



THE KANSAS UNION FARMER

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Education

Co-operation



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LEGGE WON'T OBJECT TO INVESTIGATION

Excerpts from Conference of Mr. Legge With Representatives of the Press in Washington, D. C., December 29 and December 31, 1930.

Q. How about Mr. Simpson. That blast he got off yesterday?

A. Oh, there wasn't much in that blast he got off yesterday. He said he learned to train his voice calling the pigs. That wasn't so very different than it was where I got my education. On the cattle range a fellow had to talk straight and shoot straight if he wanted to prosper or even exist. Simpson doesn't go back far enough to get back to the old training time. He belongs to another generation. His statements are remarkable in one respect. In Mark Twain's story of his recollections, he said the things he remembered the most were things that never happened at all. Mr. Simpson makes very specific statements regarding a meeting he didn't attend. How come that he is expected to know more about it than those who were present?

Q. Representative Jones of Texas, has announced he will introduce a joint resolution for the Farm Board to set up a rate adjustment bureau to equalize export rates with industry. He has had some correspondence with you on that subject. Do you wish to make any comment?

A. Oh, not much. I wish he would set up his board with the Interstate Commerce Commission rather than us. It is an awfully complicated proposition—the whole freight rate structure of the country. Each time they make a move here it creates some reaction at the other end of the nation. That would be a tremendous task and we are busy.

Q. That challenge (Simpson) for an investigation—Did he challenge you?

A. We don't object to that. Congress can investigate all they want. Q. You wouldn't object to an investigation?

A. No we have no objections to an investigation.

Q. Couldn't you give us a little more light on the statement that Mr. Crockmore of the Cotton Stabilization has an annual income from that source of seventy-five thousand dollars a year?

A. There is another one. You are just like Simpson, quoting something that never happened. He gets a guarantee of twenty-five thousand dollars a year, plus a percentage which can't exceed seventy-five thousand dollars. That is the maximum.

Q. Is that system employed on other national cooperative associations?

A. No two of them are alike. We do not make that. It is none of our particular business.

Mr. Stone: We have nothing to do with that at all. That is made by the association.

Q. Of course the Board doesn't object to these salaries. You regard them as sound?

A. We haven't objected. If a man is capable of handling the job at all, he is worth all the money they pay him.

Q. Someone said Milnor (George S., General Manager of the Farmers National Grain Corporation) gets \$47,500?

A. I can't answer you from memory but again if Mr. Milnor carries through what he is doing successfully, he will earn his salary they have agreed to pay him.

Q. In a letter to Senator Capper, (continued on page 3)

President Ward Is Commended by Colorado F. U. Director

Paonia, Colo., Jan. 4, 1931. Mr. C. A. Ward, State President, Kansas Farmers Union, Salina, Kansas.

Dear sir and brother:

You will please pardon my taking the liberty to write you a few lines in regard to your article in the last issue of the Kansas Union Farmer. The article headed, "President Ward calls National President Simpson." I want to congratulate you on this article. First, because I think you have stated the matter absolutely correct and secondly, you chose the psychological moment for this expression.

The only criticism I could offer with reference to your splendid article, would be that you did not say that President Simpson not only destructively criticized the Farm Board, but did not offer any constructive mode of procedure to take the place of the Farm Board. To me, it seems beneath the dignity of our National President to do so. I think the farmers of our land should rally around the Federal Farm Board and support it to the limit until there appears some other or better plan for farm relief.

Sincerely,
A. J. HADLEY,
Director Colorado Farmers Union.

C. E. Huff to Speak at Kansas Agricultural Convention

January 12.—C. E. Huff, of Salina, former National President of the Farmers Union, will speak Friday, January 16, at Topeka, during the morning session of the Kansas Agricultural Convention.

His topic will be "Present Developments in Cooperative Grain Marketing."

Mr. Huff is President of the Farmers National Grain Corporation, Chicago.

F. U. LEADERS REPLY TO FARM BOARD CRITIC

P. J. Reidel of Wakeeney Says F. U. Membership Favors Marketing Act Amendment.

Wakeeney, Kans., Dec. 18, 1931. Cal. Ward, President Farmers Union, Salina, Kansas;

Dear sir:

I just now read your speech over radio WIBW in which you expressed F. U. opposition to any move to amend the marketing act for the reason that it has not had time enough to prove its worthiness. Now, Mr. Ward I wish to hereby call your attention to the fact that you are not expressing the true sentiment of the Union membership. No doubt you have been out among the Union people enough to learn their sentiment and all I can say is that either one of two things, you do not understand the sentiment of the Union membership or you willfully misrepresent it as I am quite sure that not only Farmers Union members but no farmers can have any faith in the Marketing Act, much less in the personality of the Board. For we all know that Mr. Legge, soon after his appointment made the statement that the Farm Board would not undertake to do anything that would disturb organized business. That meant hands off of the organized grain trade. The Farm Board is credited with holding about 100 to 110 millions bushels of wheat which is now reported to be nearly all paper wheat such as futures. Now, can future operations on the part of the Farm Board help the wheat growers?

You stated in your speech that the Stabilization feature of the bill is worth while and if used in emergencies such as we are now experiencing, will naturally benefit the farmer. Yes, but is it benefitting the farmer now? It would have benefited the farmer a year or more ago when wheat was from 50 to 75 cents per bushel higher than it is now, but at that time it was not applied but now when wheat is lower than it has been for over twenty years and low enough to suit the Hoover-Morgan-Young-Legge and Co., and where it could not go hardly any or much lower, then apply the stabilization and make the farmers believe they are being helped. No, Mr. Ward, you fellows may put that all over except make the farmer believe of the help through the stabilization. Again, No, they cannot and will not believe.

There is no belief; Whoever lies down on his couch to sleep, Content to look each sense in slumber deep, Knows God will keep.

There is no belief; Whoever says "tomorrow," "the unknown," trusts the power alone. He dares disown.

There is no belief; The heart that looks on when the eyelids close, And dares to live when life has only woe, God's comfort knows.

There is no belief; For thus by day and night unconsciously The heart lives by that faith the lips deny. God knoweth why!

(Continued on page two)

THE LIVESTOCK SPLIT

WHY THERE ARE TWO NATIONAL CO-OPERATIVES SELLING CATTLE, SHEEP AND HOGS, INSTEAD OF ONE

By MALCOLM C. CUTTING

The Farm Journal

When the Federal Farm Board set out to unite the innumerable co-operative associations of this country into giant national commodity marketing organizations, it little realized what a caldron of ancient jealousies, bitter animosities and keenly contested rivalries it was about to stir into violent agitation.

Pre-eminent as a case in point is the conclusion of a nine-months' struggle to achieve national unity in livestock marketing. What is the astonishing result?

Today, instead of one, there are two new "national" livestock marketing agencies, bitterly opposed to one another, each with its fervently loyal group of terminal association, each having headquarters in Chicago, and practically equal in volume of co-operative business transacted.

Farmers all over the United States are demanding to know what caused the split in the livestock marketing ranks and why the rival groups can not get together. Explanations from both sides have failed to satisfy neutral minds as to the real causes of the difficulty. It is but just to the livestock growers and feeders of America that an unprejudiced account of the pertinent facts in the controversy be told.

To do this, a little marketing history must first be reviewed. It goes back to the origin of co-operative livestock terminal marketing, for which credit belonged to the old Equity Livestock Exchange at South St. Paul, which was organized in August, 1916, and began business the following year. In 1922 it was taken over by the Farmers' Union.

Following this first Equity Exchange came a series of Farmers' Union commission houses, at Omaha, St. Joseph, Sioux City, Kansas City and Denver, from 1917 to 1920. Then came the greatest of all, the Central Co-operative Commission Association at South St. Paul, which opened in August, 1921, and has since handled more livestock business than any other sales agency, co-operative or private, in the United States.

All of these commission agencies were existing or in process of organization when the American Farm Bureau Federation called its livestock conference in October, 1920, at which the famous "Committee of Fifteen" was authorized to develop a national co-operative livestock marketing plan.

Beginnings of Livestock Co-Op. Selling

This committee evolved the plan of the National Livestock Producers' Association, which was ratified and became effective in November, 1921. The first terminal agency of the National Producers' opened for business at East St. Louis, January, 1922, and was followed by similar agencies on twelve other terminal markets.

But the Farmers' Union houses organized up to that time, and others which came after, together with the Central and Equity at South St. Paul, the agency of the Missouri Farmers' Association at East St. Louis, and several other independents, never would unite with the National Producers' Association.

There were numerous features of the organization plan which all the outsiders disapproved and of course the old rivalry between Farm Bureau and Farmers' Union formed an effective barrier between these two groups.

And that was the livestock marketing line-up—thirteen Producers' terminal agencies in one united group, ten Farmers' Union houses in another group, though operating separately, and a number of powerful independents going it entirely alone—when the Federal Farm Board called its first livestock marketing conference in Chicago, October 23, 1929. That's when the pot began to boil.

Mr. C. B. Denman, livestock representative on the Farm Board, had been president of the Producers' Association when he was selected for the federal post. As this was the only national livestock marketing organization in the country, it must be taken for granted that the Producers' would naturally consider themselves the proper nucleus around which a new national set-up should be created, and that Mr. Denman naturally would favor, if only unconsciously, its existing organization and plan of operation.

Tougher Job Than They Expected.

Unfortunately, none of them seem to have weighed adequately the strength of purpose which had kept the other groups out of the national line-up so long, nor their unquestioned right to equal consideration in any new plan which might be developed.

At this meeting were delegates of 26 livestock marketing associations and others whom the Farm Board had invited. A tentative plan of organization had been prepared in advance, following closely the National Producers' plan, and this was presented by the Farm Board for consideration at the meeting, with the understanding that it was merely suggestive.

At the suggestion of the Farm Board, an organization committee of nine was appointed to devise an acceptable plan. A sub-committee of four was then selected to employ attorneys and advise with them in drawing up the necessary papers. The "ins" were in a majority on the general committee, five to four, but the sub-committee favored the "outs," three to one.

For weeks the work on organization plans went on. Various committee meetings were held. As developed in the sub-committee, the new plans rejected several features of the National Producers' which the "outs" had always disapproved, and incorporated new features more in line with their own ideas of successful co-operation.

If that was arbitrary on the one side, it was no more arbitrary than the repeated ultimatum of the president of the Producers', a member of the organization committee, that unless the new organization took over all activities and subsidiaries of the Producers' Association, with no radical change in its methods of operation, the latter could not and would not join the new set-up.

Finally, at a meeting of the committee of nine in January, the report of the sub-committee was adopted by a vote of seven to two. It looked as though everything was over but the shouting. As a matter of fact, the old caldron had just begun to seethe. The directors of the Producers' met, consigned the plan to perdition, and voted to have nothing whatever to do with it.

Came then a notification from the Farm Board to the organization committee, stating that the latter's plan could not be accepted. This was followed by a second call to the general livestock conference to meet in Chicago, February 25 and 26.

Here an entirely new plan was presented by the Farm Board, differing radically both from the plan it had originally submitted and from that adopted by the organization committee but still recognizably akin to the Producer set-up.

Evidently the conferees were growing tired of the bickering, because the new plan was submitted to a vote before all of its provisions had been read, and was adopted by a tally of about 38 to 24. Everybody present was allowed to vote, whether representing a co-operative or not. No consideration whatever was given to the organization committee or the plan it had been delegated to prepare.

Endorsed or Not Endorsed?

It then was announced that the new plan would be submitted to individual co-operatives for ratification; and if endorsed by those representing two-thirds of the livestock handled co-operatively in 1929, it would be put into effect. One side now claims that this endorsement was secured, and the other that it ignominiously failed.

In the meantime, advances and concessions were made by both sides to compose their differences, but neither would go far enough to satisfy the other. Nothing, apparently, could prevent the pot from boiling over.

Came then the closing episode, when the Farm Board called a final meeting of the general livestock conference in Chicago, May 6, to ratify the marketing plan. Present at this meeting were representatives of the 26 co-operative agencies which had met before, and each agency was allowed one vote. The plan was the same as that submitted to the February conference, with some modifications later conceded by the Producers' Association.

Upon submission of this plan, the dissenting group began to offer resolutions of amendment, but the Farm Board ruled that it would consent only to changes adopted by unanimous vote of the meeting. That, of course, effectually ruled out all amendment.

(Continued on page 2)

F. U. Auditing to Have Charge of Farmers Union Hour, January 16

T. B. Dunn, Secretary-Manager of the Farmers Union Auditing Association will have charge of this week's Farmers Union Hour, which will be broadcast over station WIBW, Topeka, Friday night, January 16th, at eight o'clock.

An interesting program has been planned and the membership, as well as those interested in learning more about the Farmers Union and its activities will be well repaid for the time spent in listening to this station at this time.

Secretary Kinney Attends Important Meetings

January 10.—A. M. Kinney, State Secretary, will leave tomorrow for Kansas City, where he will attend a Board meeting of the Farmers Union Livestock Commission Co. on Monday, January 12th. Tuesday, Mr. Kinney will attend the annual Stockholders meeting of the Union Oil Company, of North Kansas City. Thursday and Friday, January 15 and 16, he plans to attend the meeting of the State Board of Agriculture, at Topeka.

F. U. INSURANCE HAS MADE GAIN

Radio Speech Made by Charles A. Broom, Secretary-Manager F. U. Mutual Insurance Company, over Station WIBW, Topeka, Friday Night, January 9.

The Farmers Union Mutual Insurance Company which I represent as secretary and manager, wants to again take this opportunity of thanking the management of this radio station for permitting our weekly broadcasts. The insurance company is the oldest state-wide activity of the Kansas Farmers Union, having been organized in 1914. The management is vested in a board of fifteen directors. This company was started as a four-county organization, and its first directors were chosen from those four counties. But since branching out on a state-wide basis, there have been many changes made in that directorate, until there are only four men on the board now from the original counties. Twelve counties are represented on the board of fifteen men. These directors are elected by the policyholders at the annual meeting which is held the third Friday in January each year, and this year it will be January 16th. We hope a goodly number of our policyholders will be present. Each policyholder is entitled to one vote for every five hundred dollars of insurance in force, so you can see the management is really vested in the policyholders, who are the stockholders in this organization. The directors meet regularly twice a year, following the annual meeting in January, and in August. The August meeting is not set for any definite date, but is on call of the President or Secretary. Other meetings are held from time to time as the occasion warrants. From the Board of Directors is elected an executive committee of five members, who take any necessary action when the Board is not in session or it is not deemed necessary or advisable to call the full board.

The past year, our volume of business has been the largest of any year in our history by about 12 1-2 per cent. The total insurance written during the year 1930 was over \$18,000,000. Our percentage of gain over last year was 15 per cent. Naturally we feel proud of our accomplishment. Yet, on the other hand, our losses exceeded those of any previous year by about \$17,000.00, or an increase of about 13 per cent. With the decline of farm property such as is now going on, the percentage of loss will increase, and it remains to be seen how long this increase can keep going on before it is necessary to increase the insurance rates, as the ratio of losses always determines the cost of the insurance in the end. This applies both to mutual companies and to others as there is only one place to get the funds to pay the losses, and that is from the premium income.

We sincerely hope that the year 1931 will see a change and that our improvement will be very marked in this respect over last year. We look with some fear into the future, as the present economic condition of the Kansas farmers, who comprise our entire membership, is not very bright.

(Continued on page 4)

"SLEUTHS" IN FARM ROW

Union Members into the Legge-Simpson Affair

Just Who Stretched the Truth in the Argument Is to be Sought by a Special Committee.

JAN. 5.—The row between Chairman Alexander Legge of the federal farm board and John A. Simpson, national president of the Farmers Union, over who is the "unmitigated liar" now has been taken up for adjudication in a totally unexpected board. Members of the Farmers Union themselves have decided to find out who stretched the truth.

Cal. A. Ward, state president of the Kansas branch of the union, announced in Kansas City late yesterday that a committee representing ten Farmers Union states would arrive in Washington Thursday morning to investigate the controversy between Legge and Simpson. The committee of five men was selected in St. Paul Friday.

Row Involves Fundamentals

"Charges and counter charges, hot words and hotter names, have been appearing," explained Ward. "We decided it was to the interest of our organization to find out just what occurred. The controversy involves the fundamentals of the marketing act and the policy of the farm board."

The Legge-Simpson exchange of personalities opened when Simpson, fiery Oklahoman chosen to head the Farmers Union about two months ago, charged that Legge had testified before a senate agriculture committee that the farm board was attempting to hold down the price of wheat and cotton. Legge retorted that any man making such a statement was "an unmitigated liar."

Simpson came back with a scorching attack on the farm board head in which he accused him of "attempting to strut like a 2-cent Mussolini" and challenged him to agree to a congressional investigation of farm board activities.

Reiterates His Charges

Simpson reiterated his charges that Legge had testified the farm board desired wheat kept low so it could be sold to hogs instead of corn and that Legge had testified he did not want cotton to advance in price as the textile mills "needed cotton at just about the price it is now." Simpson further charged that Legge had said the farm board would set up sold 3 1-2 million bushels of wheat in Chicago November 22 for the purpose of breaking the price. He added the farm board agencies were using government money to force farm organizations to approve of farm board practices. Legge's latest answer was to insist the Simpson statements were "absolutely untrue" and to point out that the charge the board was attempting to depress wheat prices was "absurd" at a time domestic prices were 25 to 35 cents above world markets.

After Defeat of Huff

Entrance of the Farmers Union investigating committee into the situation recalls that Simpson became head of the national organization as a result of the defeat of C. E. Huff of Kansas, who also was head of the Farmers National Grain Corporation (continued on page 2)

Farm Organizations Committee Selects Legislative Agent

Mr. L. E. Webb, President of the Cooperative Grain-Dealers' Association, Dodge City, Kansas, has been selected by the Committee of Kansas Farm Organizations, as their legislative agent during the present session of the Legislature at Topeka, Kansas.

His headquarters will be Room 300, Jayhawk Hotel. There are several laws the farm organizations are vitally interested in, such as the increase in gasoline tax, one cent per gallon and the repeal of the refund provision of the gasoline tax law on gasoline used for agricultural purposes. A law governing the sale of oleomargarine in Kansas, modeled after the Montana law, which places a tax of \$300 on each retailer of oleomargarine in the state and a tax of \$1,000 on a wholesaler. We also ask for re-submission of the graduated income tax amendment that was voted down last fall.

We would like to have every member of the Farmers Union who is interested in these things, or in any other law which he thinks may be of value to agriculture, write to Mr. L. E. Webb, Jayhawk Hotel, Topeka, Kansas.

NOTICE OF MEETINGS

The Seventh Annual District Meetings of the Farmers Union Co-operative Produce Association are to be held as follows: Date District Meeting Place

No. 1—Cozy Theatre, LaHarpe, Kansas—1:00 P. M. Saturday, Jan. 17
No. 2—Farmers Union Hall, Pomona, Kansas—1:00 P. M., Tuesday, January 20

No. 3—State Tax Commission Hearing Room, Fifth Floor State House, Topeka, Kansas—1:00 P. M., Wednesday, January 21
No. 4—Community Theatre, Leonardville, Kansas—1:00 P. M., Thursday, January 22

No. 5—Legion Hall, Madison, Kansas—1:00 P. M., Monday, January 19
No. 6—Court House, Hays, Kansas—1:00 P. M., Friday, January 23
No. 7—Court House, Hill City, Kansas—1:00 P. M., Saturday, January 24

All members are urged to attend their respective district meeting in person but if unable to do so to vote by proxy.

FARMERS UNION CO-OPERATIVE PRODUCE ASSOCIATION
Kansas City, Missouri

EMPLOYEES OF THE FARMERS UNION LIVESTOCK COMMISSION COMPANY

G. W. HOBBS
Manager F. U. L. S. Com. Co. K. C.



George W. Hobbs is manager of the Farmers Union Live Stock Commission Co., at Kansas City. He has been associated with the firm since soon after the close of the World War, in which he served as radio operator in the Navy. He has been manager of the firm since March 1, 1929, following the resignation of E. E. Woodman. Under Mr. Hobbs' management, the firm has shown steady progress, and most substantial patronage dividends have been returned to stockholder customers. In fact, in 1929, the patronage dividend amounted to 25.5 per cent of commission expense for each stockholder customer. This is the largest patronage dividend ever paid by the firm.

W. F. O'NEAL
Assistant Hog Salesman



William F. O'Neal, is assistant hog salesman for the Farmers Union, and is one of the best. He has been connected with the firm for many years, and has a great deal to do with keeping up the high standard of service.

RUSS KEMP



Russell Kemp is head yard man in the Farmers Union cattle department. He has been with the firm eight years, and has been in the cattle yards during that time. He is one of the best on the Kansas City yards.

FLOYD H. LYNN
Editor "Co-Operator"



Floyd H. Lynn has charge of the advertising department of the Farmers Union live stock company, and attends to the claims. It falls to his lot to publish the Co-Operator, which covers the activities of the Farmers Union Cooperative Creamery, the Farmers Union Jobbing Association and the Farmers Union Live Stock Commission Co.

FRED G. GRANTHAM
Sheep Salesman



Fred G. Grantham has charge of the sheep department for the Farmers Union at Kansas City. He has had a world of experience in the sheep business, both on the range and on the market. He has been with the firm for several years and has developed a growing and successful sheep department.

SNAPPER GARRISON
Head Hog Salesman



Harold W. Garrison, better known as "Snapper", is head hog salesman for the Farmers Union Live Stock Commission Co. at Kansas City. This is just another way of saying he is the head hog salesman in the Kansas City stock yards, for his firm, sells more car loads of hogs than any other firm at Kansas City.

F. O. STULTZ
Accountant



Fred O. Stultz has been the head of sion Co. for many years, and is a Farmers Union Live Stock Commission Co. for many years, and is a most efficient man. Under his direction, his department has come to the service the firm is able to render its customers.

JOHN R. HANNON
Butcher Salesman



John R. Hannon—Johnny, as he is called—is butcher salesman with the Farmers Union at Kansas City. He is a natural cattle salesman and knows cattle and the commission business from one end to the other. He is the man to sell your cows and yearlings.

FRED W. SEAGER
Cal. Salesman



Fred W. Seager, Farmers Union calf salesman, is another man who has been with the firm for many years. He is one of the best calf salesmen on the Kansas City yards, which accounts, in part, for the large number of calves sold by the Farmers Union.

BOB LIEURANCE
Steer Salesman



Robert Lieurance, known to the cattle trade as Bob, is stocker steer salesman for the Farmers Union. He knows cattle and is constantly building up his department. He is well known all over the Kansas City trade territory among cattle men, and is a most successful salesman.

ART H. LITTLE



Art H. Little has charge of the fat steer department of the Farmers Union firm at Kansas City. His services started the first of the year, and he comes to the Farmers Union with more than a quarter of a century experience in the cattle marketing game. He has a wide following among cattlemen, and will do much to build up the cattle business of the Farmers Union firm.

RAY F. ADAMS
Cashier



Ray F. Adams, who is the cashier of the Farmers Union live stock firm, has spent many years in the service of this firm. Until recently, he was in the accountancy department, and has shown great efficiency. He became cashier on the resignation of Wm. G. Bernhardt.

H. R. GILMORE
Prorate Dep't.



Harry Gilmore is the man who has charge of prorating shipments for the Farmers Union Live Stock firm. He is another veteran in the service and has contributed largely to the efficient service rendered by the firm.

FRANK SPARKS
Feeder Buyer



Frank Sparks is the Farmers Union stocker and feeder buyer. He has a broad acquaintance among the cattle game. In addition to buying feeder cattle for customers, he assists in sales in the yards.

NEIGHBORHOOD NOTES

(Continued from page three)
Delegates were appointed for county meeting at New Hope Local. Motion was made for adjournment and adjourned.
Meeting was then turned over to social committee. Everyone enjoyed a good time playing games.
All members are urged to be present at the regular meetings the first and third Fridays of each month.
Reporter.

Lakeside, Calif., Jan. 8, 1931.
Mr. C. A. Ward,
President Farmers Union,
Salina, Kansas;
Dear Brother:

I have thought of you many times since I have been in California and of our organization, the Jobbing House Ass'n and the Insurance Company. Remember, I am many miles away from our organization, in other words I am many miles away from home.

I have thought many times during the summer that if the members of our organization would get away from home and be put in the position I have been in for the past eight months that they would realize what their organization means to them.

In this country and not by the bushel of barley. It goes by the 100 pounds in this country and not by the bushel. Remember, I am many miles away from our organization, in other words I am many miles away from home. I have thought many times during the summer that if the members of our organization would get away from home and be put in the position I have been in for the past eight months that they would realize what their organization means to them.

Of course in different parts of California we have organizations like the Fruit Growers Organization and the Lemon Raisin Organization but nothing like the Farmers Union in the State of Kansas.
I bought \$10,000 worth of fire insurance a few days ago in the San Diego Mutual Co. I paid the same price for it as I would have paid the Farmers Union Mutual but when I had read it through I discovered that I had no fire insurance. I had no lightning, wind storm and tornado in my policy. Think of the thousands of dollars our insurance company would have saved if they had had none of these losses to pay. Not only this, but the many rebate checks we have sent to the policyholders. It would be a big saving if the company did not have these to pay.

Mr. Broom was here in August. He did not have long to visit with me. We could not talk about half the things we wanted to but Mr. Broom did find time to make a great number of the things we wanted to hear of the progress that I have been away from the state.

Two of the greatest men that have ever been in our organization, Mr. Broom and Mr. Trowbridge, stood for the principal of the organization. Many times I have heard them say, "Play the Game." The game that you could play in our organization and play it in every way possible and that is to enlarge the membership and to have the confidence of those that are now in the organization.
I have thought many times that we must leave politics out of our organization but I am very proud to say that I saw nothing of this in your state convention at McPherson.

One of my greatest desires was to be to your state convention but we are talking of trying to make it to Beloit next year.
I have been away from you people nearly 10 months and it seems to me that I can realize the need of better organization more than anyone. When you get away from your organization you will be able to see it the same way.
You have many loyal workers all over the State of Kansas and I do not hesitate to mention a few of them although I could mention a great number of men who are workers in our organization. There is T. B. Wells of Elmdale, George Peak of Erie. We have a very many good managers all over the state such as Mr. Carul, Peter Munn and John Hubert of Seldo, John Frost of Blue Rapids, Antonio Peterson of Greenleaf and also Mr. Killian, Mr. Beckman of Clay Center. These men are all good loyal workers for the organization beside many others that I have not mentioned. You will find that Mr. Broom and Mr. Spencer are working for the interests of the organization to the best advantage.

I would like to extend an invitation to any member of the Farmers Union of Kansas to come and see us if they are in this part of California. Mrs. Simpson and myself would both enjoy entertaining you here on the ranch.
Now Mr. President, if this does not reach the waste basket will try and not wait so long to write again. Mrs. Simpson and my daughter, Beulah, join me in sending the season's greetings to our many friends throughout the state. My daughter, Beulah, will take up work with the Bank of America in San Diego and likes it here very much.
Best wishes and kind regards to everyone.
CHAS. SIMPSON.

Phillipsburg, Kans., Jan. 1, 1931.
Mr. A. M. Kinney,
Salina, Kansas.

Dear Mr. Kinney:
I am enclosing a check for two dollars to pay my subscription to the Kansas Union Farmer for the years of 1930 and 1931. My dues were paid until Jan. 1, 1930 and since then I have been engaged in that hardy entitled me to membership.

A year ago I took the management of the Phillipsburg Ice Co. and in all probability will remain with them at least another year. 1930 was a very prosperous year for us and we hope 1931 may be as good.

I do not want to be without the Kansas Union Farmer as I shall always be greatly interested in the farmer's movement and desire to keep in touch with its doings. You have made the paper the best in its history and it is keeping fully abreast in the remarkable forward march of the state activities.

Wishing you and the Kansas Union Farmer a great measure of success for 1931, I remain,
Yours truly,
R. F. Anderson.

RESOLUTIONS

We, the members of Lake View Local No. 125, and Mt. Pleasant Local No. 79 in joint session, move to adopt the following resolutions: That we are opposed to any legislation at the coming session of the legislature in Kansas that will increase the taxes on the property of the owners of the property in any way, and heartily endorse Governor Reed's stand for economy; and are opposed to any increase in the gasoline tax at the present time, as we think the present tax for road purposes if properly expended will build and maintain our roads as fast as we can afford them. Also we are opposed to the issuing of or passing a law allowing the state or counties to issue bonds for the purpose of building or maintaining roads or highways in Kansas. Adopted by motion of joint meeting.

H. S. RICE, Pres.
L. CADY, Sec.

RESOLUTIONS

These Resolutions, on being presented at the Ottawa County Farmers Union meeting were unanimously adopted, and in addition to the above, the following Resolution was added:
"Resolved, that we, the Ottawa County Farmers Union, do protest against the Legislature passing any law to increase salaries of State officers."

Chas. E. Blades,
J. T. Watson,
A. P. Larson.

Also, these Resolutions were presented and considered at the Cloud County meeting on January 3 and were unanimously adopted by them.

RESOLUTION

A resolution regarding the sale of oleomargarine was passed at our meeting Friday requesting a sales tax or heavy dealers' license fee, the secretary being requested to send copy to our Representative asking him to use his influence toward the forming and passage of such a law in our state.

Music was furnished by Mr. Willis and Mr. Zerbe and refreshments of sandwiches and coffee were served by the ladies with Mrs. B. C. Hetzel as chairman.

With our more centrally located and more convenient and capacious meeting place, our strong membership and spirit of co-operation, we are looking forward to a most successful year.

Fraternally yours,
H. A. Kissinger, Treas.
Rock Creek, 2149.

Rock Creek Local 2149 met Friday evening, January 2 and voted to hold future meetings at Mud Creek Valley View club house, 7 miles southwest of Ottawa.

JOHNSON COUNTY ANNUAL MEETING

The Johnson County annual meeting will be held at Olathe, in Johnson County, on Wednesday, January 28th. The meeting will begin at 1:30 o'clock.

C. A. Ward, State President, will be the principal speaker of the afternoon.

You are urged to come and bring your neighbors.
J. L. CHANEY, Secretary.

FRANKLIN LOCAL NO. 1901
Ellsworth county met in regular session Jan. 6. It is surely splendid to see how the members turn out at meetings. We were delighted with the presence of the O. Caldwell family, Hugh Buehler and L. C. Heitschmidt and son, Morris, all of Geneseo, and Miss Ruby Rathbun of near Ellsworth, one of Ellsworth county's most popular teachers.

At this meeting plans were made to have an oyster supper at our next meeting, Jan. 20th.

Present agricultural conditions produced much spirited expression along that line. This meeting was exceptionally interesting. At 10 o'clock refreshments were served and a delightful social hour enjoyed.
MRS. O. W. HOLMES, Reporter.

F. U. INSURANCE HAS MADE GAIN

(Continued from page 1)

tire clientele, may so seriously impair our future growth that we should give them very serious consideration. If some relief is not forthcoming soon, there can only be one result. The farmers will be driven out as land owners or operators, and their places taken by large corporations. If this should happen, what would be the result? The small home owner, the country merchant, country banker, jobber, school teacher, and in most cases the minister, are a few of those who would be eliminated so far as Kansas is concerned. This would mean that the volume of insurance of all kinds would be reduced greatly, and if the farmer were not completely driven out, his buying power has already been so seriously affected that the matter has reached very serious proportions, and this means that he cannot buy insurance of any kind for the very good reason that he lacks the necessary money. It appears that no immediate relief is in sight.

Let us now consider the cause of the farmers' plight. I do not think that in either your time or mine, has there ever been a time that the farmer did not have at least one product that he could sell at a reasonable price over the cost of production, but now show me just one item that the agriculturalist of our state produces that will sell for over 75 per cent of the cost of production, to say nothing of a reasonable profit to which he is entitled. Did anyone, listening to my voice, ever hear of eggs selling at fifteen cents in December? If this is the winter price, what will be the price in the spring and early summer when production is at its maximum. This can be repeated on nearly every item that the farmer produces.

It would seem that the reason for all this is that the industrial east is determined to exterminate the American farmer as a class in order that it may obtain cheap food for its workers, that the coffers of the industrial giants may be filled to overflowing. Installments and other buying plans were urged on the people until this generation is loaded with more indebtedness than it can ever pay. Then in order to make more money to take care of these obligations, countless thousands entered the stock market, only to lose what small vestige of independence they had, after the great buying orgy was over. It was a well defined program and very well carried out to the finest detail. However, the farmer had been defrauded a number of times previous to the time the town worker met his disaster, and he had become more used to it than the city worker.

Let us suppose that eighty per cent of our farmers belonged to the Farmers Union or to other marketing organizations working in close harmony with ours, and they should decide that wheat should sell at say \$1.00 per bushel, to pay the cost of production, plus a reasonable profit. What would be the result? If the farmers through their organizations, should tell the industrial centers they could have the grain at the \$1.00 per bushel decided on, and no less, and our own laws were such that no wheat could be imported into the country until our own wheat was used up, the outcome is obvious. They would get their price just as industry does now. This could be applied to any commodity that we produce, just as we have applied it to wheat, and would put us on a parity with industry unless you would take the figures of the man who calculated the profit of a John Deere tractor, as correct. Then the price would figure \$22.00 a bushel instead of the \$1.00 we have suggested. This man endeavored to find out what wheat would sell for if the same profit it were made on wheat as on the tractor.

To do this would require at least 75 per cent of our farmers to tie up with such an organization, or an affiliation of various organizations, and this would require an immense amount of labor in the organization. However, this is not impossible and if it could be accomplished, would certainly be better than any Farm Board or any other Boards that might be established. Thus, it would seem that a farmer's future would lay in his own hands. This may be classed as a very radical suggestion on the part of some who feel that our present farm relief will eventually help the farmer, but my candid opinion of farm relief as it now exists is that the farmer will not be benefitted in the least, unless it might be in helping to build up farm organizations. However, the danger in this lies in that if the government through its farm relief agencies, helps to build up these organizations, they will still feel they should control them, which would place the farmer in a worse condition than he is in now. In all our discussions over the Farm Board however, let us not forget that the demand for farm relief at this time was brought about by various farm organizations banding themselves together in one organization known as the Corn Belt Committee. Consequently in a way, the farm organizations are responsible for the present agricultural Marketing Act, yet none of them had anything to do with writing the original bill. They might have had something to do with some of the amendments attached to the original bill, but no one connected with a farm organization ever saw the original bill until it had been drafted and perhaps already presented to the two houses of Congress. Neither did any farm organization

have anything to say about the personnel of the board.

We believe that although times are extremely hard, that the Kansas farmer needs an organization such as the Farmers Union, worse now than he has ever needed it in his life or perhaps ever will need it. The insurance organization alone can save you sufficient money on your insurance premium if you have more than four thousand dollars of insurance to place, to pay the dues for the life of the policy, and in addition, we have paid not less than 16 2-3 per cent dividends to the policyholders at the expiration of the policy on all three and five year policies written since the summer of 1918. In addition to what savings the insurance company can make, there are the other statewide organizations, including the Farmers Union Jobbing Association, the Farmers Union Live Stock Commission, and the Farmers Union Cooperative Creamery, all in the field and endeavoring to save the membership of the Kansas Farmers Union a portion of their commissions on the business furnished them. There are two other statewide organizations in the Kansas Farmers Union, the Farmers Union Auditing Association for the use of the business associations in auditing and installation of record systems and Income Tax work; and the Farmers Union Royalty Company for the pooling of all royalties for the farmer. These are all striving to save the farmer money and the years the organization has been in operation, they have helped the farmer to the extent of hundreds of thousands of dollars. It would seem that all of these things would tend to make the state organization of the Farmers Union a valuable asset for the membership over the country, as well as to the farmer who has not already affiliated himself with this organization. Our membership should remember that the Kansas Farmers Union can serve them best, and the Union needs you equally as much as you need it.

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