

THE KANSAS UNION FARMER

Organization

Education

Co-operation

VOLUME XXIII

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NUMBER 19

"Peace on Earth, Good Will Toward Men"

F. U. OFFERS A COMPLETE MARKETING PROGRAM

A Prosperous Agriculture Will Be Achieved Only thru Co-operative Effort. Address by E. F. Schiefelbusch, President Farmers Union Produce and Creamery Association, Over WIBW, Topeka, Friday, December 19th.

For the past several months through the courtesy of WIBW various officials and leaders of the Kansas Farmers Union have been telling Farmer Radio listeners about the merits of the Farmers Union as a farm organization and its various business organizations as very desirable agencies through which you may obtain your farm, property and life insurance, and cooperatively market all your farm commodities.

While I am especially interested at the present time in our produce association, which through the past six years has enjoyed a very commendable growth and which we believe is a real service institution in marketing our members' poultry and dairy products; I would rather spend the major portion of the few minutes given me to extend to every farmer in Kansas a most kind, cordial, and brotherly invitation to become members of our great farm organization. I am sure this invitation is not mine alone, but that it is extended by every member of the Kansas Farmers Union from its president down to its lowliest member. It is our desire, more, it is our prayer that you join with us for we confess that we need you all to make cooperative marketing the success it ought to be.

I was pleased to receive a letter from an old student of mine who was in my classes a quarter of a century ago and who through the years has become a worker in a farm organization in a sister state. She writes, "Our greatest disappointment is that we have not been able to induce enough farmers to come into our organization to make it possible for us to accomplish the things we are for."

The Farmers Union confesses that it needs more members, and while this is true, we are sure that you need the Farmers Union worse than it needs you. The individual has been lost in the great waves of consolidation and organization which have swept our country during the past twenty-five years. The world is thinking fast, but the spokesmen of our age in every line of endeavor are speaking the sentiments of large groups, parties, and organizations. We doubt if any individual is strong enough to accomplish much of himself, much less the Kansas Farmer. The individual who cannot blend his thought and efforts with his fellow man and in some way cooperate with him is usually considered a fanatic, a nut, or a crank.

The Farmers Union is a unique organization in that it offers a complete Cooperative Marketing program. You do not have to join a separate organization to market your grain, another for marketing dairy and poultry products, still another for marketing your live stock or get your farm insurance, for the Farmers Union program is so complete that you get all of these by joining the one organization. We feel that this is a most commendable feature and that it should appeal favorably to every farmer.

If there are any farmers in Kansas who are not acquainted with our program and who would like to become acquainted, visit some Farmers Union local and discuss the problems of agriculture with Farmers Union members in your locality, or address a letter to the state secretary, at Salina, Kansas.

There are various places in Kansas where once the Farmers Union flourished and where the locals have died out and where their business institutions have failed. In such localities these old former Union members have become discouraged and have ceased to cooperate and have discontinued their membership in our Union. If possible let us send a word of cheer and commendation to you at this Christmas time. There is an old adage which reads, "It is better to have loved and lost than never to have loved at all." We can make this equally as strong and true an adage by changing it to read, "It is better to have tried and failed than never to have tried at all." But no one can say that your efforts have been in vain, for the Farmers Union is with you, doubt profiting greatly today from the results of your experience. The only possible criticism one can make is that you failed to do according to the saying, "Try, try again." One of our greatest teachers and philosophers wrote that defeat does not consist in being knocked down but rather in the failure to get up after you are knocked down. We cannot believe that these pioneer hard working (Continued on page seven)

F. U. LIVESTOCK COMMISSION TO BROADCAST OVER WIBW

The F. U. Livestock Commission of Kansas City will have charge of the regular weekly Farmers Union hour, which will be broadcast over WIBW, Topeka, Friday night, December 26th, at eight o'clock.

PLEASE TAKE NOTICE

Information has been coming to this office to the effect that certain gentlemen are promoting a political program known as the National Producers' Alliance and that, in some instances, the inference has been that the Kansas Farmers' Union was squarely back of the movement.

I have been asked to state definitely, through the columns of this paper, that the Kansas Farmers Union is not connected in any way, with any such movement. We wish to inform our membership this matter has been discussed with some of the leaders of this movement and all are agreed that in no way, will the name of the Kansas Farmers Union, be used in this connection.

We do not wish to commend or discredit, in any way, the proposals and purposes of this movement, known as the National Producers' Alliance, but we want it made plain and definitely understood that, in no way, is the Kansas Farmers Union connected with this program. Aside from protecting our organization and membership, it is not ours to make further comment.

C. A. WARD.

BACKS FARM BOARD

Astonished That National Farmers Union Head Should Accuse Farm Board of Gambling.

Answering a statement by John A. Simpson, Oklahoma, president of the National Farmers Union, carried by the press, in which he charged the federal farm board with gambling in cotton and wheat and refers to their stabilization operations in these two commodities, Cal A. Ward, president of the Kansas Farmers Union, today declared he was "amazed and astonished at this statement coming from Simpson."

"I am not especially familiar with the cotton situation," Mr. Ward said, "but I do know and I am convinced that the fact the government a month ago entered the wheat market through the stabilization operation and bought wheat materially raised the wheat market price level and saved many business institutions from serious consequences."

"It is my firm belief that the wheat farmers of Kansas might be taking today as low as 35 cents per bushel had it not been for the farm board taking this step."

"The Kansas Farmers Union, in cooperation with Governor Reed, Senators Capper, Allen and others took the initiative about November 10 in getting the farm board to do this very thing."

"It would seem to me to be unethical on the part of President Simpson to give out publicity as above referred to. It is beyond my comprehension to feature the national president of our organization raising the question from time to time, attacking not only the farm board and its policies, but even the agricultural marketing act itself."

"Has he forgotten that the organization of which he is head has always stood for farmer-owned and farmer-controlled marketing machinery as well as our organization, always advocating and practicing co-operation? Does he not know that the agricultural marketing act provides for this very thing and its principals and policies in many respects run parallel to those of our own organization?"

"As an act of wisdom I am convinced that President Simpson might well sit down and spend more time in arranging a program that will tie all the states of the nation more solidly into a national program rather than to raise a question of controversial nature relative to the procedure of the farm board and its policies, especially so since the most of our grain producing states are definitely aligned with the farm board program. And at the present time definite alignments are being made relative to other farm commodities including dairy and poultry products and also livestock."

"We believe that the National Grain corporation set up backed by the farm board is the greatest forward step yet taken in co-operative marketing. Agricultural farm leaders who are giving this whole program definite thought and study are coming fast to the conclusion that this whole program is a constructive one and that we can strengthen its weaknesses best through loyal co-operation and work from within."

"Might I say this: The split in the Farmers Union is largely a myth. All states are going to support the National Farmers Union program. President Simpson and his followers, because of their antagonistic view, are in no position to represent those states that are definitely aligned with the farm board program. Therefore, as an act of wisdom and for stern business reasons, C. E. Huff, former national president who is so closely in touch with the farm board program was definitely designated to be our representative and spokesman in affairs in connection with the farm board."—Salina Journal.

"Peace on Earth, Good Will Toward Men"

"Peace on Earth, Good Will Toward Men."

And yet the nations arm themselves anew,
Building greater guns with which to kill;
Each striving hard the others to outdo
In making void this message of Good Will.

"Peace on Earth, Good Will Toward Men."

With all our cities held fast in the grip
Of strong armed vice, in spite of courts and law,
With tales of wrongs and crimes on every lip,
What chance to see the peace the Savior saw?

"Peace on Earth, Good Will Toward Men."

Although we boast of our great country's wealth,
We see the tillers of the gracious soil
Robbed of their rewards by legal stealth;
Their living taken as the gamblers' spoil.

"Peace on Earth, Good Will Toward Men."

This message is a painful tragic jest
To men who walk the streets in search of work
That they may keep the ones they love the best,
And save them from starvation's dreadful murk.

"Peace on Earth, Good Will Toward Men."

Sometime this message will be understood;
When competition for the means of life
Gives way to human love and brotherhood,
And justice reigns instead of brutal strife.

A. M. KINNEY

Significance of Christmas

To the many, many thousands of our members and readers throughout the length and breadth of the state, we wish the Season's Greetings—a Merry Christmas and Happy New Year.

Another year is fast drawing to a close. Amidst all of the disappointments and sad experiences that have been ours, yet there is much to be thankful for and truly, we should appreciate the Christmas spirit. I wish it were possible to visit every Farmers Union home in the state and personally shake hands and exchange the season's greetings. This is impossible but I am fully conscious of the season's spirit that should predominate in every individual and home.

It is a noble instinct of the soul and of the ages, that at this season of the year, we should give gifts and bestow tokens of love to our friends. The Christmas spirit dispels sorrow and brings joy. It is a time, in many instances, of happy re-unions.

The greatest gift and the foundation of the occasion, was the Holy Child, born in a manger. Of special significance is Christmas to little children. They are gladdened and made happy many days in advance of the event itself, in anticipation of the gifts they will receive.

The Christmas spirit is an occasion of forming new resolutions. We are determined to aspire to higher ideals. We resolve that the Golden Rule will be applied to our lives. The Christmas spirit stimulates the deepening of actual sincerity and from sincerity we express, by loving tokens and gifts, the deepest emotions of our souls.

The monster evil of selfishness fades away and is dispelled, under the true Christmas spirit. At this season of the year, we are influenced to reach out in helpfulness and service to others. "It is more blessed to give than to receive."

The year 1930 has been very outstanding from many angles. Depression and unrest are evident even to the ends of the earth. Truly, we are in stirring times. There is much want and suffering. Hundreds of thousands of little children are under-fed and under-nourished. Thousands of men are tragically looking for work but are seeking in vain. This condition brings much suffering and confronts the whole country with serious social and economic problems. The general condition of the times stimulates crime and it is outstanding everywhere.

"Peace on earth and good will toward men", has for many centuries been the watchword of the nations. And yet, men in all walks of life have never understood its significance and meaning. Selfishness, avarice, and greed are swaying men's lives and in many instances the contributions bestowed by men of this class are only for the gratifying of the selfish interests of a few, losing sight of the teeming millions who were created with equal rights toward those things that really make life worth while.

We proclaim from the house-tops, "good will toward men", and yet, the words of Emerson come home to us, "What you do thunders so loud that I can't hear what you say."

It is to be hoped that all men and all nations will catch the spirit of the Prince of Peace, the wonderful Counselor, to the extent that our social, economic, moral and spiritual needs may be well supplied and that instead of inequality, sorrow and disappointment, will come joy, happiness, peace and life.

The true Christmas spirit grips our hearts and lives in advance of all of these.

"Tell me not, in mournful numbers,
Life is but an empty dream—I
For the soul is dead that slumbers,
And things are not what they seem."

Life is real! Life is earnest!
And the grave is not its goal;
Dust thou art, to dust returnest,
Was not spoken of the soul."

CAL A. WARD.

NOTICE LOCAL SECRETARIES

The dues for 1931 are owing January 1st. You will collect from each adult dues paying member for 1931, dues \$2.75. Of this amount, remit \$1.95 to the State Office and retain in the local treasury 80 cents.

KANSAS REDUCES WHEAT ACREAGE ONE PER CENT

Condition of Western Kansas Wheat Very Favorable, Says U. S. Department of Agriculture.

Only one per cent less wheat was sown in Kansas this fall than in the fall of 1929, according to F. K. Reed of the U. S. Department of Agriculture and J. C. Mohler of the Kansas State Board of Agriculture. The area totals 12,225,000 acres compared with 12,363,000 acres the revised estimate of sowings last fall and 12,083,000 acres sown in the fall of 1928. Scattered counties in the western two thirds of the state planted a larger acreage this fall than last but most of them reduced acreage slightly. Most of the counties in eastern Kansas planted fewer acres. The acreage of rye was increased 28 per cent and now totals 32,000 acres compared with 25,000 acres sown in the fall of 1929. The condition of wheat December 1 was 90 per cent of normal compared with 92 per cent last December and 79.4 per cent the 1924-28 average. The condition of rye was 92 per cent of normal on December 1 compared with 91 per cent last December.

Kansas farmers planted 124,000 acres less wheat this fall than last when the acreage was the second largest on record. The 1929 plantings, however, are above the 1924-28 average of 11,786,000 acres, and larger than the area planted in the full of 1928. The condition of the growing crop is excellent and soil moisture is adequate which is conducive to a probable minimum of winterkill.

Wheat has furnished excellent pasture during the fall months and has made unusual growth. This condition of the principal wheat producing territory. The condition of the crop in nearly all northwest and west central counties is above the state average while most of the counties in the southwest and southcentral areas are below the state average. In very few counties in the state, however, can it be said that the crop is not in a better than average condition for entering the winter.

The final estimate of Kansas 1930 wheat production is 158,422,000 bushels which compares with 154,902,000 bushels the preliminary estimate of August 1, and 137,712,000 bushels produced last year.

Jobbing Association Is Doing a Brisk Business

Corn Coming From Western Nebraska and Going Back to Elevators for Feeding.

Although this is considered a comparatively quiet time of year for the Farmers Union Jobbing Association, officials of the firm report that the volume of business is picking up some at present.

The wheat business being handled by the Jobbing Association is virtually all on consignment at present. Considerable corn is coming in from western Nebraska and southcentral in Kansas, and is going out to different elevators. A fair volume of hay is being handled, as well as of commercial feeds.

While trade in coal is fairly brisk, the absence of any prolonged cold weather so far this fall or winter has had a tendency to cut down the volume of trade in this commodity. Virtually all the Farmers Union stores throughout the state, which are handling coal through the Jobbing Association, are stocked up at present. A severe cold period, which is likely to come at any time at this season, would, of course, cause trade in coal to take on more action.—Cooperator.

The Week With Our State Leaders

Cal A. Ward and A. M. Kinney, State President and Secretary of the Kansas Farmers Union, spent Saturday, December 20th, in Kansas City in conference with representatives of the Federal Farm Board.

Monday, December 22nd, Mr. Ward and Mr. Kinney attended a meeting of the Committee of Farm Organizations, in Topeka, where matters of state legislation were discussed. Tuesday, December 23rd, they were present at a meeting of the general tax committee of the Kansas Chamber of Commerce, of which Mr. Ward is a member. Wednesday, December 24th, Mr. Ward will attend various other conferences in Topeka. He plans to spend the Christmas holidays in Lone Star, which was formerly his home. Mr. Kinney will spend the holiday season at his home in Salina.

STABILIZATION IS THE REMEDY MILNOR STATES

Tells How It Affects the Wheat Market, Not On World Basis. Just As Tariff Keeps Out Cheap Imports So Cheap World Wheat Must Not Dictate Our Price, He Says In Interview.

By WALTER BROWN
CHICAGO, Dec. 17 (AP)—At the head desk of the government-financed stabilization corporation, which has bulwarked the wheat market of the United States against world depression, is George S. Milnor, quiet, urbane, confident—a composite of thousands of successful business men in thousands of small cities.

Possibly none ever entered the famous Chicago wheat "pit" with more millions of dollars at his command, and greater freedom to use them. Certainly no trader ever had a more peculiar commission—halting the downward trend of wheat despite prices in Winnipeg, Liverpool, Buenos Aires and other foreign markets.

Began At the Bottom
Milnor is from Alton, Ill. He began at the bottom with the Sparks Milling company there about 20 years ago. He resigned its presidency early this year to succeed William G. Kellogg as general manager of the stabilization corporation.

Since the middle of November the stabilization corporation has kept the December price above 73 cents while elsewhere in the world wheat markets it has been dropping steadily downward. How many million bushels of wheat it has bought only Milnor, Chairman Legge of the farm board and a few other high-ranking government officials know. And they are not telling.

"How are things going, Mr. Milnor," he was asked.

"Perfect," was his quiet reply, "just perfect."

"Have you stabilized wheat prices?" "Well, we believe we have for this year, anyway," in the same quiet tone.

Not On World Basis

"We don't pretend to affect world supply, demand or price. As a matter of fact the price of wheat in the United States is not fixed by the world market. This country is not on a world basis in anything."

"If I have somebody come in here to paint my office he is not paid on the basis of what a painter receives in Europe."

"The immigration laws stop the European painter from coming in. The tariff protects the manufacturer. We believe the farm relief laws do the same for the farmer."

Mr. Milnor related how on November 17 with December deliveries at 73 cents, the stabilization corporation decided to strengthen the market. "We gave orders to buy all offerings at 73 cents. And we bought them; had storage facilities for them and halted the downward course."

Just the fact that the agency would take all deliveries, he explained, had a steadying effect. Again this week Milnor's agents were in the "pit." "There have been times during the past month that the 'spread' between Chicago and other world markets was 20 to 25 cents a bushel,"—Salina Journal.

No Dividends Allowed Members Having 1930 Dues in Arrears

SALINA, Kans., Dec. 20—All shippers to the Farmers Union Live Stock Commission of South St. Joe, Missouri, will bear in mind the ruling of the U. S. Department of Agriculture, that dues must be paid by the time the records are checked on January 1st, or no rebate will be given.

Inquire of your local Secretary regarding remittance of your 1930 dues to this office. Shortly after January 1st, the Manager of the Farmers Union Live Stock Commission of South St. Joe will submit to this office lists of shippers. This office will check our records and those members shown as being in good standing with 1930 dues paid, will receive dividends on commissions paid.

Aladdin Chosen Official Hotel

A good many of our members have suggested that it would be a fine thing if a certain hotel in Kansas City was designated as our official hotel. With this in mind, some investigation has been made and we are suggesting that our people stop at the Aladdin, just south of Twelfth Street, on Wyandotte. The management has proposed a reduced rate provided we identify ourselves with our Union card. Meet your friends at the Aladdin.

C. A. W.

F. U. Auditing Secures City of Salina Audit

SALINA, Kans., Dec. 20—The Farmers Union Auditing Association has secured the audit of the Salina County records for the past two years. They will also make the annual audit of the City of Salina and the City of Salina Water Works records for the year 1930. T. B. Dunn, Manager, reported today.

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A. M. Kinney, Editor and Manager
Mary Riley, Assistant Editor

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

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

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

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SALINA, KANSAS, THURSDAY, DECEMBER 25, 1930

EMPTY STOCKINGS

How many empty stockings will there be next Thursday morning? One is too many, and there will be more than that. Christmas should be the happiest day in the year for children; it can be the most miserable if Santa Claus doesn't stop.

Farm children will fare better than many city children this year, yet in some farm communities there are families that through misfortune of some sort won't be able to make much of a Christmas for their children. Find out, in these last days before Christmas, if there is a family like this in your neighborhood.

We know of farm families that go farther than this. When they go to town this month, they load up the back of the car with potatoes, apples, some jars of fruit, perhaps a chicken or two or a few cuts of pork from the recent butchering. Sometimes they know of families that need help; sometimes they leave the supplies with the town's welfare workers. In either case, some family whose wage-earner is out of a job gets a few good meals for a change.

In the long run, our responsibility doesn't end even here. Farmers went through this depression before city people did. They have had more time to contemplate the paradox of a social system that can show warehouses bursting with food and goods and millions suffering with hunger and cold. It is the farmer's duty to continue to work for the program already outlined by the Farmers' Union and the Grange—public works for the unemployed, the raising of the price level, and readjustments of all sorts to increase the buying power of the general public.

We want people to be happy Christmas week. It seems terrible to us that, on Christmas, families should be homeless, hungry and desperate, that children should lack not only Christmas presents but warm clothes and nourishing food. Is it any less terrible that in the other fifty-one weeks of the year millions continue to suffer want in spite of a production system geared high enough to satisfy all their needs?

The Christmas spirit will lead every farm community to take care of its own unfortunate this week. It will lead many to help the unemployed in nearby cities. It should unite all of us, town and country both, in a continuous fury of indignation against the social stupidity that permits the gifts of the good God to be withheld from His children.—Wallace's Farmer.

GOAL IS TO INCREASE FARM PROFIT

BY ARTHUR M. HYDE

Secretary of Agriculture

The final measure of agriculture improvement must be a rise in the average net farm income. There is no other satisfactory criterion. Productivity will not do, nor a rise in the quality or variety of the things produced. Nor is it admissible to be satisfied with figures showing increased investments in agricultural land or plant. Unless gain in these respects is translated into income, it is illusory from the standpoint of the working farmer. Net income, as every farmer knows, depends on two factors—costs of production and prices received. These factors vary in relative importance with circumstances, and circumstances determine which should be most emphasized at any given moment. At present, the price factor is predominant. Production in many lines is excessive, demand has shrunk somewhat, and farm commodity prices are at a heavy disparity with the prices of other goods. That is why I emphasize the supreme importance of production adjustments as a means of affecting profits favorably.

It goes without saying, however, that the other factor in net income, production costs, remains important, no matter how greatly it may temporarily be overshadowed by the price situation. Action taken to control the volume of production cannot save the consistently high-cost producer. He must either get out or accept a low standard of living. If prices should show a downward trend in the next few years, not necessarily downward from the low point of the summer of 1930 but downward in the sense that the peak of the next price cycle is not as high as the peaks of the preceding ones, efficiency in farming, to keep costs down, will be more imperative than ever. So much progress in individual efficiency has been made by American farmers in recent years, however, that repetition of its value seems unnecessary. Rising output per man engaged in agriculture shows clearly that American farmers understand the importance of keeping down their costs of production. There is one point about the subject of efficiency that may need to be emphasized. Increasing efficiency is not in contradiction with the need for reducing production. Sometimes it is accompanied by increased output, but that is not an inevitable relationship. Efficiency should reduce costs of production, while organization regulates the total volume. These two principles, far from being antagonistic, are the twin pillars of agricultural prosperity.—Kansas Farmer.

BUY MORE WHEAT

The Federal Farm Board bought about 60,000,000 bushels of wheat last spring with the hope of maintaining a fair price for the farmer. It continued to drop in price and the Board soon stopped buying. Last month wheat prices reached levels not seen since 1898, 1902, and 1905.

The Board has bought additional wheat during the past month or two, hoping to stabilize the market and prevent its complete demoralization. As a result of its activities in the grain business the Board has been severely criticized by the grain trade. This is to be expected. Profits will be taken from the grain speculators and given to the farmers who have produced the wheat. The Board should purchase sufficient quantity of wheat to make it possible for the wheat growers to sell to advantage.

One of the objects of orderly marketing is to place products on the market as they are needed so that prices will not be lowered unduly. Wheat should be purchased by the Board and held till reasonable prices can be secured. If the holding of this wheat in storage, however, lends to depressed prices, it should be sold for livestock feed, fertilizer, etc., so that it will not come in direct competition with wheat sold for milling purposes. This should be done even though it is necessary to do so at a loss. If the Agricultural Marketing Act will not allow such a procedure, then the law should be changed to make it legal.

If the Board should lose money in the wheat-trading operations and the treasury of the United States must make good the loss, it would not be a new thing in federal favors. The government is spending money to enforce the tariff and immigration laws, without undue criticism from the people. Tariff is government aid to "infant" industries that have grown mature and opulent through protection. Labor has its immigration law to assist it in becoming great and powerful and the government enforces the law with tax money. Why should not the farmer participate?

The Board should buy more wheat.—Southern Planter.

THE PRESIDENT'S COLUMN

C. A. WARD

JOINT BOARD MEETING HELD AT SALINA, MONDAY AND TUESDAY, DECEMBER 15 AND 16

The Directors and Managers of the Kansas Farmers Union state wide business activities, including the directors of the state organization itself, as well as several others of our membership, who are keenly interested in our program, met on the above mentioned dates to consider and discuss matters of state wide and national importance, relative to our organization.

I am sure that our membership is perfectly aware and somewhat familiar with the many problems that must naturally confront an organization so large as ours and most assuredly these issues must be squarely met in order that all the machinery will function properly and that the various local, county and state wide groups, will sustain their proper relationship, to one another and the parent organization itself.

With this as a starting point, some sixty or seventy directors and managers are discussing and planning those principals and fundamentals that have to do with our growth and progress.

May I say now, that the most cordial feeling and sentiment was evident throughout these sessions. It is characteristic of our groups that we have differences and that we speak squarely from the shoulder and are frank in making out wishes known but it is to be observed that when the discussion is ended and action is taken, that most usually we are all of one accord in going forward.

ORGANIZATION DISCUSSED

The serious financial situation that Agriculture finds itself in, coupled with general depression everywhere, has a certain bearing upon maintaining our membership as well as adding new ones to our Roll. We reckoned with this situation and I believe that definite planning and perhaps much encouragement will be needed in order to maintain our present membership and add new members to our lists in large numbers. Your leaders are fully conscious of the situation and conditions that exist out on the farms. We also realize that the thing most needed, looking toward a solution of some of these ills, is that farmers everywhere tie themselves together in organizations to the extent that their voices may be heard in defense of their own problems. The various state wide business groups are getting squarely back of our organization program. To be definite, we had hopes that we might be able to maintain a couple of crews of two each, throughout the year, for organization work. The present commodity price levels on some of the farmers' products, are such that it will be sometime before all of our groups know definitely as to what the final audits of the year will reveal. At any rate we are going to exert every effort to increase our membership substantially. I am giving some of my time the next few days will gathering data and information and working on a plan which we feel will assist us very much in this organization work. May I say, in this connection, that the counties and locals can be of invaluable assistance in this work through proper organization and cooperation when our organizers come into your communities and we want it understood that your State officials are going to leave no stone unturned, to bring about worth while accomplishments.

PUBLICITY

Some considerable time at this meeting was spent in discussing publicity. The radio is a well recognized avenue of worth while publicity and through this channel many business concerns have operated in a way that has brought them splendid financial returns. It might be of interest to our membership to know that we are contemplating regular publicity three times each day over broadcasting station WBW, at Topeka. It is hoped that final details may be worked out in the immediate future and that we may be on the air somewhere around the first of the year. A representative of this station appeared before our meeting and discussed at length with us the advisability from many angles, of such a publicity program. From a business standpoint, it is believed that the reputation and worth whiteness of our organization, and various business groups is well known in most sections of the country. We have a real program and want the farmers of the state to know more about it. We have passed through the experimental stage and as anyone other sound financial business institution, know something of the benefits derived by being associated with us. Every program should stress the necessity of belonging to the Farmers Union.

Your State Secretary, Mr. Kinney, will specialize even more in the future than he has in the past in making our paper a real success financially and otherwise. He has done splendidly with the assistance of the staff and feels that there are yet greater possibilities ahead. Your suggestions are always timely and in place.

The writer has been placed definitely in charge of the organization work, and of course we know, it is a man's job. It is my purpose in a general way, to assist in the arranging of the county drives for membership and appear at some of the larger group meetings. It may be, that I will be compelled to ease up considerably in my program for the next year. I am your servant, but the boundaries and limitations of one's physical possibilities are sometimes quite definitely drawn.

We feel sure that the entire organization will cooperate and assist to the extent that the year 1931 will prove a very successful one for the Kansas Farmers Union.

THE INSURANCE CORNER

By CHARLES A. BROOM, Secretary

By the time this paper reaches you, Christmas will be at hand. Therefore, it is fitting that we recognize this holiday time.

During the past year we have had the usual ups and downs connected with business, but when all is summed up, we have much to be thankful for. We are hoping that all of our friends will be filled with the Christmas spirit, and that the coming year will have many good things in store for all of us.

NEIGHBORHOOD NOTES

DOUGLAS CO. FARMERS UNION HAS ITS ANNUAL BARBECUE

Your State Secretary, A. M. Kinney, Miss Pauline Cowger, assistant to the secretary, and myself, left Salina bright and early Saturday morning, December 13th, to attend the annual meeting and barbecue of the Douglas County Farmers Union, at Lone Star. We—Miss Cowger and myself—had received a personal and pressing invitation to attend this meeting which we were told was to be on December 20th, while we were at the State Convention at McPherson, from Mr. James W. Anderson. While an attempt was made to mislead us by putting the date ahead to Saturday, December 13th, we noticed it in time and succeeded in arriving in plenty of time for dinner.

And what a dinner! Just to make everyone who wasn't there envious, I'm going to list just a few of the dishes that simply packed the long tables. First of all, there was the delicious meat, which had been barbecued and with which had been cooked in some way, I don't know, but it was really something to see! Then there was cranberry sauce, jellies and jams of every description, celery, every sort of pickle, the most wonderful gravy and the best coffee I've ever had.

Almost the best thing there, to my mind, and one which I deserve a whole paragraph to itself, was the home made bread! Really, if a piece of it without a crust had been put side by side with a piece of angel food cake, you couldn't tell without tasting it, which was the cake! I am firmly convinced that there would be no wheat surplus, if all of our families, rural and urban, had bread like this to eat every meal. I had three pieces myself—and I don't eat three pieces of ordinary baker's bread in a week.

Then, there were cakes of every description—white cakes, with thick white icing, simply covered with walnuts, nutmegs, Spice cakes, with creamy fudge frosting. Beautiful pink and white marble cakes and the best Devil's food—I had a piece of each, so I can speak from experience. And the pie—buttercream, covered with a feathery meringue from which tiny golden beads of moisture had escaped. Old fashioned apple pie—spicy and with lots and lots of apples. I can only summarize by saying that I've never had such a meal—and that I'd drive 150 miles any time, for one even half as good!

The annual meeting for the election of officers was held after dinner.

The first thing on the program was the report of the Secretary-Treasurer, Mr. H. H. Hill, which stated that the county funds were in excellent condition. This was followed by the report of the Auditing Committee.

Mr. B. A. Hammond, President of the county organization and delegate to the state convention, gave a most interesting report of the Convention. He spoke of the harmony which prevailed there among the delegates and complimented the city of McPherson highly upon the way it had handled the Convention.

The election of officers was the next thing on the program. All of the officers were re-elected, with the exception of Mr. Illian, who asked to be relieved. Mr. George H. Buttel was elected in his place.

Mr. Anderson, Chairman of the Resolutions Committee brought in the Committee's report which, after much discussion was adopted. The various items mentioned in this report follow:

1. The meeting renews its faith in the Farm Board and endorses the sentiment of the State Organization that no changes should be made in the Agricultural Marketing Act at this time.

2. The Graduated Income Tax law is strongly recommended and a request made that the State Organization use its influence in seeing that such a law is again brought before the State legislature in the coming session.

3. The organization is opposed to the proposed county road unit taking over the township roads, and asks that petition of remonstrance be circulated against the proposed county road unit.

4. Recommend an oleomargarine law such as now in force and active in the state of Montana.

Mr. Kinney was introduced following the adoption of these Resolutions. He made an interesting speech, touching on the National Convention at St. Paul and its outcome, the State Organization and various phases of the farm problem, especially that relating to the decrease in our rural and small town population.

Other speeches were made by George W. Hobbs, Manager Farmers Union Livestock Commission, H. E. Witham, General Manager Farmers Union Jobbing Association and Floyd H. Lynn, Editor of the Co-Operator.

We left the meeting most regretfully and we hope that we didn't eat too much—we'll be invited next year, perhaps!

Aunt Patience.

CENTENNIAL LOCAL PUTS ON NOVEL PROGRAM AT F. U. MEETING

On December 8th, Centennial Local, of which Mr. Charles Swick is president and North Union Local, of McPherson county, met at North Union school house. Centennial Local furnished the program, and North Union, the food, which consisted of sandwiches, cookies and coffee.

The clever program which had been arranged was most unusual and was very much enjoyed by those present. A broadcasting studio was its supposed scene and Mr. Otis Decker, of Centennial Local, was cast in the role of announcer. The following were the numbers which he introduced:

Mrs. Leon D. Bridgens and Mrs. E. W. Bamfield, Duet.

A. E. Nichols, Reading.

Donald Swick and Frances Garrett, Duet.

Laurel Fields, Reading.

Carl Johnson, Ventriloquist.

YEARLY MEETING

Randolph, Kans., Dec. 15, 1930. The Fancy Creek local No. 1610

met in Randolph and elected the following officers:

C. F. Peter, President.
C. E. Amnell, Vice President.
Carl L. Valine, Sec'y-Treas.
Leslie Anderson, Conductor.
R. E. Anderson, Doorkeeper.
T. H. Arnold, J. A. Amnell and Oscar Carlson, executive committee.
CARL L. VALINE, Sec'y-Treas.

DANE LOCAL NO. 546

Greenleaf, Kans., Dec. 18, 1930.

Mr. Kinney, Editor;

Dear Sir:

Had another good meeting last evening, Dec. 17. Our county president, Mr. Weisbe, was there. Put on several good stunts for the children, had several good caricatures to illustrate from. Sure was a house full.

MRS. H. JORGENSEN, Corr. Sec'y.

R. R. 2, Greenleaf, Kansas.

NORTH STAR FARMERS UNION

The North Star Farmers Union met in regular session Dec. 12 with a large crowd present to enjoy this splendid meeting.

The house was called to order by the president, and the meeting opened by community singing.

The committee in charge of the program had arranged the following:

A playlet song—"Hans and Hilda," presented by the pupils of the North Star school.

A paper, "Believe It or Not," by Mrs. R. E. Burkhal.

Music by the old-time fiddlers of Stafford, composed of Ves Bonner, Will Garry, A. Jaster, Will Hicks, Wilbur Lamb and Dave Scollinsky.

Reading, "A Wonderful Christmas" by Jimmie McCune.

A song, "Looking for Santa Claus" by the North Star school.

Paper, "The Santa Fe Trail," by Mrs. W. T. Nelson.

The program was followed by the business session, and the election of officers for the coming year. Those being elected were:

B. E. Winchester, president.

R. E. Burkhal, vice-president.

I. B. Amend, secretary and treasurer.

Homer Fortner, doorkeeper.

Charles Kirkpatrick, conductor.

Joe Dale, business manager.

Frank Garry, Mrs. Herve Prentice, and C. V. Cline, executive committee.

J. E. Guyer, lecturer and organizer.

Mrs. Herve Prentice, reporter.

Mr. and Mrs. W. T. Nelson, executive office from this Local for the county.

Reports of the county meeting were given by D. Vice, W. T. Buckle, and Mr. and Mrs. B. E. Winchester.

Talk by county commissioner I. B. Amend upon the bounty question, and the eradication of the different pests that are detrimental to the farmer.

This was followed by more music from the Old Time Fiddlers, after which all passed to the basement where delicious refreshments were served to all present.

The next regular meeting will be Dec. 26.

MRS. HERVE PRENTICE, Reporter.

Dec. 16, 1930

Herrington, Kans., Dec. 16, 1930

Mr. A. M. Kinney, Salina, Kans.

Dear Sir:

We had another good meeting Dec. 11 and you can see by the report I am sending in that we are getting a good start for the New Year.

We were sorry that President Ward was not able to be with us. But we were glad that you sent Rex Lear. For he certainly made us a fine talk and every one there enjoyed it.

I don't think you need be afraid to send him out any place. Our next meeting night will be Jan. 8th and we are planning on it being a social meeting. Also installation of officers.

Thanking you, I am, yours truly, Loren Edditt, Local Treas.

PLEASANT VALLEY WILL HAVE MEMBERSHIP DRIVE

Pleasant Valley, Douglas Co., Kans.

Mr. A. M. Kinney, Sec. of State Union

Dear Sir and Brother:

We have decided to put on a drive for new members and reinstate some of the old ones and on Friday, January 23rd, we want you to come and bring Bro. Broom and do not forget the ladies. We are going to put on a big oyster supper. Some if not all the boys from the city are coming and will bring the oysters. And say, boy, we are going to have the biggest time Pleasant Valley has seen in a long time, do not forget the date and put in the paper at the proper time.

N. B. I received your letter saying you added those names to the mailing list of our paper. Thanks a lot, Mr. Kinney.

Yours for cooperation, A. L. Holcom, R. 6.

OPENING SPEECH AT THE BROWN CO. F. U. DEC. 12, 1930

Ladies and Gentlemen:

Let me step onto the other side of the picture a minute.

Many of our absolute necessities are much cheaper than before the war. For instance, automobiles, radios, wheat is now 21c lower. Corn is higher, likewise potatoes, apples, butter, eggs, chickens, hogs, beef cattle, milk cows, while horses are about half price, but we don't raise them any more so the cheaper they are the better team we can own. The high cost of labor living makes much of the

Price List of Local Supplies

Application cards.....20 for 5c

Credential blanks.....10 for 5c

Dimit blanks.....15 for 10c

Constitutions.....5c

Local Sec'y Receipt Books 25c

Secretary's Minute Books.....50c

Farmers Union Buttons.....25c

Cash Must Accompany Order. This is Necessary to Save Expense in Postage and Labor.

WRITE A. M. KINNEY, Box 51, Salina, Kansas.

KANSAS UNION FARMER WEEKLY EXCHANGE

If members of the Union have anything to sell or exchange, they should advertise in this department. Rate: 2 cents a word per issue. If run 4 times 10c per word for the four issues. Count words in heading, as "For Sale," or "Wanted to Buy," and each initial or figure in the address. Compound words count as two words. CASH MUST ACCOMPANY ORDER—TRY THIS DEPARTMENT—IT WILL PAY YOU.

CLASSIFIED ADVERTISING

WANTED

WANTED—Position as bookkeeper. Prefer with Farmers Union. Five years experience.—Miss Grace Varian, Kheald.

WANTED TO BUY. Indiana Cattle. Chester Chapman, Ellsworth, Kans.

SHIP YOUR FURS TO J. E. Green Fur Co., 301 East 1st St., Topeka, Kansas, for highest prices, fastest grades. Write for price list.

AGENTS WANTED to sell polishing cream: removes tarnish from all metals without the use of liquid. Sample mailed 25 cents.—Clark's Specialty Sales, Granite Falls, Minnesota.

FOR SALE

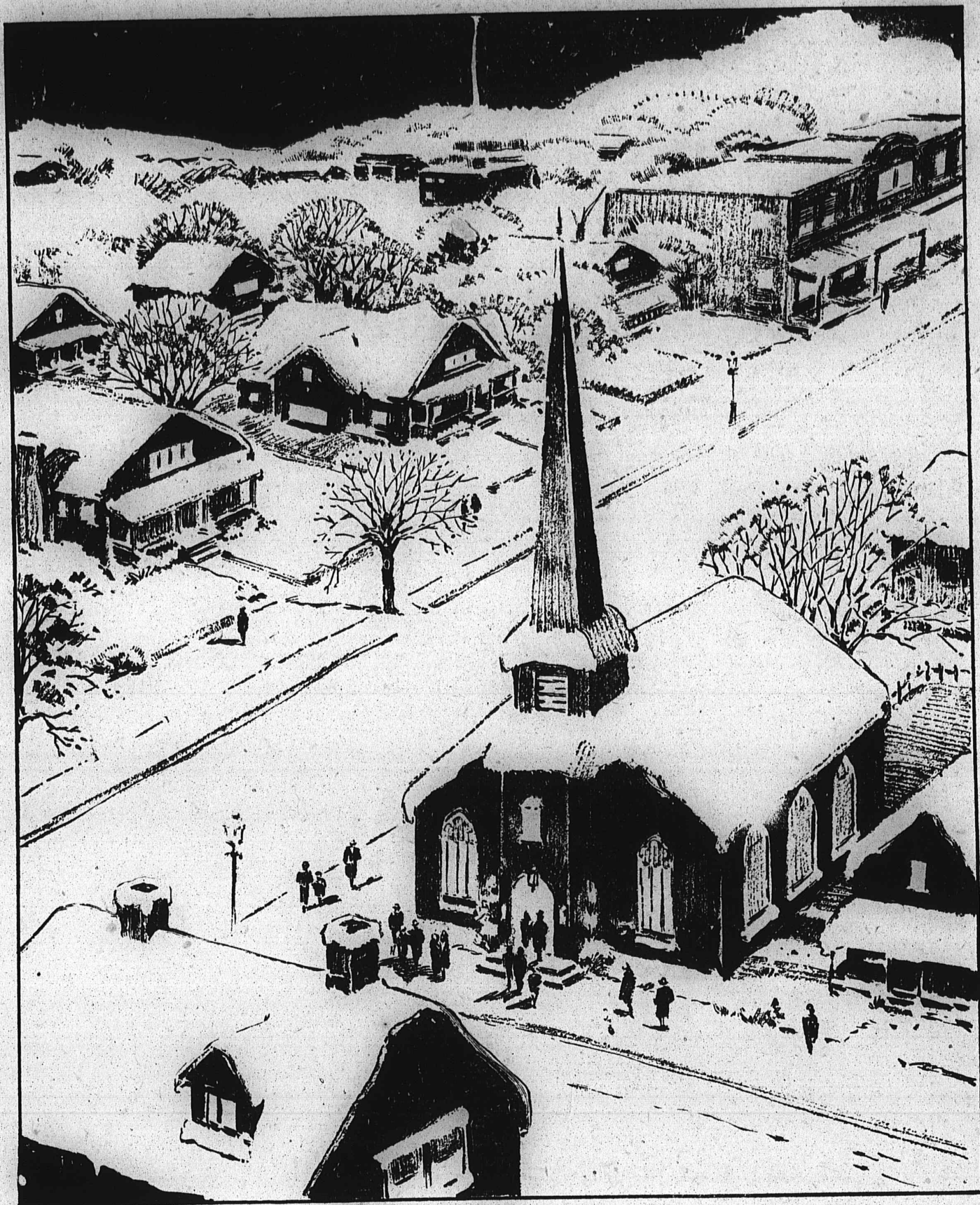
FOR SALE—Purchased Spotted Poland China Bows. Best of Breeding, weighing 250 pounds and up. Immature and guaranteed to please. Please write describing the type you want.—George Fieseler, Waterville, Kansas.

WE SELL Daily, new-caught headless and tailed Lake Superior herring in lots of 50 and 100 lbs. Prices respectively \$5.00 and \$3.25. Ref. Commercial State Bank. 2. Knarvik's Fisheries, Box 864, Two Harbors, Minn.

high cost of what we must buy. I bought a farm 17 years ago and I think I can sell it for 17% more than the purchase price. I am surely much better off than any lively stable man or buggy harness maker. I hope some one in the room will tell what a hundred pounds of skim milk is worth in terms of feed raised on the farm or bought at the store. Also tell how many pounds of milk can be economically fed per 100 pounds of animal. A correct answer will be good for the peace of mind of some dirt farmers and a good many town farmers. We, as country farmers, must keep our soil from washing away and must not let outsiders skim the cream. We must be on our guard and on our toes to enjoy life. That's what we are here for today.—C. A. Babbitt.

St. George, Kans., Dec. 19, 1930

The Pottawatomie County Farmers Union will hold their annual meeting at Westmoreland, Kans., Saturday, Dec. 27 in the new Rural



Christmas Greetings

and all good wishes for
your prosperity in 1931

A handshake, a smile—sincere and hearty good wishes—a greeting from one man to another! That's how we would like to have you consider this message.

Even in business, there is a place for informal good fellowship between manufacturer and consumer. And especially at this Christmas season we would like to register our greetings with you, not as a company manufacturing products for your use, but as another person.

Greetings, then, to the Kansas Farmers Union! . . . to every member of it—to everyone in their families! May the Season bring all possible happiness, may laughter ring out the old, and usher in a new and prosperous 1931!

Washburn Crosby Co.

OF GENERAL MILLS, INC.

Minneapolis

Kansas City

Buffalo

Eventually
GOLD MEDAL FEEDS
why not now?
"Farm Tested"

A Merry Christmas
and
A Happy New Year

to all our members

ooo

Farmers Union Mutual
Insurance Companies
Salina, Kansas

We wish you all

**A Merry Christmas
and a Bright and
Prosperous
1931**

~

**Farmers Union Auditing
Association**

T. B. DUNN, Manager

WE EXTEND TO
OUR MANY CUSTOMERS
OUR BEST WISHES FOR

A MERRY CHRISTMAS — AND A — PROSPEROUS NEW YEAR

We are sincere in our thanks to you for your patronage during the past year and appreciate the confidence you have had in our ability to serve you.

As a result of your loyalty, it has been possible for us to go on record as having completed one of the best years that this organization has ever experienced.

The past year brought about some hectic market conditions which had to be faced alike by the Producer, Consumer, Dealer, Manufacturer and Jobber. In spite of unfavorable conditions and low prices, we are able to show a substantial gain over previous years in most every department.

We will start the New Year with a renewed effort to work with and for you one hundred per cent. Let's all resolve to make 1931 a big year for the Farmers Union organizations of Kansas.

The Farmers Union Jobbing Ass'n.

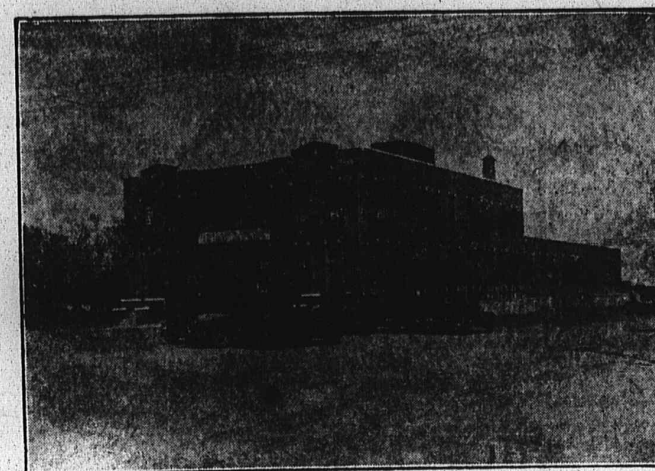
KANSAS CITY, MO.

SALINA, KANSAS

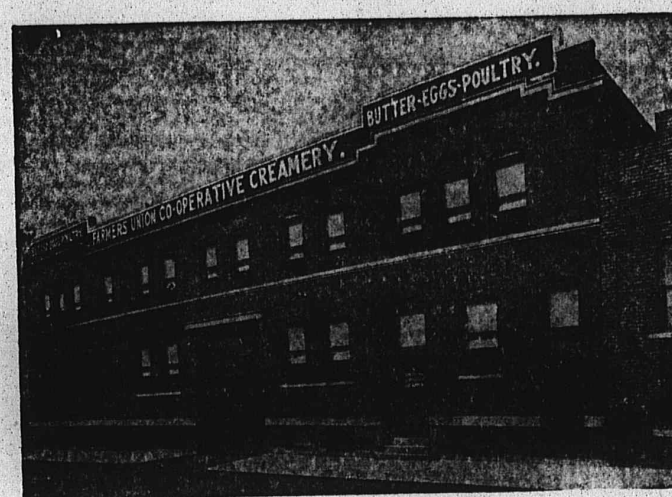
ST. JOSEPH, MO.

MERRY CHRISTMAS

and a
HAPPY
NEW
YEAR



WAKEENEY PLANT



KANSAS CITY PLANT

Farmers Union Co-operative Creamery Association

Kansas City, Mo.

Wakeeney, Kansas

We're wishing you and yours a most Joyful Christmas—not just because everyone else is "wishing" but because we have really appreciated the opportunity of knowing and serving you during the past year or years as the case may be.

Our relationship has been pleasant and we sincerely hope will continue so thruout the years to come.



Greetings
to all
Policyholders,
Farmers
Union
Members

For This Christmas and The New Year We Send You Warmest Fraternal Greetings And The Hope That In the Year to Come You Will Enjoy A Full Measure Of The Prosperity, Happiness And Health You So Richly Deserve.

FARMERS UNION MUTUAL LIFE
INSURANCE CO.

500 Grand Ave. Des Moines, Iowa
(Farmer Insurance At Farmer Cost)

When you start for your fire-side on Christmas Eve, with the knowledge that your loved ones are amply protected with Legal Reserve Life Insurance, may you leave behind you all cares, distractions and fears, and take with you only those truly Christmas Sentiments—Hope, Happiness and Good Cheer.

Farmers Union Mutual
Life Insurance Co.

Rex Lear
Salina, Kansas

Holiday Greetings!

come to you through this, your own newspaper, from your own live stock commission firm. Not only do we wish you a

Merry Christmas AND A Happy New Year

but we want you to enjoy the best of health and happiness throughout the entire new year.

Your cooperation has made it possible for this, your own firm, to enjoy a prosperous year. We feel that we are well repaid for our year's work if our cooperation with you has been a pleasure and a help to you.

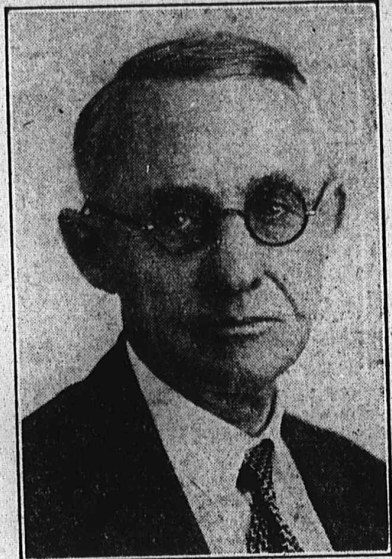
Farmers Union Live Stock Commission Co.

410 Live Stock Exchange Bldg., Kansas City, Mo.
G. W. HOBBS, Manager.

Officers and Managers of The Kansas Farmers Union



CAL. A. WARD
President, Kansas Farmers Union.



A. M. KINNEY
Secretary, Kansas Farmers Union
Editor Kansas Union Farmer



H. E. WITHAM
General Manager Farmers Union Job-
bing Ass'n.



GEORGE HOBBS
General Manager Farmers Union
Livestock Commission.



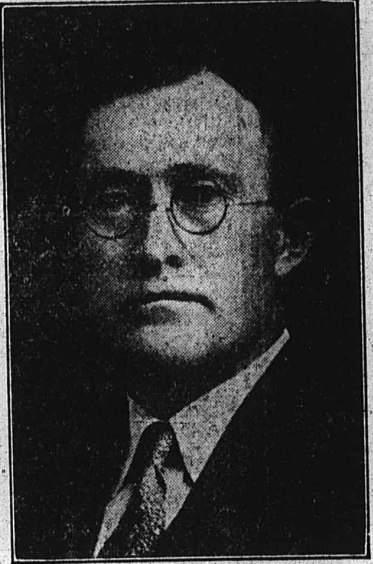
T. B. DUNN
Secretary-Manager Farmers Union
Auditing Ass'n.



A. W. SEAMANS
General Manager Farmers Union Co-
operative Creamery Ass'n.



ART T. RILEY
Branch Manager, Salina Office Farm-
ers Union Jobbing Ass'n.



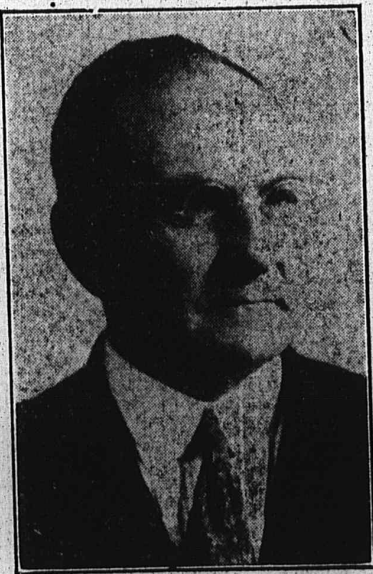
C. A. BROOM
Secretary, Farmers Union Mutual In-
surance Companies.



REX LEAR
State Manager Farmers Union Mutual
Life Insurance Company



HON. W. P. LAMBERTSON
Vice-President, Kansas Farmers
Union



G. E. CREITZ
Manager Farmers Union Royalty
Company

The Kansas Farmers Union and its associated activities, touch directly our program in its relation to the membership of our great farm organization. The gentlemen whose photographs appear above are pledged and devoted to giving their very best for the best interests and welfare of the many thousands of our membership, throughout the state.

The Kansas Farmers Union never had a more loyal and conscientious group of men serving as managers and department heads. Our entire state program, including the parent organization and associated activities, is carried to the corners of the state in the spirit of unity. Each group recognizes and respects the best interests of the other and thus, the relationship sustained, is mutual and constructive.

Great problems constantly confront us but do not go by unnoticed. Mistakes are sometimes made but motives are never questioned. We discuss and consider problems from all angles and sometimes differences appear but we go down the line together, as friends and co-workers.

Others of our loyal managers and workers, whose photographs we do not have at present, will appear from time to time. With one accord and in the spirit of the entire group, we wish our kind friends and neighbors, a Merry Christmas and a Happy New Year.

FARMERS BUILD THEIR MARKET- ING MACHINERY

The Agricultural Marketing Act Helps
In Developing Cooperative Program
Open to All Growers.

More than a million farmers have been aided by the agricultural marketing act.

All farmers, no matter where they live in the United States, may market their crops through the local, regional, terminal and national cooperative organizations that are being developed in accordance with the provisions of this Federal law.

Seven National agencies have been established by cooperatives with the assistance of the Federal Farm Board. Six of these are sales agencies. Five already are operating, marketing grain, cotton, livestock, wool and mohair, and pecans.

Foundations are being laid for the building of other national marketing organizations wherever they are needed.

There are 12,000 farmer-owned and controlled cooperative associations in the United States, according to estimates in June, 1930. The membership of these associations totals approximately 3,100,000, representing about 2,000,000 farmers. Some producers are members of 2, 3, 4, or 5 organizations, which accounts for the difference between the membership and the number of farmers.

Producers of more than 40 farm crops have been definitely assisted in a practical way by the agricultural marketing act through their cooperatives. The new law, passed in June, 1929, has intensified the farmers' interest in cooperative marketing. Farmers are gradually controlling a greater volume of their products as they move through marketing channels to the processor or ultimate consumer. By collective action, growers are extending their marketing system, strengthening their position in bargaining a credit system that will make them more independent, and improving their chances of adjusting product to prevent troublesome surpluses.

Officially, the United States is definitely committed to the principles of cooperative marketing. The policy of the Federal Government to aid with men and money in the establishment of producer-owned and producer-controlled cooperative marketing organizations, is enabling farmers to take another essential step—the development of national commodity-selling agencies.

Producers of farm products are keen competitors. Despite this competition, it is to the interest of every producer to work with, not against, his neighbor. This is the first step the individual farmer, ranchman, gardener, or orchardist must take to put himself in a position to receive the benefits of the agricultural marketing act.

The law provides that the Farm Board shall deal with producers through their cooperative organizations rather than with individuals. It is a law designed to give farmers governmental aid in order that they may help themselves. The Farm Board is assisting farmers in setting up their own cooperative organizations and is not doing the job for them. All cooperative marketing agencies are owned by the farmers and are not in any sense governmental agencies.

The agricultural marketing act directs the Federal Farm Board to designate as a commodity any farm product or group of products whose use and marketing methods are similar. With this definition as a guide, the board has thus far designated 12 commodities. They are: (1) Cotton; (2) cream, cheese, condensed milk, butter, ice cream, evaporated milk, whole and skim milk powder; (3) wheat; (4) rice; (5) livestock, including cattle, hogs, sheep, goats; (6) wool and mohair; (7) tobacco; (8) poultry and eggs; (9) seeds, including alfalfa, clover, timothy, red top, and other field seeds; (10) potatoes; (11) coarse grains, including corn, oats, rye, barley, flax, grain sorghums, and buckwheat; (12) sugar beets and sugarcane.

In general, central marketing is being developed under a plan whereby each cooperatively handled commodity of the country will be under the control of a single farmer-owned and farmer-controlled organization, thus giving growers a chance to have something to say about the selling price of their products.

Board Supports One National
It is the policy of the Federal Farm Board to approve and to support only one national commodity-selling plan and organization. This is done in order to bring a large volume of commodity under the control of one management, to avoid duplication of cooperative marketing facilities, and to eliminate the wasteful competition that naturally develops where there is more than one central agency.

Farmers Build Their Marketing Machinery

The board is recognizing, for example, only one national organization for grain, one for livestock, one for cotton, one for wool and mohair, and one for pecans.

Already this national plan is being used in selling 16 different farm crops. Since the agricultural marketing act was passed, seven national agencies have been established by cooperatives with the aid of the Federal Farm Board. They are: Farmers National Grain Corporation, American Cotton Cooperative Association, National Livestock Marketing Association, National Wool Marketing Corporation, National Peanut Marketing Association, National Bean Marketing Association, and National Beet Growers Association. All of these organizations are incorporated under the laws of Delaware. The first six of the nationals are sales agencies. The seven nationals represent 18 crops, most of the main ones grown in this country—wheat, corn, oats, barley, rye, buckwheat, flax, grain sorghums, wool, mohair, cotton, cattle, hogs, sheep, goats, pecans, dry beans, and sugar beets.

Five Nationals In Operation
Five of these nationals already are operating, marketing grain, cotton, livestock, wool and mohair, and pecans.

The board gives counsel and financial assistance to the national agencies with the hope that producers, through

them, will gain control of a sufficient volume of the various commodities to have bargaining power in marketing. Great care has been taken to see that these agencies are set up on a sound financial basis so that they may grow in strength and in time be in a position to take care of themselves without further assistance from the Government.

Cooperative Trail Is Long

America's cooperative marketing trail is long; it winds back to the middle of the last century. Farmers began by developing cooperative marketing inside small circles, sometimes handling several crops in one local association. Later they made larger circles to include many locals, often taking in all of the cooperatives handling a particular commodity in a district or region. Then still larger circles were made and several regionals were federated into terminal marketing agencies. All of this was helpful but did not go far enough to reach the main objectives. Finally, the passage of the agricultural marketing act made it possible to draw a single or master circle big enough to take in all of a commodity handled by cooperatives, including locals, districts, regionals and terminals. Eventually, this is expected to do away with competition among cooperatives handling the same commodity. With the majority of producers inside the master commodity circle, where the sales are controlled by a single national marketing organization, farmers may be able to put agriculture on a basis of economic equality with other industries.

The cooperative marketing agencies are cooperating on a new educational program designed to familiarize farmers with the new developments in cooperative marketing and to encourage more of them to become members of cooperatives. The agencies cooperating in this correlated educational movement include the United States Dept. of Agriculture, Federal and State extension groups, land-grant colleges and universities, the Federal Board for Vocational Education, State Departments of Agriculture, general farm organizations and farmers' cooperatives.

The cooperative marketing agencies are financed by the intermediate credit banks, commercial banks, and the Federal Farm Board. Congress authorized \$500,000,000 to be used by the Federal Farm Board as a revolving fund. At the outset \$150,000,000 of this amount was appropriated. During its first year of operation, the board asked for an additional \$100,000,000 making a total appropriation of \$250,000,000.

Board Loans to Centrals

The board has adopted the policy of making loans to central cooperatives, such as regionals and nationals, whenever they exist, instead of lending directly to member associations. In the absence of national marketing organizations, the board advances money directly to qualified cooperatives, requiring that these associations become affiliated with a national when one is formed. Where there is no national agency to represent a commodity, the Federal Farm Board furnishes application blanks to the cooperatives seeking a loan. There are also furnished

the necessary forms of exhibits which will develop the detailed information that should be before the board when it considers the application of an association for a loan.

The Farm Board loans money to cooperatives at a limited rate of interest—"In no case shall the rate exceed 4 per cent per annum on the unpaid principal." Where the national or central cooperative agencies borrow the money from the Federal Board they in turn loan it to district or local cooperatives at a slightly higher rate of interest to cover handling charges and to build up reserves. Profits resulting from their operations go to build up the reserves of the national or central in which ownership is shared by farmer members in proportion to their patronage.

A national commodity marketing organization must not be confused with the stabilization corporations provided for in the agricultural mar-

keting act. Their functions are distinctly different. The stabilization corporation is used in an emergency to buy and take off the market some considerable portion of the tonnage so as to relieve the low-price pressure and carry the product until some future date with the hope that there will be a more favorable opportunity for disposing of it.

Two stabilization corporations have been established under the act. They are The Grain Stabilization Corporation, Fisher Building, Chicago, Ill., and The Cotton Stabilization Corporation, 535 Gravier Street, New Orleans, La.—From Federal Farm Board Bulletin No. 3.

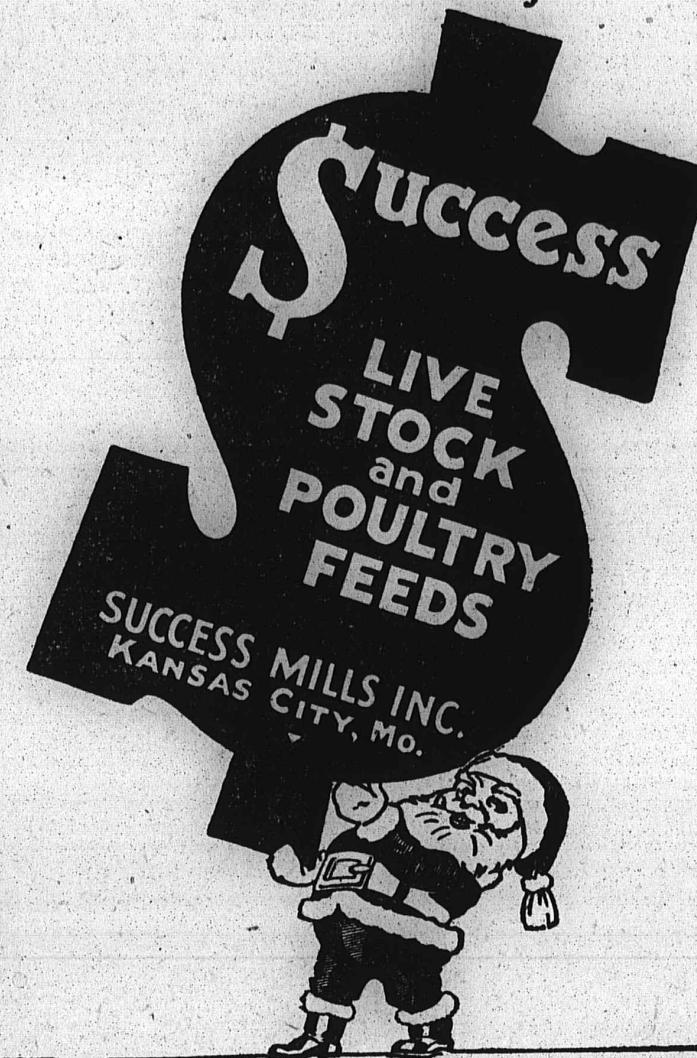
"Why is Mrs. Wombat disappointed?"

"She wrote for a Congressional Record."

"Well?"

"She thought it was something she could play on the phonograph."

WISHING YOU A MERRY CHRISTMAS and Loads of



Best Wishes For A MERRY CHRISTMAS and a BRIGHT AND HAPPY NEW YEAR

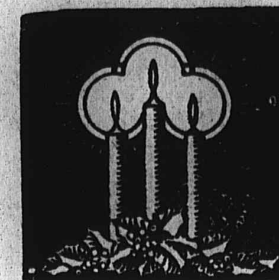
Farmers Union Managers' Association

C. B. THOWE
President

T. C. BELDEN
Secretary



“ . . . Good Will Toward Men ”



Once a year “Good Will” becomes the slogan of all mankind. The Three Wise Men who came out of the East, drawn by the power of a message of hope and love and brotherhood, and the Messenger they came to honor, are again remembered. For a little while selfishness and greed, the struggle to “get ahead of the other fellow” are forgotten.

“Good Will”—what is it but a concern for the common welfare of all? What is it but a realization that on our short journey across life we can never stand alone—that our fate is bound up in the common fate of all mankind?

It is the message of co-operation. It is the

message which co-operators preach, not in one season or for one day, but in all seasons and for every day. “Stand together that each may, with the help of his fellows, aspire and reach higher than if he stood alone.”

That is the message of “Good Will” and of co-operation. It is the ancient, but ever new, message of hope and love, of brotherhood and cheer. The Farmers’ Union business enterprises exemplify a practical application of that spirit of co-operation and Good Will which we all remember and honor during this season. And so we lay aside the cares and duties of business to join with those who again say “ . . . Good will toward men.”



THE KANSAS FARMERS’ UNION ROYALTY COMPANY
SALINA KANSAS

