IMPORTANT ONE

One of the biggest Farmers Union meetings ever held in the neighborhood of Marquette, Kansas, is scheduled for Tuesday evening, April 25. This meeting will be in Marquette, and is sponsored by "Number Eight" local, of which Wm. Carstensen is secretary.

Cal Ward, president of the Kansas Farmers Union, and quite possibly other speakers, will be on the program. Mr. Carstensen announces that the other surrounding Farmers Union locals will be invited. It will be an important meeting, and every one who can attend will do well to do so.

## REDUCE INTEREST AS WELL AS THE WAGES INSISTS MR. LEAR

(continued from page 2)  
1909! Any so-called farm leader who asks you to be satisfied with such a bill is not your friend, he is your enemy—treat him as such. It seems to me that it is self-evident that we need to expect no immediate relief from Washington. If we save our money for the future, we must do it ourselves. We must band ourselves together and refuse to be robbed by the money changers. We must do as farmers in the corn belt are doing.

We must first write the law on the soil. Make it so plain that even a Congressman or County Agent can understand. Banks, Insurance Companies, Building and Loan Companies, etc., have been granted a moratorium also. There can be no law without the consent of the governed. If present laws do not protect human rights, then write your own law; write it on the soil and see that it is enforced.

At a meeting in Des Moines, Iowa, March 12th, that was attended by representatives of 15 mid-western states, the following sweeping statement was made:

"In the name of hundreds of thousands of farmers who have signed pledges of loyalty to the principles and program of the National Farmers Holiday Association and the membership of the Farmers Union here represented by its National President, National Executive Committee and State Executives, we issue this statement to the people of the United States and their Government at Washington.

1. We declare that the fundamental demand of our organization is that the tillers of the soil shall be paid for the products of the farms a price which shall represent the average cost of producing farm commodities.

2. We demand that a National Moratorium on foreclosures on farm and city dwellers on interest and unpaid taxes be granted by executive order in the same way that moratorium has been granted to the banks or until such time as the market price of farm commodities be brought to the level of cost of production.

3. We demand that a money medium of exchange be provided the people, the control of which shall be taken from privately owned banking institutions and restored to the Congress of the United States as provided by the Federal Constitution.

4. As organized farmers we make common cause with our organized brethren of industry who are employed in the shops, factories and on the railroads.

We accompany these demands with the solemn warning: Unless actual legislation in compliance with these demands be enacted by May 3, 1933, we shall prepare for a marketing strike within ten days and refuse to deliver the products of farms until cost of production is guaranteed.

I would urge each farmer listening in tonight to get back of this National Farmers Union program. Also, secure information as to the Farmers Holiday movement. Organize Protective Associations in your local community and do whatever you have to do to protect yourselves and your homes.

## NEW FARM WAGE LOW

Farm hands are getting the lowest wages in thirty-three years. Day wages without board range from \$2.10 in Massachusetts and Rhode Island to 55 cents in South Carolina, Georgia and Alabama, according to the Bureau of Agricultural Economics.

There is usually a seasonal advance in farm wages during the spring planting season, but for three years past declining prices of farm products have more than offset the increase in demand for hired workers in the first quarter of the year. As never before farmers this season are doing their utmost to reduce out-of-pocket costs of production.

The bureau's index of farm wages was 72 on April 1, compared with a pre-war base of 100, whereas on April 1 a year ago, the index was 94. The supply of farm hands greatly exceeds the demand.

## COOPERATIVE MARKETING NOTES

Notes gathered from hither and yon, but applicable to YOUR farm or community.

## Cooperation in Kansas

How familiar are you with cooperatives in your own state? Take Kansas, for example. There are three handling grain—Equity Union Grain Company, Farmers Union Jobbing Association and Farmers Cooperative Commission Company. The latter has headquarters in Hutchinson, and the other two in Kansas City, Mo. Hundreds of local cooperative elevator associations are affiliated with them.

Then, at Wathena and Blair is an apple growers association; at Wathena, Colony, Sabetha and Linn are creameries handling poultry as well as eggs; at Topeka the Kaw Valley Potato Growers Association; at Topeka a milk marketing association that distributes the product to consumers; and, in many other cities, bargaining associations for milk producers; associations that do not handle the product but which bargain as to price with distributors. Then, too, there are livestock shipping associations serving farmers locally, and cooperative livestock marketing agencies in the terminals. Wool growers also sell cooperatively nearly 75 per cent of the crop produced in Kansas.

Oil cooperatives may be found in every corner of the state. Kansas is not an exception in cooperative development, but is used because the writer is more familiar with its operations. The grower in almost any state, producing almost any crop can mention, can reach consumers through its own organization, if he will.

## More Water Ways

Farmers National Grain Corporation is acquiring or building waterway terminals wherever practicable. It will mean more water for growers of the middle west when they learn that grain may be moved by barges this summer from Kansas City to St. Louis, via the Missouri river, whose six-foot channel is said to be about 95 per cent completed.

Farmers National operates a waterway terminal at St. Louis, at St. Paul, has port facilities at New Orleans, barge and lake facilities at Chicago, and lake shipping facilities at Duluth, Toledo and Buffalo. Only recently it acquired river frontage at Peoria, Ill., on which a marine terminal will be built later, but which will be used this summer, after facilities are created, for handling grain from trucks to Illinois river barges. Success achieved by Farmers National in shipping corn from Havana, Ill., to the Gulf brought the demand from Illinois growers that the low-cost waterways service be broadened.

## Membership Essential

From surveys of cooperative elevator associations conducted by Kansas State College, it is concluded that a membership of 150 to 200 is highly desirable, with at least 80 per cent fully patronizing their own company. A turnover of 10 times the capacity of the elevator in a year is also looked upon as desirable, and the college suggests that those large-scale growers tributary to the station should be secured first, because the cost of getting that business is relatively cheaper than getting business of many small-scale producers. The desired membership then can be built with the large-scale producers as a nucleus.

The terminal cooperative that helps the local elevator manager build his membership to where it ought to be, and who helps him institute standard practices of elevator operation, will be building a satisfactory customer for itself, the surveys show.

## Manager Keeps Busy

"The country elevator manager who is busy come year 'round, whether grain is moving or not, will increase the membership of his cooperative and broaden his own possibilities," said F. W. Lake, manager of the Hall-Baker Grain Company, Kansas City, Mo., in an address April 7 at the cooperative conference in Manhattan, Kan. "If he will check over the acreage tributary to his station, learn the size of every farm in his district, the name of every farmer; get acquainted with him and his family; discuss with the farmer by phone or in person or both the features of the business of interest to them both, he will find he will not only increase the volume of business through his elevator but also will find he is furnishing a more valuable service to the farmer in many ways. The Kansas City office, as well as other offices of the Farmers National Grain Corporation, is always glad to have inquiries from such managers about any phase of the marketing situation on which they would like to keep posted, in order that they, in turn, may pass the information on to their farmer-members."

## "Pry-Pole" Cooperation

Disappointment awaits the stockholder of a farmers cooperative elevator who expects to sell where he can get an extra cent. How would he, as an individual, get the extra cent were it not for the competition of his own cooperative? The stockholder who uses his cooperative as a pry-pole, in order to get an extra cent from a competitor, or who uses it as just another place to shop, cannot expect his elevator to continue as a fair-price insurance factor if his neighbors follow his example. He cannot expect his elevator to meet every trick bid put up against it, and, at the same time, return big refunds at the close of the season. He cannot expect his elevator to pay out its capital stock as an added price on grain and still pay the usual dividend. There are many things a grower cannot do to his own cooperative and still be satisfied with results. His cooperative elevator association, in fact, much like a bank. A man seldom expects to get something out of a bank unless he has put something in.

## The Farmers Exchange

Where Farmers Buy and Sell

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

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

Number of words	Number of insertions	1	2	3	4	5
10	30	.00	.90	1.00	1.25	
11	33	.66	.99	1.10	1.38	
12	36	.72	1.08	1.20	1.50	
13	39	.78	1.17	1.30	1.63	
14	42	.84	1.26	1.40	1.75	
15	45	.90	1.35	1.50	1.88	
16	48	.96	1.44	1.60	2.00	
17	51	1.02	1.53	1.70	2.13	
18	54	1.08	1.62	1.80	2.25	
19	57	1.14	1.71	1.90	2.38	
20	60	1.20	1.80	2.00	2.50	
25	75	1.50	2.25	2.50	3.13	
30	90	1.80	2.70	3.00	3.75	

BEST QUALITY WHITE, BLACK GIANTS; BUFF MINORS, S. Chicks, eggs, Depression prices, Other breeds—The Thomas Farms, Pleasanton, Kansas. (Member F. U.) tfe

FOR SALE: White Seed Corn.—C. O. Thomas, Zurich, Kansas. 5-18-p

FROST-PROOF CABBAGE, each bunch fifty, mossed, labeled variety name, Jersey Wakefield, Charleston Wakefield, Succession, Copenhagen, Early and Late Dutch, postpaid: 200, 75c; 300, \$1.00; 500, \$1.25; 1,000, \$2.00. Onions Crystal Wax, Yellow Bermuda, Prizetaker, postpaid: 500, 75c; 1,000, \$1.25; 6,000, \$5.00. Tomato, large, well rooted, open field grown, mossed, labeled with variety name. Livingston Globe, Marglobe, Stone, Baltimore, June Pink, McGee, Earliana, Gulf State Market, Early Detroit, postpaid: 100 50c; 200, 75c; 300, \$1.00; 500, \$1.50; 1,000, \$2.50. Pepper mossed and labeled, Chinese Giant, Bull Nose, Ruby King, Red Cayenne, postpaid: 100 75c; 200, \$1.00; 500, \$2.00; 1,000, \$3.50. Full count, prompt shipment, safe arrival, satisfaction guaranteed. UNION PLANT COMPANY, TEXARKANA, ARK. 5-25-c

BUY FROM THE GROWER, fancy Sumac or Red Top cane sacked, \$1.00 cwt. Ask for samples. Will deliver in truck load lots at special prices.—Cedar Vale Cooperative Co., Cedar Vale, Kansas. Chau. Co. 5-2

## Reader's Order for Classified Advertising

KANSAS FARMERS UNION,  
Farmers Union Building, Salina, Kansas.

Gentlemen:

Please start my ad containing..... words, to run..... times in your paper. I enclose a remittance of \$..... to cover cost of these insertions.

Name.....

Address.....

Here is the ad:.....

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