

The Kansas Union Farmer

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C. E. HUFF, Editor and Manager

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

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

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

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



THURSDAY, DECEMBER 13, 1928

MAURICE MAULIFFE

In the death of Maurice Mauliffe, not only does Salina county lose a pioneer citizen, but the farmers lose a valued friend. For Mr. Mauliffe was one of those who early recognized the farm problem and the dangers that were facing agriculture.

For eleven years he was president of the Kansas Farmers' Union. That work took him not only over the state, but over the country, and repeatedly he went to Washington to urge reforms in the way of agricultural legislation. In those days, 10 years ago or more, the situation did not seem serious to most of us, but the marching years have proved the soundness of much of what Mr. Mauliffe and the organization which he then headed, advocated.—Ed. in Salina Journal.

FARM PRICE SITUATION BECOMES WORSE

Immediately following the election the stock market went on a spree of such proportions as were without precedent. Spectators and investors seemed to feel that some magic power was about to be applied to industry which would give fabulous earning power to stocks. Prosperity was here to stay, they apparently believed, and any American stock purchased at any price was a rare bargain. What the result of this affair will be remains to be seen. Doubtless it will flatten out quite completely, crushing a lot of paper fortunes and their owners. But the level of prices shows no sign of declining, and will probably be but little affected.

Farm prices, since summer have declined four points to a comparative level of 86 points. The actual disadvantage of farm prices is probably much greater than is indicated in the government report, due to the relative volumes being sold at the declining and at the advancing price levels. For example, cotton, corn, wheat, meat animals and potatoes, being marketed largely are down badly. Eggs and dairy products are higher, largely because of seasonal decline in production. Higher quoted prices affect the government reports, but if they are higher because the farmer hasn't the product to sell it doesn't increase his purchasing power. A disparity of 15 or 20 per cent up against any industry will reduce it to bankruptcy within a few years.

The farm problem continues undiminished. It is a major problem—a public problem. A special session of Congress meeting at once after March fourth, should give it full consideration, and it should be adequately dealt with. Mr. Hoover should have opportunity to bring his talent to bear upon it, and to fulfill his pledges. No two-hour legislation will meet this desperate need.

THE HAIL INSURANCE SITUATION

The National Underwriters, an insurance journal, has had much to say lately about the matter of hail insurance in Kansas, and particularly as relative to the experience of mutual companies and the probable rates for 1919. Our readers will recall a recent front page article in which C. E. Brasted discussed the outstanding record made by the Farmers Union Hail Company for 1928. A late issue of the Underwriter makes the following statement:

"The five mutuals operating in Kansas were able to pay only 43 per cent of their aggregate hail losses this year. The 1928 season was the most disastrous year either the mutual or the stock companies ever had in Kansas, some of the stock companies showing a loss ratio of as high as 500 per cent in some counties."

Only One Pays

Only one of the mutual hail companies was able to pay its losses in full a only one was able to pay as much as one-half of its losses. The Farmers Union Mutual of Salina paid 100 per cent of its losses and the full salaries of every office and the regular commissions to its agents. The McPherson Hall of McPherson paid 50 per cent; the Farmers Hall of Hutchinson paid 93 1-3."

Not only were the Mutuals hard hit, with resultant loss to policy holders in all but our own, but the experience of stock companies was so disastrous that further heavy increase in rates are apt to be asked. The rates have been advancing rather steadily for the past few years, but have not kept pace with losses. At that they are proving burdensome to growers. When the farmers must give approximately one crop in eight for insurance against hail he is putting up above all that it is possible for him to pay. And he cannot do without it in most of the Western Kansas area. Of course there will be years, perhaps a series of years, in which losses will be light. Profits, at the high rate, will be enormous. Here again the Farmers Union will meet the situation to the advantage of its members. It operates on probably the lowest expense percentage by far of any

company in Kansas, and will return the surplus at once to the policy holders as it has done heretofore.

But inasmuch as no one can foretell when that season of low losses will come we are faced with an acute problem for next year. Commissioner-elect, Chas. F. Hobbs has suggested to the insurance companies a reduction in expense for 1929 by the lowering of agents' commissions. He takes the position, and fairly, that in approximately the western half of Kansas the banks and other lenders of money require the crop to be insured. The business does not have to be solicited. It comes. Usually the lender is himself agent for an insurance company, and hail commissions are an important item in income in most Western Kansas banks and in some cases equal to the banks earnings as a bank. The cost of writing the business is very small and the commissions have been high. The farmer pays it in his rate, of course. Mr. Hobbs is said to have discussed with the companies a 12 1-2 or even a 10 per cent commission in such area. Surely this would be adequate, and by this reduction we might avoid an increase for next year.

Another proposal, said to have considerable backing, is that the state go into the hail insurance business. This suggestion naturally sends chills up the backs of some very estimable insurance people. It may not be a good thing. But under the circumstances it is quite sure to be considered seriously. Of course no one, not even the state, can operate at a loss. But if insurance companies reduced their overhead to a point where they merely paid fairly for service actually rendered, applying this rule to salaries and commissions alike, it would reduce the cost by millions. And the farmer may fairly ask why he should pay more than that for protection. We believe, rather naturally, that a mutual company, honestly and economically managed, with adequate rates and an immediate return of surplus at the end of the season, is better than state insurance. But it may be wholesome for the old line companies to face this possibility this winter. It may temper their demands and improve their practices. There is a conviction, seemingly well founded, that in adjusting losses where the Farmers Union also was carrying risk, deliberate over-allowance was often made. This sometimes causes dissatisfaction with the mutual, and so result in financial gain to the stock company. It is but fair to say that often the grower, who knows how to determine hail losses, recognizes the intention and merely lifts the bait and leaves the hook. He understands.

The Underwriter has this to say about state insurance:

Kansas insurance men need to be prepared for a hard fight to prevent Kansas going into the hail insurance business. The proposition is to be presented to the legislature in January and it has already gained a large supporting contingent from members of the legislature in the western part of the state. It is probable that the Nebraska plan will be the one adopted for presentation to the Kansas legislature. In that state the assessors seek the insurance and the farmers give checks payable June 1 for the premiums and settlement on losses are made in September.

The plan is being agitated by many western Kansas farmers and the campaign for the adoption of state insurance in this state is being managed by E. D. Cooper of Liberal, chairman of the seventh district of the Kansas Association of Real Estate Boards. Some support among members of the legislature in the western part of the state has already been secured and an active campaign is now under way.

Experience Extremely Bad

Everybody seems to have suffered from the hail losses in the western half of the state in recent years. The experience last year was the worst the companies have ever had. There have been marked increases in hail rates throughout the western part of the state every year for some years and heavy losses experienced in 1928 drove some mutuals out of business and made it certain that the companies would seek large increases in rates for next year.

Those who will make the campaign for the state hail insurance on the mutual plan have been gathering much material from Nebraska, North and South Dakota and Canada. The rates in eastern Kansas have remained so low and so constant for so many years that not much support to the plan can be expected from members of that section of the state.

OUR HECTIC PROSPERITY

In a very sound and real sense America is prosperous, as compared to most other nations. But much of our flaunted and feverish wealth-getting has no solid foundation. A good deal of our industrial prosperity has been at the expense of agriculture, which has furnished food and raw materials at less than production cost. Billions in wealth has merely changed hands as a result, and we have been richer in one pocket and poorer in another.

We have made loans abroad to a total of many billions of dollars, and our commerce has increased to about the same extent. In other words we have loaned our customers money so that they could buy heavily from us, and we have made large profits on the transaction. But we cannot keep up our commerce by lending money to our customers. Some time they must pay. And then they must sell us goods both to cover interest and reduce principal, and in exchange for what they buy from us. Exports, imports and credits must in some way balance up. Prosperity has not reached the great agricultural group, and in many respects it is not on a basis to permit permanence. But such as it is we have it.

THE NORTH DAKOTA CONVENTION

The growth of the Farmers Union in the Northwest during the last three years has been little short of phenomenal. Some great leaders in that area, backed and supported by the National Farmers' Union, are carrying forward a progress of development which for soundness of arrangement and value of service rendered is probably without precedent in the history of the Union. North Dakota is central in this North West area, and altogether the work of organization was begun only three and one-half years ago, but it is the largest organization of the group—in fact is probably the largest in membership of any state in the Union. Their second annual convention was held in Jamestown, just prior to the National Convention in Denver. Secretary Brasted and I had the privilege of being in attendance,

and we found it a most interesting and enthusiastic gathering.

They had to endure about the same sort of weather as we had at Marysville, and that delayed the arrival of many delegates and doubtless kept others away. They had a total of 455 delegates, and the attendance on the second day was about 2,000. I was impressed by the fact that their great crowd was made-up of people younger by years on the average than one sees in the Convention in our older states. At that they are not without experience in the contest for farm equality, and can be counted on to remain loyal if the going ever gets bad. To speak to them was a privilege not soon to be forgotten.

The program of the Convention was Construction, and dealt with all of the activities in which they are engaged. The manager of the state mill spoke at an evening session, and a deep interest was displayed by the crowd in his report. He said that 47,000 barrels of flour had been sold within the state during the year and that the mill is making a constantly better showing financially. He also declared that their consumers are paying 90 cents per barrel less for flour than when the state mill entered the market. Governor Maddock was present. He is President of the Farmers Union in his own county, which boasts the largest membership in the state, and is a real booster. He was chosen as a delegate to the Denver Convention and there served as Chairman of the Legislative Committee. The Union in North Dakota and in the whole North West seems to have been built very solidly, even if it has been done rapidly, and it has brought into its ranks some of the ablest leaders to be found in any farm organization in any land. A great many members of the Kansas Union have met Talbott and know his driving energy, his ability and his earnestness, and will congratulate the North Dakota Union upon their ability to retain him as their leader.

Possibly the outstanding feature of the Convention was the presentation by M. W. Thatcher of his carefully developed plan of grain marketing. The Terminal Association, of which he is head, is rendering a service which probably runs beyond anything ever done heretofore by an American Co-operative society. It will handle of the 1928 crop at least 20 million bushels of wheat, and probably 25 millions. This wheat they are able to grade and blend in their own plant, and all of the grains secured through this or in selling goods directly to the grower. But Mr. Thatcher presents a plan which begins at the farm in the control of grain. He has arranged to supply steel grain tanks to their farmers, at the lowest wholesale cost and in deferred payments. Into these tanks the crop may be placed, insured, sampled for grade and quality and these facts recorded in the terminal office, and a loan made against it at a low rate of interest to cover the farmer's need for immediate cash. When the loan is made the bin will be sealed by the Local Secretary and a general security bond provided to secure the lender. The best possible place for surplus grain is on the farm. There it is of least effect on the market, both because it is farthest removed and because the quantity is least known. There it can be carried cheaper than at any other position. This plan will enable orderly marketing at the lowest cost ever provided. Undoubtedly the 1929 crop will see the plan in operation on an extensive scale and we shall be better able to judge its merits.

Altogether the Convention was a great success, and prophecies a great future for the organization. There will be difficulties to be met and differences to be harmonized in the years to come, but such a people, with such leadership, will be equal to any test.

REDUCED EXPORT GRAIN RATE REFUSED

For about a year the farm groups in the wheat belt have been trying to get a rate concession on wheat for export, similar to the Canadian rate provision. Governor-elect Clyde M. Reed and Senator Arthur Capper were vitally interested in the matter, and the Senator last May requested the Inter-state Commerce Commission to make an investigation as to the possibility of such a rate reduction. The Canadian rate gives several cents advantage to their wheat farmers in reaching the export market, and this rather directly affects our producers. We have a high tariff to protect our farmers against Canadian wheat—and it is a higher price than our own! Such a rate concession on wheat exported would be reflected in the domestic price as well. So that the farmer would benefit to that extent upon his entire crop.

But after the I. C. C. had investigated the matter fully they have advised that the thing cannot be done. Our railroads simply cannot have their revenues cut in that way. They need the money are are used to having it. And Christmas is coming on, and the coal bill and the rent to meet. Besides if you can cut the rate on anything at all you establish a bad precedent. Someone else would want it, too. And very soon the poor railroads would have no revenue at all. So the Commission says it is opposed to any reduction, but that it will go on investigating. Every Commission believes in that.

"THE BETTER WAY"

Are you footsore and weary,
Are you lonely and sad,
Do you halt on the journey each day?
You'll find it more cheery
And your heart will be glad
If you'll only let love lead the way.

If your way is uncertain
And there's a darkness o'er all,
You wonder as you look for the day
You can lift up the curtain
And her clear call
If you'll only let love lead the way.

Thou' your burdens are great
And temptations are strong,
You'll be pleased with the wages
That it will pay,
If you'll keep yourself straight
And follow all along
In the path where love leads the way.

Then, when life is ended,
You'll have nothing to fear,
And somewhere neighbors will say,
"We think he did splendid
In his Pilgrimage here,
For he always let love lead the way."
—S. T. Martin.
Route 2, Trezevant, Tenn.

REFLECTIONS

MUSSOLINI PRESERVES

FARM POPULATION

The gentle dictator is equal to every occasion. He wants more of everything—more weddings, more babies, more industrial output, more agricultural production, more black shirts, more publicity, more power. And so it all comes about.

There was a tendency for country boys to go to town. This was contrary to Benito's wish. He did not set about to make country life more attractive or profitable, of course. Dictators get results quickly and directly, not in roundabout ways. He simply ruled that before a lad may leave the farm for the city he must get permission from the police to do so. There must be a public reason, one satisfactory to the Fascist group, or else the lad stays on just where he is. He farms. There can be no farm problem in one man. Some of our reactionaries admire Mussolini and insist that America needs a dictator of his type. We do like Texas!

MIGHT BE GROWING PAINS

A man traveling in Maine met a middle-aged farmer, who said his father, ninety years old, was still on the farm where he was born. "Ninety years old, eh?" "Yes, pop is close to ninety." "Is his health good?" "That much now. He's been complainin' for a few months back." "What's the matter with him?" "I dunno; sometimes I think farmin' don't agree with him."

HAUGHTY HUGGIN

Father—"Why do you ignore that young fellow? I thought I saw you dancing with him last night." "Young Thing—" "Oh, yes, I know him quite well to dance with, but not to speak to."—Punch.

AGRICULTURE MIGHT

BE INCLUDED HERE

Edward A. Filene, widely known Boston merchant, in an address a few days ago entered a place for wider distribution of wealth. He insists upon higher wages—the putting of a larger share of industrial profits into the hands of millions of workers—as against centralizing it in the hands of a few very rich persons. This, he feels, would be wholesome and safe for our future, and of especial value to tradesmen. We quite agree, and beg to suggest that some 30 million farm folks are the most seriously underpaid class in America. They too would buy if their price permitted. Yet Mr. Filene's argument insists that there must be no increase in food prices! He is quoted as saying:

"General business can be permanently prosperous only when millions of people have buying power," he said. "Prosperity is not wealth, but buying power, and this buying power must be enjoyed, not only by a relatively few persons, but by millions of consumers."

Filene clinched this point with the observation that if merchants had a chance to distribute a billion dollars to the residents of their trade areas they would not create a thousand millionaires.

"We would, rather," he continued, "divide it up among 100,000 buyers, giving each one \$10,000, or we might decide to give \$5,000 to 200,000 buyers. But, however we divided the wealth, we would not use our opportunity to make a few millionaires, because the ordinary merchant cannot depend on the trade of the wealthy for his sales and profits."

WE OUGHT TO LOVE

THE BOLIVIANAS

The good-will tour of President-elect Hoover will be fruitful for U. S. industrial and financial interests, and, greatly worth while, just happens that all of our major efforts at opening and expanding our markets are being made in areas which produce

food supplies and raw materials and are capable potentially of consuming manufactured goods, and affording investment opportunities for foreign capital. American agriculture, if adequately protected by tariffs, will provide food for domestic use, but the manifest policy is to retain and develop the foreign market for manufacturers only. The plans do not contemplate an export of foodstuffs.

As an example of the profit possibilities in Bolivia, the Congressional Record carries a reprint of an article by Mrs. Margaret Marsh under the title "The Bankers in Bolivia."

The failure of contractors to finish their work, followed by a serious political upheaval, left a gap of 128 miles in the railway designed to connect Buenos Aires with La Paz, southern Peru and the Pacific. An American firm secured the contract to construct this mileage estimating the cost at 10 million dollars, their commission to be one million. The job was completed, and it is said that a fine piece of grading was done. But the track was poor, the protection against heavy rains insufficient, and the rolling stock entirely inadequate. The Government was compelled to spend at least another million dollars in order to make the system function. But the contractors were able, through perfectly legal manipulation of bonds, to realize a total profit of more than two and a quarter million dollars as commission for building 128 miles of railroad! About 85 per cent of the population of Bolivia is illiterate, and fully 50 per cent pitifully poor. But the vast possibilities, and we love them.

A PROPHECY

In ten years' time co-operation will be the greatest movement in the world for the amelioration of economic conditions among the masses of rural people. If it fails to reach this objective, the fault will lie with those now charged with the responsibility of directing its affairs; if it succeeds, the honor will be largely due to that great body of men and women who have been and are now unselfishly devoting themselves to the cause.—Premier Bracken.

WHY THEY KEEP THE "KEPT" PRESS

No one doubts the influence of the press as a moulder of opinion, and most people agree that a very large part of the public press serves "upsetters" primarily. What the Power Trust has done recently in seeking to influence or control texts used in our schools had already been done much more fully in the matter of our newspapers.

It has just come to my notice that the prevalence of newspaper opinion, based on circulation, is being called to the attention of Congress as proof of prevalent public opinion. The Navy League uses this method, and cites the fact that editorial comment, based on circulation, is more than 5 to 1 in favor of the 16-ship naval program. This is to assure the timid Congressman, who may be hearing from home, that such letters as they receive are not "truly reflective of informed public opinion."

If the editorial expressions of a few newspapers of great circulation are to be accepted as proof of public opinion, then the value of those papers may be much greater than has been supposed. At such a time as this, when we face the delicate task of ratifying the treaties forever renouncing war, and of passing the cruiser bill to put our navy at the head of the list, to have newspaper opinion prevalent (on a circulation basis) that we are doing the right and sensible thing ought to be worth a lot. If Congress accepts such figures showing actual public opinion, which it probably will not, then this part of the public press is well worth keeping—and interested parties will doubtless keep on keeping it.

A KANSAS CREED

We believe in Kansas, in the glory of her prairies, in the richness of her soil, in the beauty of her skies, and in the healthfulness of her climate.

We believe in the Kansas people, in their respect for law and their love of justice; in their courage and zeal; in their independence and in their devotion to uplifting influence in education and religion.

We believe in Kansas institutions; in the Kansas language and in the Kansas ideals; in her cleanliness of society, and in her demands that honor, sobriety and respect be maintained in public and private life; in her marvelous productiveness and in her wonderful future.—Charles M. Harger.

THE NINETY-AND-NINE

There are ninety and nine who labor and toil
In hunger and want and cold,
That one may live in luxury
And be wrapped in silken fold.
The ninety and nine in their hovels bare,
And one in a place of riches rare.

By the sweat of their brow the desert booms,
The forest before them falls;
Their labor has built up humble homes

And cities with lofty walls.
But the one who owns the cities, the houses, the lands
And the ninety-and-nine have empty hands.

The night may be dreary and dark and long,
Ere long shall morning bring,
When over the world the victors' song

Of the ninety-and-nine shall ring,
With an echoing cry from zone to zone
"Rejoice, for labor shall have its own!"

Recited at the British Co-op Congress by Mrs. McNair, president of the Scottish Women's Guild.

THE MORTGAGE

We worked through spring and winter, through summer and fall, but the mortgage worked the hardest and the steadiest of all; it worked on nights and Sundays; it worked each holiday; it settled down among us and it never went away. Whatever we kept from it seemed almost as a theft; it watched us every minute and it ruled us right and left. The rust and blight were with us, sometimes and sometimes not; the darkness, scowling mortgage was forever on the spot. The weeds and the cut-worm, they went as well as came; the mortgage stayed forever, eating hearty all the same; it nipped at every window, stood guard at every door; and happiness and sunshine made their home with us no more; till with failing crops and sickness we got stalled upon the grade, and there came a dark day on us when the interest was not paid, and there came a sharp foreman and a kind of lost my hold, and grew weary and discouraged and the farm was cheaply sold. The children left and scattered when the hardly yet were grown; my wife she pined and perished, and I found myself alone. What she died of was a "mystery," the doctors never knew; but I know she died of mortgage—just as well as I wanted to. If to trace a hidden sorrow were within the doctors' art, they'd have found a mortgage lying on that woman's broken heart. Worm or beetle, drouth or tempest on a farmer's land may fall, but the first-class ruination trust a mortgage against them all.—Will M. Carleton.

Each and every stockholder in The Livestock Commission Company are requested to sign and send or give his proxy to Mr. J. H. Leaire, at Mound in plenty of time before the date of the meeting in Kansas City.

The first quarterly meeting of Linn County in 1929 will be held at Cadmus on the third Wednesday, February 20th, at 8 P. M.

All officers elected please be present for installation and all union members' wives get your husband by the coat collar and bring him along to help eat the basket of goodies shared out like you have to at La Cygne today.—J. Monon Martin, County Secretary-Treasurer.

RILEY COUNTY WANTS NEW MEMBERS

At a recent meeting in Riley County it was decided to try for some new members, and they selected a group of neighbors as "victims." This of itself is most reassuring. So long as we merely hope somebody will join, nothing will happen. But when a group picks out the folks they intend to secure—then somebody is surely going to join the Farmers Union. The first step they are taking is to send the Kansas Union Farmer to this selected list.

M. Joy Hammett, Secretary of the Local, speaks a fine word for the paper and sends the list of names. We sincerely hope that these good people will be favorably impressed by the work and possibilities of the Union, and that they will join with their neighbors who now belong and who have shown this concern for them.

These new readers are Ben G. B. Clay, Henry Hoffman, Oliver Mussey and Will Hamm, of St. George; James Clark, George Umschied, George Irvine, Mrs. Ruby Weik, Father A. J. Luckey, Pat Burns, Harry Garland, of Route 5, Manhattan; Herman Werning, J. K. Brooks, C. A. Springer, J. L. Samuels, L. B. Prestwood, Fred Swaney, Van Inskeep, all on Route 4, Manhattan. They are also sending the paper to the High School library at St. George. This is a fine plan and will be fruitful.

NOTICE OF COUNTY MEETING
There will be an all-day meeting (Continued on page 4)

Neighborhood Notes

FRANKLIN LOCAL 1301

Mr. and Mrs. Cleo Rathbun were guests of Franklin Local 1301, Ellisworth county at its meeting on Dec. 4, which was interesting and fairly noted that the officers are especially faithful in their attendance at this local which continues to make progress in every desirable direction. A Christmas celebration for the children, the grown-up members and a limited number of friends was planned for our next regular meeting, Dec. 18 with several novel and interesting features to bring joy and gladness to old and young alike. We never grow too old to have the Christmas spirit. A typical Christmas dinner will be served at 7:30. Be there on time. The customary tasty luncheon was partaken of at mid-night.—Mrs. O. W. Holmes.

CRAWFORD COUNTY

QUARTERLY MEETING
Crawford County Farmers Union No. 25 will hold its Quarterly Meeting in the Strickler Hall on Tuesday, December 18th instead of the fourth Tuesday. It is the election of officers so everyone be present. Also the usual business that is to close the year's work.

George H. Hamm, Pres.
G. W. Thompson, Sec.-Treas.

MT. PLEASANT LOCAL NO. 956

Members of Mt. Pleasant Local feel very much honored to have one of our members chosen National President of the Farmers Co-operation Union. We sincerely hope that Mr. Huff fills the job as well as our most highly honored and respected Chas. S. Barrett did who turned the work over to him. We as members join in wishing him success in his new field.

LINN COUNTY HELD MEETING

Dear Sir—
I am writing you the particulars of Linn County's Fourth Quarterly Ass'n. and The Live Stock Meeting.

meeting held at LaCygne today, Dec. 6th at the C. A. R. hall.

The meeting was called to order by vice-pres. H. A. Cady.

Following the reading of minutes of previous meeting a song was sung by members. This was followed by a report of the county delegate to the state meeting, Mr. Lawhead of New Home Local, No. 1840, who gave a very interesting talk of the state meeting and urged the members to read their paper and get full benefit of the meetings.

P. C. Gerstenberger was next called on to give his opinion. He stated that they should get together like some of the northern states.

A music selection was rendered by Gertrude and Dorothy Cox, of Prairie Home Local.

Election of officers by nomination was held with results as follows: P. C. Gerstenberger, pres.; H. A. Cady, vice-pres.; V. F. Carico, sec.-treas.; Cowan Beatty, conductor; George C. Conrad, W. S. Baker, Ex. Committee for ensuing year.

After election a report of locals represented was given followed by a talk from Mr. Scheel, Life Insurance representative on insurance in the Farmers Union.

The accumulated bills were taken care of which included \$2.50 premium money to be awarded to the winning local in a contest which resulted in the Harmony Local having 23 points over the next highest, Buckeye, with 175 points.

Mr. E. L. Bullard was present with a large number of dividend checks. After giving a satisfactory talk concerning our creamery in Kansas City distributed the checks to the owners. Those not present to receive their checks may get same at the Farmers' Union Mercantile Store at La Cygne.

By motion, Mr. J. H. Leird of Blue Mound was elected delegate to Kansas City Jobbing Assn., The Produce Ass'n. and The Live Stock Meeting.

Proceedings of the 23rd State Convention of the Kansas Farmers Union

(Continued from page 1)

tion from your own capital into the pockets of your enemy. That is the question. Let me tell you this. If you will pardon me for speaking personally, I have been in this fight for 14 years. I have been with that fight. Let me tell you, you have in this country today a bloodless, smokeless revolution. This is war and you might as well meet it and know it. You are in war. You cannot fight on each side of the ditch. You are either on one side or the other. If you start to transfer you will be shot. If you are with this institution be at true. Never do anything that will cause anything unfavorable about this institution. It is too big and too grand to be a traitor to it. Fight the game clean. When we lick you, if you do go over to the other side, take your licking.

A Few Remarks by H. W. Behrens. That the operators of farms in the great, wonderful, rich country of this world, we only have 6 million out of a total of 120 million. Right here in the Mississippi basin where the great surplus are produced that feed 60,000,000 people who do not produce, there are about two and one-half million farmers. Every day I have farmers tell me, there are so many of us and we are scattered over the wide area it is impossible to organize us. Did you never stop to think the barbers fix their prices on haircuts and shaves, a commodity you can live without all your life, and they are scattered all over the world.

The 70,000 farmers in North Dakota, the 100,000 in Kansas, the 250,000 in Missouri, the 212,000 in Iowa, etc., these people have control of the wheat they produce that feeds all of these people and tell me we cannot organize this little band of farmers. When you do admit you will do it, we have as much brains as a brick layer, a barber, etc. I am not ready to admit that. These are just facts everybody ought to know. Somebody says, what is the solution? If the farmers control the surplus of this country and they can be organized, what are we going to do about it after we have an organization. Institute a sensible marketing program and feed people just like the merchant feeds you shoes and clothes, etc. Use the same program he does. The merchant learned he could fix the price, and he does. They have a uniform price on like quality of goods. You buy at the merchant's price. If you need shoes, you get a picture of him selling you 10 pairs of shoes when you only needed one pair. You have nearly solved your problem to put your goods on the market where you expect to sell at a price you will do. You are a business man. Who is your enemy and your competitor? Is it the Standard Oil Company, the Steel Trusts, General Motors, Federal Reserve Bank, or the farmer? The greatest enemy the farmer has is not his neighbor, but the man who is in the next farm. That is who it is. You have in your industry the power to tell the other fellow what to do. You people have the meat ticket in your pocket every day. That is, you have what nobody cannot live without, regardless of what other people have to sell. In my short time we lived before we ever had an auto, a telephone, a radio, and we think now they are necessities, but nobody ever lived back far enough to remember the time people did not eat. You never will live long enough to find humanity existing without eating. We are the only class of society today from the shoemaker to the standard oil and steel trusts that does not sell society the price of their products. We are the only class that does not fix a price.

We are about the silliest bunch of people ever got together on any one thing. How many of you things we do. We have a great farm organiza-

tion. I do not know what your dues are per year. In our state we have \$3.50 dues. That is almost 1-2c a day. I have been thinking a good way for us to collect our dues would be to invest in some attractive little banks and drop a penny in them every night and at the end of the year, we would have our dues. Start a savings account and pay your dues. I asked a plasterer what his dues were. I wanted to know. He pays \$3.50 per month. He thought that was cheap. I said, isn't that pretty steep? Well, he says, you know if I don't belong to the Union I would get 70c an hour. When I belong I get \$1.70. That \$3.50 brings me in \$1.00 an hour. I asked a railroad brakeman what his dues were in his organization. He said \$6.00 a month, and then we talk about \$3.50 a year. I did not ask him what it cost him to join. I was afraid to. That is about the way we learn to save and be careful of our pennies and our dollars. Think of us 25c a year into the National Treasury and we worry about it for fear somebody will run off with that little sum of money. That is one of the things that is the trouble with agriculture. We have turned our wealth of millions and millions to another class of society and allowed them to distribute it and some of them have had sticky fingers. Instead of building for ourselves, after seeing examples set by labor in this country for instance, get a cue from him and build ourselves an organization and finance it. The miners have been known to go on a strike for as much as 5 or 6 months of a year without a penny in the pocket and nothing in his hand at all except their little treasury in the Union. Suppose we took a notion to go on a strike. We have potatoes in the fields and we have milk and eggs and wheat and we have cattle and everything in the world we could eat. We could fill our baskets and go fishing every day until the strike was settled. Just like us. But, we are a funny bunch of people. We turn our commodities into cash and then we go to the market and we are too human to go on a strike. They will not do that.

Any day you want to, you can say this is the cost of a bushel of wheat, or a dozen of eggs, etc. We have a table of cost of production and we take into consideration all the things that should be in figuring costs. Figured the food you got out of your gardens. Put them into your cost bill. Figured up an average of cost of production and then says, this is the price. A neighbor said to me, do you want to starve the poor people who do not produce food commodities. I said to him, do you think if you went down town and told your merchant that you were a picture of him, he would give you a sack of flour. Suppose you told the merchant when he said the flour was \$2.00 that you would only pay \$1.00. He would not worry about it. You would pay his price. If you do not agree his price he loses sympathy with you. Why should not you fix a price. On every commodity you produce the minute you start to sell, somebody starts to fix a price. The merchant fixes the price of freight rates and all through the channels that that goods goes. Every man who touches that commodity fixes that price. Fix a price on it yourself before you start it out. A neighbor said, how many of you organization will give a sensible way of agreeing with your competitor on the next farm and in the next county. You have not organized a marketing system. We have from the shoemaker to the standard oil and steel trusts that does not sell society the price of their products. We are the only class that does not fix a price.

Farmers Win in Grain Grading

At the first meeting of the Commercial Grading Commission, created to co-operate with the U. S. Dept. of Agriculture in determining the application of the Uniform Grain Grading rules, the proposal of the Committee relative to damaged wheat was accepted by the Department. Country buyers have found that wheat in which they could find no damage and which they were buying as number two, upon inspection has been graded number five, due to odor and the technical damage. The Committee submitted an interpretation relative to discoloration and damage, as follows: "Discolored wheat that has no evidence of mold shall be placed in the class of sound wheat, the external appearance of the berry to be taken as conclusive evidence in interpreting the standards as to damaged wheat." That this is now the rule in use will be of very considerable value to growers and country handlers.

The greatest value, however, in the cheating of the new Committee lies in the fact that the inspection department will hereafter come much nearer keeping in step with changes in the character and condition of the grain from crop year to crop year. The department has been unable to adjust its rules to cover variations until the crop had passed out of first hands. Indeed it has seemed at times as though wheat was graded down for

imperfections for more than the actual commercial damage, in an attempt to penalize the farmer for producing imperfect wheat. Of course, the farmer like everyone else, ought to produce the highest quality possible. But like everyone else he should be paid for it. We want for every quality what it is worth in relation to the best. If an unfavorable harvest lowers the quality of the crop, the farmer must of course lose. But to degrade his damaged crop on technical grounds far below its commercial value is to rob him in his misfortune and enrich another at his expense. This has apparently occurred this year on the Kansas crop, and it is in order to avert a recurrence of such a thing that the committee has its largest usefulness.

Cooperative marketing has done more to improve the quality of farm products than all other agencies combined. The producer has received the better price which such products bring through his own agencies. The better price has justified the extra pains necessary to a better product. Surely we want better wheat and corn and hogs and cattle and cream and eggs. But we want for every quality what it is worth commercially worth. Let us have horse sense applied to the grading of farm crops and use hair splitting laboratory methods on germs and electrons.

that they are organic, and we must get ourselves in a position where we can demand what we want in legislative halls, both state and national, and forever quit begging for things. We must do this in order to keep our self respect," declared the chief executive.

Governor Maddock is president of the National Farmers Union and spoke of the wonderful organization that was being built up over the state and as long as the members are loyal to their organization, there will be no necessity for any one not being satisfied or for any trouble in the organization or out of it for we may go where we will as a solid phalanx and demand and these demands shall be granted, he opined.

Farmers Union Herald, St. Paul.

Aaron Spiro, a learned Jew spread single co-operative organizations from my state to the Gulf of Mexico and from the east to the west coast and in his trail is a tale of discouragements enough to drive a humorist. No matter how honestly anything of that kind is undertaken, the result is the thing the average man is going to look after. Is it sound? If not, it has not anything to stand on. Success will prove its failure. I had a chance when Aaron Spiro started with the commodity wheat organization in my state to sign a contract. I said, I am for co-operation and you do not need to have me tell you. You know this is unsound, and the nearer it comes to success, the surer it is doomed to failure. We argued that for hours and I finally convinced him I was right and he went away, and I did not sign a contract. When somebody comes to me with a contract like which have in Missouri in which all commodities are signed up alike, then you can talk to me about a contract and not a minute before. That is the commodity wheat organization. You prove that can be done and you fix a price, your competitor on the farm will get into the thing you made a success of and destroy the rest of what you started out to do. Balanced program of all commodities such as we do in the Northwest is the solution of the agricultural problem. Complete control of marketing all of these products and then you will know what is being done with it. It is not a matter of what you want, and get your price. 420,000 bushels of potatoes are in this country today and the farmer planted without any knowledge of what was going on in the production of his commodity in this country. Thousands of acres are going to waste right now. What we want to see organized is farmers in this valley so we can keep our production balanced. I do not need to go into the plan now, but I will tell you I had a question asked me this afternoon with reference to Mr. Thatcher's program, of storage on the farm. When you have that commodity out there where you can look at it, you know what is being done with it. It is where you can put your hands on it and you can say when to sell it. You talk about pooling your commodities. We had a pooling organization with 23,000 contracts and the cost of marketing that organization ran as high as 21c a bushel above the cost the old liners had been charging and we had kicked on them long enough, and yet the organization, through its faulty set up, increased the cost of marketing our commodity 21c a bushel. We have to have a business program. If we are going to solve this problem we have to work out a marketing program and then sell it. Every farmer in the Mississippi valley. We have built in 3 1/2 years some organization. The failure of co-operatives in my territory in advance of our beginning was the hardest thing we had to contend with. The organization of the Farmers Union in those sections. The failure of the wheat pool, and the egg pool and the potato pool had made it hard to organize anything. You think you have a little co-operative organization. You have a marketing program. Read just that idea. You have to have an organization to take care of the commodities in all lines in this industry. That is the trouble of single commodity pools of any kind. The marketing of the Farmers Union organization in Montana was utterly destroyed by a single commodity organization known as the wheat pool of Montana. We face all of those things in the solution of our problem. I challenge anybody to show me a

In any country that has 8 or 9 productions in competition with each other every day. In spite of all the grief our countrymen have had, we have 1,000 members of the Farmers Union in the face of the failure. We have 1-3 of the farmers of the state in a co-operative organization known as the Farmers Union. The evidence is there. We did it. In the face of these failures, we handled 8,000,000 bushels of grain last year. More than any single commodity has ever handled in the history of commodity organization. This year we will handle more than 20,000,000 bushels of grain. When the farmer stores it out on the farm, what are they going to do with it. We have a sales agency. We hire and we can fire any time we want to the experts we have to perform. We have a man, Mr. Thatcher is a hired man of the Farmers Union. I do not know what we would do without him but if he did not do the right thing, we would fire him over night. We are not building an agency where any one individual but that individual farmer right out on the farm in the northwest. That will make it staple and sound and democratic. When any of these leaders fail to perform in a business way, we give an account of themselves and complete reports of their transactions in this organization, their jobs are gone over night. You know we have a wonderful business. We have just been letting somebody else run too long. Do not pay any attention to it. We have built up a lot of co-operatives in the country. Suppose you put eggs into the incubator. Hatch out the chickens and let them grow for a while and then try to get them to roost under a hen and see how long they will do it. What is the result. After they have feathered out, you are all through. We have built a lot of local co-operatives. Hired managers who insisted you back your communities through your local and just as soon as you have deposited your commodities with him, he turns around and sends them through the hands of old chickens and we are trying to get away from. If it is good for you and me at home, it is good to go on through our own channel to the consumer. We organized our whole Farmers Union program in business, and that is why we are co-operation in the local at home and going right on through to the ultimate consumer. Retain control in the hands of those owners to the consumers who take it from your hands. We are getting some place. Our oil and bulk stations proves it. In Minnesota they organized 65 co-operative bulk stations. All a success. Not a failure. A wonderful thing. Saving thousands of dollars to the farmers. They all dealt with the same old gang.

At the National Conference

(Continued from page 1)

We wanted the office located in the territory in order that the National Secretary might devote some of his time to the actual work in the field of action.

Accordingly, the Northwest asked for one office and one officer, the Secretary-Treasurer, and James J. O'Shea of Montana to fill it. It does put the office in a remote section at this time, but it is a half-way point between St. Paul and the Pacific Ocean and our grain and livestock program compels us to march westward to Seattle before our service will be one hundred percent.

O'Shea is located where he may with least traveling expense give aid and comfort.

We put in some hard work justifying our request for the National Secretary, but we won the argument and O'Shea was elected. It is up to him to justify this election.

For National Board members, six candidates were nominated with five of them being elected. The six nominated were Chambers of Oklahoma, Brasted of Kansas, Rogers of Iowa, Howard of Colorado, Talbot of North Dakota and Keeney of Nebraska.

The first five were elected. The doubt of Nebraska was not intended to be elected. The Nebraska members would have added Keeney to the Nebraska members. Nebraska was refused a place on the Board for one reason, and one only, and that was her action in withholding the National dues until the third day of the convention.

The Board also selected Chas. S. Barrett as Washington representative with instructions to make the National Capital his headquarters. He is to devote his time to watching National legislation, and taking care of the needs of our marketing organizations, as they may be affected by legislation or department rulings.

Barrett has devoted most of his time to this work for ten years. He may now devote all of his time to such work, leaving the new National President C. E. Huff to devote his entire time to field work within the territory.

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State divisions with State programs and State legislation has been the big business of the Farmers Union as it has all farm organizations. State organizations we must have, but a marketing program must be the very nature of the case be inter-ter.

Packing plants at primary markets are interlocked in ownership, and the same is true of grain milling and marketing agencies. What the buyers have done the sellers must do, and this requires of us that we make our marketing organizations as near inter-ter as possible.

Organized buying must be met with organized selling. If one is National or interlocked through primary markets, so must be the other. As we have previously stated, the four National Conventions of the Farmers Union. We can say without doubt that the convention at Denver was the greatest in number of delegates, and in actual accomplishment and any thus far attended.

Last year it looked like a break in our ranks. This year there was manifestation of coming solidarity.

The retiring National Officers

AN EQUITABLE TAX SYSTEM

(Continued from page 1)

citizen owns and that too should be evident. The tax should be on what the citizen owns and not on what he owes.

Revised, thus, the two rules would be: Taxes should be levied in proportion to net property value. Taxes should be levied in proportion to net property income.

There is a conflict between the old and the new rule of taxation. The Federal Government has adopted the new rule. All direct taxes by the National Government are levied on property income, and not on net property value. But only a few of the states have adopted the income tax—and only in part, for state purposes only—but more are turning to it as its equity and justice are becoming more conclusive.

As the years go by the income tax will gain in favor and tend to supplant the property tax. There is some justification for a part of our tax system. The property tax is being levied on property, and then resented by the warehouse property and property held late out of business of for purely speculative purposes would almost wholly escape taxation (having little or no income), while finally the protection of the govern-

ment, and indirectly the benefit of the government's encouragement to all business. But at least 2-3rds of all taxes-school, city, township, county, as well as state, should be derived from the income tax. The supplanting of the present direct property tax by the income tax would be a very great reduction of the farmers' tax until such time as returning prosperity restored the parity between farming and other industries.

There is another point to be considered. When in time of war the government conscripts citizens to defend the state, it requires that every able bodied citizen, whether rich or poor, shall offer his life in defense of his country. So in time of peace, when the state calls for taxes to support the government, every citizen with property or income, whether rich or poor, should respond without exemption or favor.

We can now define an equitable tax system. It is a system in which all are taxed alike in proportion, based very largely upon net property, based on the total taxes being raised by a direct tax on net property value, and in which system special taxes are levied only in direct proportion to the benefits received.

were given each a beautiful watch, and a substantial present sent to their wives. Some of the writers, made among them one by the writer, which by request, we will try to reproduce. The speech was spontaneous, born of the occasion and something like the following:

"Perhaps it would come with better grace if what I am about to say were said by one who is not a member of the Farmers Union, but I cannot let this occasion pass without calling the attention of the delegates to the fact that, with respect to National President Chas. S. Barrett and National Secretary A. C. Davis, something may be said of them that is unusual.

I am familiar with the history of farm organizations. I took an active part in the old Farmers' Alliance movement of the early nineties. I know that one of the problems that has confronted all farm organizations has been to choose an honest, able and uncorruptible leadership. Other farm organizations have had a sorry experience in this respect. Barrett and Davis have been at the head of the Farmers Union for more than twenty years in all this time they have conducted their organization as a single star or blot may be found on their record.

This is a great credit to them, and to the Farmers Union. I may say more, that their record of unblemished service to their organization is perhaps unparalleled in the history of farm organizations anywhere in the world."

The National Board met on the evening following the close of the convention and re-elected Brasted Chairman.

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Livestock Market

STEERS.—Our steer market is bearish today. The plains classes are hard to move. Most of the better grades of handy weight steers are selling from \$11.00 to \$13.00. Our market Wednesday was active, and we regained part of the loss from Monday's and Tuesday's decline. The market is now around \$5.00 low on the good kinds, and around \$5.00 on the plainer kinds. Cattle and feeders steady.

COWS, HEIFERS, MIXED YEARLINGS, BULLS.—With a fair supply of killing cows and heifers here this week, our market showed a sharp reaction the past two days as compared with last week's low close. While the market is only quoted \$5.00 to \$5.50, most killing cows and heifers are going over the sales \$1.00 higher than last Friday. Canners are selling from \$5.25 to \$5.50; cutters \$5.75 to \$6.75; fair to good \$6.00 to \$8.00 and best grades \$8.50 to \$10.00. Heavy weight heifers still a little hard to move and selling about \$1.00 over cows of the same flesh and quality. Light weight killing heifers sharply higher for the week, bringing from \$9 to \$10.50, with good cows \$12.50 to \$14.00. Stock cows and heifers unchanged with the demand very

ment, and indirectly the benefit of the government's encouragement to all business. But at least 2-3rds of all taxes-school, city, township, county, as well as state, should be derived from the income tax. The supplanting of the present direct property tax by the income tax would be a very great reduction of the farmers' tax until such time as returning prosperity restored the parity between farming and other industries.

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We can now define an equitable tax system. It is a system in which all are taxed alike in proportion, based very largely upon net property, based on the total taxes being raised by a direct tax on net property value, and in which system special taxes are levied only in direct proportion to the benefits received.

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The Dry Goods Box

Maplehill, Kansas, Dec. 11, 1928

Kansas Union Farmer:

The last session of the seventeenth congress will convene in the immediate future. All eyes will be turned to see what of the promised legislation for farm relief will be put into law. Everyone expects the legislators to attempt to carry out to some extent the pre-election promises. Whatever form this legislation may take very little can be expected from it. Things will go ahead about as usual. It is not within the power of legislation to make any considerable change in conditions without a program that would be so revolutionary that it would be unacceptable to the farmer himself. It may be that some scheme of temporary relief will be put into force. If so the duration of its success will be brief. It is not in the power of government to take any industry with so many units and so diverse interests as agriculture and make a special privilege proposition of it. It may establish protective tariffs to ward off foreign competition. It may allow monopoly of natural resources. It may farm out the power to issue and regulate the value of our money. It may fix (?) rates for public utilities, but there is no scheme by which the varied and scattered farm interests may be helped until they become more highly organized. This may appear a gloomy outlook but I am sure the outlook is not so bleak as it seems. In the nature of things the farmer must be governed by the law of supply and demand. In the very nature of things he cannot regulate the supply without great danger of the national calamity which would be as evil to the farmer as to any other citizen of the nation. Being a farmer is just like being a woman. Either is justly handicapped but very necessary in the plan of creation.

There is a grave danger of farming becoming a corporate industry. Or it seems a danger to me. I am old fashioned enough to believe that the man raised close to the soil is

limited. Bulls 25c higher. Good to choice \$8.50 to 9.00; fair to good 7.75 to \$8.25; common \$6.50 to \$7.50. CALVES.—The wean calf market is \$1 higher for the week. Good to choice \$11.00 to \$13.50. Tops \$14. Fair to good \$8.00 to \$10.00. Canner calves \$6 to \$7. Medium weight and heavy killing calves steady at 50c higher. Good to choice 300-450 lb. calves \$10.50 to \$11.50. Fair to good, \$9.00 to \$10. Light weight baby beef calves weighing from 450 to 600 lb. strong to 50c higher for the week. 12.50 calves \$12.00 to 13.00. Reds 9.50 to 11.00.

HOGS.—Market fairly active, uneven, closed 10 to 15c higher than Wednesday's average. Top 8.50 on 240 to 270s. Desirable 180 to 300s, \$8.35 to 8.45. Better grades 240 to 300s, \$8.00 to 8.35. Picking sons 7.25 to 7.85. Stock pigs 10c higher \$7.00 to 7.85.

FARMERS UNION RECEIPTS IS NEARLY 8,000 CARS 1928

Business Record.—The Farmers Union handled 7,540 cars and this week's receipts will bring the total close to 8,000 loads. This is more than during the entire year 1927. For the seven years ending 1927, Farmers Union started on Chicago market gross sales amount to approximately \$85,000,000 on 44,331 cars of Cattle, Hogs and Sheep.

This wonderful growth in cooperative marketing has been possible only because Farmers Union salesmen have produced the high dollar for Cattle, Hogs and Sheep. This business has come from more than 5,000 carlot feeders of Cattle, Hogs and Sheep combined with shipment from 475 cooperative shipping associations in the corn-belt.

Farmers Union often leads Chicago market in receipts and sales of Hogs. Union ranks THIRD in receipts of Cattle and SHEEP in receipts of Sheep. Cooperative marketing through Farmers Union Live Stock Commission is certain to be the strongest factor in setting prices of live stock, and the higher prices will become a fact as the business is increased.

Farmers Union Is Your Firm Ship to your own cooperative sales live stock growers. There is no other way to able prices. There is no other way to stop market breaks and increase prices. Control of selling will stop cut-throat competition and place a profitable price on Cattle, Hogs and Sheep. This is your own firm—USE IT.

Cattle 25 to 75c above Monday. Lighter receipts improve cattle prices 25 to 75c since the break Monday. Top steers sold up to \$17.50 and yearlings brought \$16.50 to \$17.25. The bulk of steers and yearlings sold from \$12.00 to \$15.25, including a good many short-feds at \$12.50 to \$13.75. Farmers Union handled 1,100 head of cattle this week including thirteen cars of Kansas steers which brought very satisfactory prices. Cows and heifers recovered Monday's loss and sold 25 to 50c higher late in the week. Most good cows brought \$7.50 to \$9.00, butcher heifers generally \$7.50 to \$10.50. Canners and cutters 15 to 25c higher than Monday. Canners \$5.75 to \$6.00. Cutters \$5.25 to \$6.75. Demand for bulls held prices strong this week. Calves steady at \$14.00 to \$15.00 to packers outsiders up to \$15.00.

Champion Steer \$4.00 lb.—Champion Steer \$4.00 Cwt. Sale of the Champion Steer Show at International Live Stock Show established a record at \$7.00 per lb. This animal entered by 12 year old Clarence Goecke, State Center, Iowa, smashed every precedent for live stock production. Ed Hall, of Mechanicsburg, Mo., owned the prize load for Angus cattle which brought \$44.00 per cwt.

We Topped Hogs at \$8.75—Receipts steady at \$14.00 to \$15.00 to packers outsiders up to \$15.00. Four-day receipts of hogs at Chicago over 200,000 head, about double last week. Prices 25 to 35c lower. Top \$8.75 compared to \$9.00 Monday.

NEIGHBORHOOD NOTES (Continued from page 2)

of the Phillips County Farmers' Union, No. 27, at Phillipsburg, Saturday, Dec. 15th. Morning session begins at 10 o'clock sharp. Dinner served at noon. Good program. State institutions represented by D. G. Francis, and H. E. Witham. Echoes from State Convention by all Phillips Co. delegates. All locals requested to send full delegations.

W. C. Whitely, Pres. J. P. Johnson, Sec-Treas.

PLAY BY SNIPE CREEK

The young folks of Snipe Creek Farmers Union reproduced the play entitled "On Jones' Trail" at the Frost School house Thursday evening December 6, for the benefit of the members of the Summit Local and the families and friends. This play was well rendered and enjoyed by all present. After the play was sold for 50c up. After which a plate lunch was served to all present. At a late hour they all returned to their respective homes thanking the Snipe Creek young folks for their fine entertainment. Also Miss Siegf several musical numbers on the occasion between the acts of the play. Summit Local, J. D. Storz.

a better product than those raised in more artificial surroundings. I will leave it to you whether it is right or not. I also believe that the operator of a farm should be the owner. You may not agree with that. If not that is all right too. It may be that we will all quit farming and become captains of industry. The main trouble with that is, that too many farmers that start out for that goal, become captains of a wheelbarrow or first mate to a shovel. Too many leave the farm in search of greener pastures to find that poverty in a city has a greater sting than poverty in the rural areas.

The first requisite to success in cheerfulness. Let's forget to howl so much and save our breath for agitation along lines of constructive organization. I am not claiming the farmer has no right nor just cause to howl. The farmer has a right to howl at the moon but never noticed that it affected the moon.

The farmers still have enough wealth and influence to revolutionize the country for their benefit and the country's betterment. Inform the energy and sacrifice. The cause is worthy of the noblest effort. How many will say up their dues, attend their local meetings, patronize their cooperative institutions, lay plans for greater business, inform the farmers with regard to what is done, be done and how things should be done? That will be the test.

You may not like the analysis of the conditions. It may be that my logic is all false. If so, I have no one reads what I write. If anyone is interested in my attempt to express my alleged thoughts and will drop me a card to that effect, the writer will be appreciated. If no one cares I will desist. Will a sure all readers that I will not write to please them but to give expression to what appears to me to be the truth. If anyone wishes to debate any question with me, will be glad to satisfy him for "the reason for the faith that is within me."

Fraternally, C. E. Hedges.

limited. Bulls 25c higher. Good to choice \$8.50 to 9.00; fair to good 7.75 to \$8.25; common \$6.50 to \$7.50. CALVES.—The wean calf market is \$1 higher for the week. Good to choice \$11.00 to \$13.50. Tops \$14. Fair to good \$8.00 to \$10.00. Canner calves \$6 to \$7. Medium weight and heavy killing calves steady at 50c higher. Good to choice 300-450 lb. calves \$10.50 to \$11.50. Fair to good, \$9.00 to \$10. Light weight baby beef calves weighing from 450 to 600 lb. strong to 50c higher for the week. 12.50 calves \$12.00 to 13.00. Reds 9.50 to 11.00.

HOGS.—Market fairly active, uneven, closed 10 to 15c higher than Wednesday's average. Top 8.50 on 240 to 270s. Desirable 180 to 300s, \$8.35 to 8.45. Better grades 240 to 300s, \$8.00 to 8.35. Picking sons 7.25 to 7.85. Stock pigs 10c higher \$7.00 to 7.85.

FARMERS UNION RECEIPTS IS NEARLY 8,000 CARS 1928

Business Record.—The Farmers Union handled 7,540 cars and this week's receipts will bring the total close to 8,000 loads. This is more than during the entire year 1927. For the seven years ending 1927, Farmers Union started on Chicago market gross sales amount to approximately \$85,000,000 on 44,331 cars of Cattle, Hogs and Sheep.

This wonderful growth in cooperative marketing has been possible only because Farmers Union salesmen have produced the high dollar for Cattle, Hogs and Sheep. This business has come from more than 5,000 carlot feeders of Cattle, Hogs and Sheep combined with shipment from 475 cooperative shipping associations in the corn-belt.

Farmers Union often leads Chicago market in receipts and sales of Hogs. Union ranks THIRD in receipts of Cattle and SHEEP in receipts of Sheep. Cooperative marketing through Farmers Union Live Stock Commission is certain to be the strongest factor in setting prices of live stock, and the higher prices will become a fact as the business is increased.

Farmers Union Is Your Firm Ship to your own cooperative sales live stock growers. There is no other way to able prices. There is no other way to stop market breaks and increase prices. Control of selling will stop cut-throat competition and place a profitable price on Cattle, Hogs and Sheep. This is your own firm—USE IT.

Cattle 25 to 75c above Monday. Lighter receipts improve cattle prices 25 to 75c since the break Monday. Top steers sold up to \$17.50 and yearlings brought \$16.50 to \$17.25. The bulk of steers and yearlings sold from \$12.00 to \$15.25, including a good many short-feds at \$12.50 to \$13.75. Farmers Union handled 1,100 head of cattle this week including thirteen cars of Kansas steers which brought very satisfactory prices. Cows and heifers recovered Monday's loss and sold 25 to 50c higher late in the week. Most good cows brought \$7.50 to \$9.00, butcher heifers generally \$7.50 to \$10.50. Canners and cutters 15 to 25c higher than Monday. Canners \$5.75 to \$6.00. Cutters \$5.25 to \$6.75. Demand for bulls held prices strong this week. Calves steady at \$1